

## March madness in the generics market

Overall price trend analysis shows that dispensing doctors are getting cannier with their generics buying. Parallel imports are more problematic for GPs, currently, as good deals come and go in line with market competition and exchange rates.

Of note about March's risers and fallers is the general lack of identifiable buying patterns. Only among the risers could a price trend be detected for multiple strengths of the same product: three packs of rivastigmine caps and two packs of quinapril tabs. Pramipexole and pramipexole MR tabs also appeared in the risers during March, which may provide a hint for the future for other packs.



<http://www.dispensingdoctor.org/resources/dispensary-management-zone/monthly-purchase-price-analysis/>

### Risers

The month of March also saw huge variation in the prices paid by pharmacies and dispensing doctors for pramipexole tabs 350mcg x100 – between above £55.00 to below £1.00. There has been a noticeable decrease in the number of prices below £10.00 – from 17 in December to just five in March – and an equally noticeable increase in the number of prices above £10.00 – from 10 in December to 19 in March. This all suggests a long term trend toward high prices. There was no evidence in the data for any of the products being unlicensed or short dated, so availability is likely to be the key driver. The best low price offers (below £10.00) in March were from Alliance, Eclipse and Ethigen.

The drug tariff for ampicillin caps 250mg x28 increased from £4.52 to £20.50 at the beginning of March, prompting longer term price increases from a number of suppliers. Prices have risen from around £5.00 to between £10.00 and £20.00. The best deals still in the market below £5.00 in March were from Numark and Strathclyde.

Most companies increased their offer prices for quinapril tabs 5mg x28 during the month, albeit for no obvious reason. The best offers below £1.00 were from Lexon, Ethigen, AAH, Numark, Trident and Eclipse.

### Fallers

The average price of metformin SR tabs 500mg x28 fell by 61 per cent during March partly due to price decreases by Numark and Alliance, and an increase in the number of low priced offers. The best deals available to dispensing doctors were below £0.80 from Ethigen, Forte Direct, AAH and Beta. Pharmacists had access to similar deals, but from Mawdsleys, Strathclyde, CST Pharma, Phoenix, DE, Beta, Eclipse, Lexon, AAH, Numark and Sangers.

March saw price reductions for ferrous fumarate tabs 210mg x84 from Numark, Eclipse, B&S Colorama and Beta. The best deals below £0.70 were from Beta, CrossPharma, Sigma, DE, Waymade, Strathclyde and Mawdsleys

A 49 per cent reduction in the average dispensing doctor price of amiloride tabs 5mg x28 was due to a gradual decline in the drug tariff and an increase in the number of low price offers. Sales prices below £0.40 were available from Mawdsleys, CST Pharma, Eclipse, Ethigen, Beta, Lexon, AAH, Numark and OTC Direct.

