

A tale of three drugs

By Wavedata

At the latest recce of the market, GPs found themselves in the enviable position of being able to achieve better prices for both parallel imports and generics, compared to pharmacies – particularly, those who have created buying groups to negotiate on their behalf.

In terms of specific market headlines, during May, no single product hogged the limelight although triplets were noteworthy among both the risers and the fallers: specifically, in the former: three packs each of escitalopram and metoprolol tabs, and among the latter, three packs each of ascorbic acid, oxycodone PR and repaglinide tabs.



Fallers

Ascorbic acid tabs 50mg x28 saw reasonably widespread price reductions during the month as eight companies reduced prices. Despite a couple of companies putting prices up at the beginning of the month, the net effect of the offer movements was a 64 per cent reduction in average market prices. The best offers related to unlicensed product with prices between £0.29 and £0.49. However, offers for licensed product with prices below £1.50 were available from Ethigen, B & S and DE.

Two full line wholesalers reduced their prices for fluoxetine oral solution S/F 20mg/5ml x70ml. The best offers below £1.70 were from DE, Eclipse, AAH, Ethigen and Numark.

Oxycodone PR tabs 10mg x56 saw three out of eight suppliers reduce prices and the others remain at April levels. The best offers below £4.00 were from Numark, DE, AAH, Munro and Ethigen.

Risers

In May 13 companies increased their prices for montelukast tabs 10mg x28. This was accompanied by an increase in the Scottish drug tariff to £9.99 and by a concession price of £6.67. The best deals below £2.00 were from Ethigen, Lexon, Beta, DE, Teva and Numark.

Escitalopram tabs 10mg x28 saw price increases from 15 suppliers in May as a concession price of £4.69 was granted. The best market offers below £2.00 were made by Lexon, DE, Accord, Trident, Beta and AAH.

Six suppliers increased their prices for ibandronic acid tabs 150mg x3 in May, while others reduced theirs. The overall effect was a 356 per cent increase in the average price. The best deals below £20.00 were from DE, Eclipse, Kosei, Ethigen, Accord and Numark.