

Double-digit discounts trump most increases

Double-digit price discounts were offered to independent pharmacists and dispensing doctors in the UK during November for entacapone 200mg, esomeprazole 40mg, quetiapine 25mg, rabeprazole 10mg, riluzole 50mg and tolterodine 2mg (see Figure 1). The lowest prices for these products all fell by at least 10%, but their corresponding average prices were more stable, indicating that such price offers were only available from a single source.

In contrast, the average price for 60-tablet packs of risperidone 2mg fell by 12% during the month, but this price fall was not matched by the product's lowest available trade price, suggesting price discounting by a number of suppliers. Similarly, the average price of risperidone 1mg dropped by 16% during November (see Figure 2).

Meanwhile, however, price offers were withdrawn for donepezil

10mg and lercanidipine 10mg, with their lowest prices both 13% higher.

Such increases were small compared with some in Figure 3. Average prices for two strengths of co-amoxiclav almost doubled during the month, prompting the Pharmaceutical Services Negotiating Committee (PSNC) to persuade the Department of Health to grant price concessions above Drug Tariff pharmacy reimbursement prices.

While the average trade price of the 250/125mg strength was £3.75 (US\$6.13), according to WaveData, the Department granted a concession of £3.77, giving pharmacists a tiny dispensing profit. The Drug Tariff price in category M – reflecting historic market prices – was £2.27. The Department was more generous with the higher-strength 500/125mg variant, granting a price concession of £7.20, compared with an actual average market price of £5.62 and Drug Tariff price of £2.48. **G**

BIGGEST FALLERS				
Product/Strength/Pack size	Lowest price	Change (%)	Average price	Change (%)
Indapamide tabs 2.5mg 28	£2.37	-8	£4.64	-29
Ibuprofen gel 5% 100g	£0.64	-3	£1.30	-23
Risperidone tabs 1mg 60	£0.75	-6	£1.64	-16
Ibandronic acid tabs 150mg 1	£0.99	±0	£3.04	-13
Ibandronic acid tabs 150mg 3	£3.45	±0	£10.40	-12
Hydrocortisone oint. 2.5% 15g	£4.78	+9	£10.58	-12

BIGGEST RISERS				
Product/Strength/Pack size	Lowest price	Change (%)	Average price	Change (%)
Amiloride tabs 5mg 28	£0.26	±0	£5.12	+365
Propranolol tabs 80mg 56	£0.80	+5	£3.24	+130
Naproxen tabs 500mg 28	£1.05	+11	£2.91	+116
Co-amoxiclav tabs 250/125mg 21	£1.54	+33	£3.75	+98
Co-amoxiclav tabs 500/125mg 21	£2.02	+27	£5.62	+97
Naproxen tabs 500mg 56	£3.89	+11	£8.29	+84

Figure 1 (below): Comparison between the periods 1-31 October 2013 and 1-27 November 2013 of the lowest and average UK trade prices of fast-moving generics. Each average price was calculated from at least 32 data points. Figure 2 (above) and Figure 3 (above right): Biggest changes recorded between the periods 1-31

October 2013 and 1-27 November 2013 in lowest and average UK trade prices of about 748 commonly-dispensed generics. The basket specifically excludes the 'fast movers' shown below, but includes other presentations of the same products. Each average price was calculated from at least 11 data points (Source – WaveData).

FAST MOVERS				
Product/Strength/Pack size	Lowest price	Change (%)	Average price	Change (%)
Anastrozole tabs 1mg 28	£1.15	+2	£1.96	+16
Atorvastatin tabs 20mg 28	£0.49	±0	£0.72	+3
Bicalutamide tabs 50mg 28	£1.20	-4	£3.18	+23
Buprenorphine tabs 2mg 7	£1.30	±0	£2.04	+2
Candesartan tabs 8mg 28	£0.73	±0	£1.16	-3
Clopidogrel tabs 75mg 28	£1.01	-7	£1.41	+7
Cyclizine tabs 50mg 100	£8.99	-5	£12.23	+2
Desloratadine tabs 5mg 30	£0.69	-8	£0.97	-6
Donepezil tabs 10mg 28	£0.89	+13	£1.55	-1
Dorzolamide eye drops 2% 5ml	£1.15	±0	£1.90	+8
Entacapone tabs 200mg 30	£5.38	-10	£7.01	-4
Esomeprazole tabs 40mg 28	£2.75	-15	£4.60	-7
Exemestane tabs 25mg 30	£2.85	-2	£5.67	+9
Finasteride tabs 5mg 28	£0.73	+7	£1.01	+3
Irbesartan tabs 75mg 28	£0.58	±0	£0.81	±0
Latanoprost eye drops .005% 2.5ml	£0.84	-2	£1.36	+6
Lercanidipine tabs 10mg 28	£0.78	+13	£1.14	-4
Letrozole tabs 2.5mg 14	£0.98	-1	£1.47	±0
Levetiracetam tabs 500mg 60	£1.24	+8	£3.27	±0
Losartan tabs 100mg 28	£0.54	-2	£0.86	+4
Montelukast tabs 10mg 28	£1.29	-1	£1.78	+2
Mycophenolate tabs 500mg 50	£8.79	+1	£11.47	+9
Naratriptan tabs 2.5mg 6	£0.72	±0	£1.39	+1
Nebivolol tabs 5mg 28	£0.71	±0	£1.21	+3
Olanzapine tabs 5mg 28	£0.36	±0	£0.72	+4

FAST MOVERS				
Product/Strength/Pack size	Lowest price	Change (%)	Average price	Change (%)
Pioglitazone tabs 15mg 28	£0.49	-8	£0.96	-2
Pramipexole tabs 700µg 30	£1.61	-2	£3.14	+5
Quetiapine tabs 25mg 60	£0.52	-12	£1.10	+8
Rabeprazole tabs 10mg 28	£1.15	-21	£1.83	-7
Riluzole tabs 50mg 56	£29.08	-21	£46.93	-1
Risedronate tabs 35mg 4	£0.45	-4	£0.70	+3
Risperidone tabs 2mg 60	£1.09	-2	£1.59	-12
Sildenafil tabs 100mg 4	£0.49	-2	£0.81	+1
Terbinafine cream 1% 15g	£1.14	-6	£1.50	-2
Tolterodine tabs 2mg 56	£1.60	-14	£2.71	+3
Topiramate tabs 25mg 60	£0.85	-4	£2.13	+3
Trandolapril caps 2mg 28	£0.88	-5	£1.36	+1
Valsartan caps 80mg 28	£0.82	±0	£1.50	+6
Venlafaxine tabs 75mg 56	£1.55	-3	£2.17	±0
Zolmitriptan tabs 2.5mg 6	£0.45	-2	£1.04	+5

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