

# Prices equalise as GPs lose buying advantage

By Wavedata

April saw a mixed group of products appear in Wavedata's lists of purchase price fallers and risers, with no specific product standing out.

The fallers included two packs of each of aciclovir disp tabs, bumetanide tabs, cefalexin caps, cimetidine tabs and timolol eye drops. The risers comprised two packs of each of aspirin disp tabs, diclofenac tabs and metoprolol tabs.

Overall, compared to pharmacies, GPs appear now to be paying very similar prices for both generics and parallel imports, albeit that generics' prices remain marginally more favourable for GPs, and PIs slightly less. Looking at the longer term trend, it appears suppliers are trying to price generics on par for both account groups, as is also suggested by the narrowing of the gap for parallel import prices.

## Fallers

In April there was a steep drop in the average price of metronidazole tabs 200mg x21 offered to dispensing doctors as some companies withdrew March offers. This was accompanied by a 40% reduction in the drug tariff to £4.66. Good prices were still available from Mawdsleys, Lexon, Beta and Elite. The best deals available to pharmacists were below £0.40 from Waymade, Beta, Ethigen, DE, Eclipse, OTC Direct, Sigma, Amimed, Numark and Chemilines.

Cilostazol tabs 100mg x56 also saw a reduction in average prices as the number of market offers to dispensing surgeries fell. The drug tariff also fell by 23% to £14.77. Good deals were still on offer from Beta and Elite. Pharmacists were offered stock at less than £7.00 by AAH and Sigma.

Glibenclamide tabs 2.5mg x28 saw a reduction in its average selling price to dispensing doctors as some companies withdrew high priced market offers and the tariff fell by 5% to £10.15. Prices below £2.00 were still available from Lexon and Beta. Companies supplying pharmacists at prices below £2.00 included Trident, AAH, Lexon, Beta and Sigma.



## Risers

Amlodipine maleate tabs 5mg x28 saw an increase in its average selling price to dispensing doctors of 179% as some companies raised prices. However, good deals of below £0.50 were on offer from Forte Direct. Pharmacists could buy stock at below £0.50 from Waymade, Alliance, OTC Direct and Phoenix.

The average selling price of Diclofenac tabs 50mg x84 to dispensing doctors rose by 129% in April as suppliers increased prices. Good deals below £2.00 were still on offer from Mawdsleys. Pharmacists saw good prices on offer from Chemilines, Trident, AAH, Numark and Phoenix.

In April sodium cromoglicate eye drops 2% 13.5ml was added to the concession list at £5.20 (drug tariff £1.86). Consequent price increases to dispensing doctors were 95% with some suppliers hiking prices, however good deals below £ 2.00 were still on offer from Lexon and Mawdsleys. Offers to pharmacists at similar low prices were made by Ethigen, OTC Direct, Alliance, Lexon, Waymade, Sigma and DE.

