

# Generics purchase prices on the up for dispensing practices

By Wavedata

Sharp increases in generics prices have continued to feature during January, continuing an unwelcome development that was first seen in December. Over the past year, the purchase prices being charged to dispensing doctors and pharmacists have been very similar, and we believe this price increase to be a blip rather than a trend.



## Risers

During January, the average price of lofepramine tabs 70mgx56 rose by 109% as a number of suppliers increased their prices. However, low prices were still available to dispensing doctors from Beta and Mawdsleys. Pharmacists had access to low prices below £5.00 from GD Cooper, Beta, Chemilines, Mawdsleys, Phoenix, Sigma and Actavis.

In January the average price of metronidazole tabs 200mgx21 rose by 95% as a number of companies including Teva and GD Cooper increased their prices. Low priced offers of below £0.50 were available to pharmacists from Ethigen, Amimed, Eclipse, Elite, Sigma, Beta, Chemilines and Lexon.

Telmisartan tabs 20mgx28 rose by 86% in January despite the English drug tariff dropping by 4% to £1.46. Low-priced offers were available to dispensing doctors from Elite, Mawdsleys, Teva and Almus, and to pharmacists from Amimed, Beta, Sigma, Elite, Lexon, Waymade, OTC Direct, Teva, Eclipse, Ethigen, Alliance and Trident.

Other risers during January include ciprofloxacin, digoxin, telmisartan and diclofenac. Diclofenac is interesting as it was switched back from OTC to POM amid cardiac concerns. It has also been in the news in India where thousands of vultures have died after feeding on the carcasses of cattle treated with the drug, leading to a proliferation of wild dogs and outbreaks of rabies.

## Fallers

In January the average price of ciprofloxacin tabs 750mgx10 fell by 49% as some of the higher-priced offers disappeared from the market to be replaced by low prices

from Mawdsleys and Almus. Pharmacists were able to source low prices from Beta, Trident, Sangers, Waymade, OTC Direct, EthiGen, Lexon and Sigma.

Lisinopril + hydrochlorothiazide tabs 20mg/12.5mgx28 fell on average by 46% in January as Teva's prices dropped significantly (despite a pharmacy NCSO concession price in December of £11.52). Low-priced offers of below £2.00 were available to dispensing doctors from Teva, but pharmacists saw low prices from Lexon, Phoenix, Eclipse, Teva, Trident, GD Cooper, Chemilines and Sigma.

Ketoprofen gel 2.5%x100g saw its average price to dispensing doctors drop by 45% as a new low price from Mawdsleys replaced high December prices. Pharmacists were also able to source low priced stock, with good prices available from Lexon and AAH.

Other fallers include three lines of ciprofloxacin tabs and two of amlodipine maleate tabs, and risedronate sodium tabs.

### **Dispensing doctors vs. pharmacists**

The long term trend of dispensing doctors and pharmacists came to a crux in in December with dispensing doctors for the first time in over a year getting better deals for parallel imports. If this trend continues, it may mean suppliers are treating the PI market as one rather than offering different prices to different customer channels.

Click [here](#) for the full January spreadsheets.

