

Dispensing GPs steal the buying show in 2016-17



Looking at 2016-17 as a whole, it's fair to say dispensing doctors have stolen the show; virtually all the time dispensing doctors have been able to lever better prices out of generic suppliers, and for most of the time out of parallel import suppliers as well. The problem with PIs may lie in suppliers who do not understand dispensing doctors and their key prescribing and dispensing roles.

Turning to April, a highlight of the month's risers is the presence of six packs of pregabalin caps and three packs each of galantamine MR and valsartan caps. Among the noteworthy fallers during April are three packs of repaglinide tabs.

Fallers

A 72 per cent reduction in the average price of fluoxetine caps 60mg x30 was accompanied by a small drop in the drug tariff for England and Wales; however, April saw a number of good deals on offer as several companies reduced prices at the same time. The best deals available to dispensing doctors (below £3.00) were from Beta and AAH, and to pharmacies from Beta, CST, Lexon, Elite and Target.

In April Beta and Numark reduced prices for phenoxymethylpenicillin oral solution 125mg/5ml x100ml, despite a reduction in the total number of suppliers of this product from 45 to 25. Offers below £1.50 were available to dispensing doctors and retail chemists from AAH, Beta, CST, Numark and Mawdsleys.

Paracetamol tabs 500mg x100 saw a 66 per cent reduction in the dispensing doctor average price in April as the English drug tariff fell by 1 per cent and a number of companies reduced prices. The best deals on offer below £0.50 were from M&A, Beta, Ethigen and Eclipse.

Risers

In April the average price of galantamine MR caps 8mg x28 rose as the number of offer prices above £20 increased. However, lower prices were still available in the market: offers of below £4.00 were available from AAH, Strathclyde, OTC Direct, Eclipse, Numark and Ethigen.

NCSO prices of £17.65 (a pharmacy-only concession) allowed the average price of valsartan caps 160mg x28 to rise by 80 per cent during the month; suppliers increasing their prices from around £5 to £10. As May's drug tariff (England and Wales) has just risen to £17.25 it may be hard to find good deals, but at the moment the best offers below £15.00 are from Strathclyde, Numark, Ethigen, Mawdsleys, Sangers and CrossPharma.

Galantamine MR caps 16mg x28 was affected by an increase in the number of very high prices. However, deals below £5.00 were still on offer from Numark, Sangers, Strathclyde and AAH.