

Dispensing GPs make the best of a competitive market



The European Falsified Medicines Directive and possible trade barriers to come out of a hard Brexit put generics and parallel import suppliers under huge pressure to offer competitive prices, according to the latest market analysis by Wavedata.

Yet dispensing GPs continue to negotiate some of the best prices in the market, particularly from generics suppliers which seem more willing to accommodate the demands of those with prescribing powers.

During November, key purchase price 'fallers' include ferrous fumarate and ascorbic acid tabs, and pregabalin caps, while notable among the risers are glimepiride tabs, which look set to suffer supply problems: since September, the number of market offers has declined from 257 to 176 in November.

Also among the fallers in November were two packs of ibuprofen tabs and one of losartan tabs.

Fallers

In November ferrous fumarate tabs 210mg x84 decreased on average by 73 per cent as a number of short-line wholesalers reduced prices. Offers for this product were a curious mixture of licensed and unlicensed product, however, good deals of below £0.50 were available from B&S Colorama, Eclipse, Strathclyde, Ethigen, Beta and DE.

The 50mg x56 pack of pregabalin caps was not covered by concession pricing during November, unlike most other lines of this product which are subject to price increases. Overall, prices have declined from £14.50 in August to about £4.95 in November, as have the number of companies offering stock: from 10 in August to just five in November. In November only Numark and Ethigen reported available stock.

Ascorbic acid tabs 500mg x28, again on offer in both licensed and unlicensed variants, fell in price on average by 48 per cent in November due to a number of competitive offers. Unlicensed product could be sourced for under £1.00 from Mawdsleys, DE, Ethigen, Strathclyde and Eclipse. Licensed product, meanwhile, was available for under £12.00 from Numark, DE, Beta, Strathclyde and Mawdsleys.

Risers

Felodipine tabs 2.5mg x28 increased on average by 487 per cent in November as price increases swept the market. The number of market offers has remained stable over the last six months, but the number of companies with stock varies month by month. In November companies announcing stock included Beta, Waymade, Laxmico and Forte Direct.

During the month price increases for indapamide SR tabs 1.5mg x30 were also the norm for the majority of companies. The only exception was the DE group which decreased prices. The best offers below £1.50 were on offer from Cambrian Alliance, Strathclyde, Ethigen, Accord, Mawdsleys and Target.

Prices for glimepiride tabs 3mg x30 also rose in November, indicating a shortage; most suppliers were offering above-Tariff prices. Lexon, Target, Mawdsleys, B&S Colorama and Teva made the best offers of below £2.00.