

July 2016 purchase price analysis

The ebb and flow of generics' purchase prices



Dispensing doctors experienced the ebb and flow of good purchase pricing fortune, as pharmacists gained good ground towards receiving better generics purchase prices, and actually achieved better prices in negotiations with parallel import suppliers.

On average the range of prices paid by pharmacists and dispensing doctors for generics and imports is only £4, but the range of prices paid by dispensing doctors for PIs is far more variable. This may reflect the lower volumes bought in dispensing practice – and it does mean getting good PI prices is hard work for doctors.

During July one product stood out above others experiencing purchase price rises: five packs of ropinirole tabs saw price rises of between 64-220 per cent. A single faller was also noticeable: three packs of pioglitazone tabs saw price reductions of between 31-34 per cent. Other noticeable risers included two strengths each of metronidazole, naratriptan and venlafaxine tabs. Fallers included two strengths of duloxetine E/C caps and trimethoprim tabs.

Fallers

The price of alfuzosin tabs 2.5mg x60 fell by 48 per cent on average in July as the drug tariff fell from £2.57 in May to £2.37 in July, and a number of companies followed suit. Offers below £2.00 were available from Mawdsleys, Beta, Ethigen, Lexon, AAH, Trident, Teva, Medihealth North and Numark.

The 44 per cent price drop in ferrous fumarate tabs 210mg x84 was due to widespread price reductions in the unlicensed form of the product. Prices below £0.50 were available from Elite, Beta, DE, Amimed, Lexon, B&S, Eclipse, Ethigen, Numark and Islestone.

Drug tariff reductions were also behind the price reductions of paracetamol tabs 500mg x32 as they fell from £0.82 in May to £0.74 in July. Best offers below £0.20 were available from AAH, Waymade, Trident and Numark.

Risers

July prices for trospium chloride tabs 20mg x60 rose by a dramatic 285 per cent as many companies increased their prices – despite a drop in the drug tariff from £5.78 in May and £5.06 in July. By July most prices were well above this level. Prices below £10.00 were on offer from AAH, Phoenix and Numark.

Ropinirole tabs 0.25mg x12 had a concessionary price of £5.70 imposed in July as its average purchase price rose by 220 per cent. Offers below £2.00 were available during July from Lexon, Ethigen, OTC Direct, Alliance and Mawdsleys.

Offer prices for aspirin disp tabs 75mg x1000 rose in July as a manufacturer increased its prices. The best offers below £2.00 were available from OTC Direct, Trident, Numark, AAH and Eclipse.