

PRESS RELEASE



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PSNC COMMENTS ON AAH CHANGING DISCOUNT TERMS FOR QUOTE LINES ORDERED DIRECTLY FROM MANUFACTURER

Commenting on AAH's recent announcement on changes to its discount terms, PSNC Head of Information Services, Lindsay McClure said:

"PSNC is grateful that AAH have listened to their customers' concerns and have agreed to amend their discount terms.

"We have been in discussion with AAH on this issue for some time, passing on pharmacy contractors' concerns of dispensing at a loss when AAH couldn't supply the product because of a manufacturer imposed quota.

"Ordering branded products directly from manufacturers is on the rise because of changes in the European import/ export market for medicines and the fact that manufacturers have imposed artificial quotas. We are expecting it to rise even further following the proposed PPRS price reductions.

"Ordering directly from manufacturers imposes a workload burden on pharmacy contractors and there is growing evidence that, in some cases, this is resulting in delays to patient care - present levels of direct ordering are unsustainable.

"PSNC will continue to support manufacturers and other stakeholders to find solutions to these and other supply issues."

-Ends-

Notes to Editors

1. PSNC (The Pharmaceutical Services Negotiating Committee) is the body that represents community pharmacies in England and Wales on NHS matters.

*For further information please contact the PSNC press office
on 0207 618 9187 or at psnc@luther.co.uk.*

2. AAH recently announced that it will apply normal rates of discount when a pharmacy orders qualifying ethical medicines directly from a manufacturer rather than through AAH. The changes will take effect as from 29 October.
3. Previously, AAH withheld the discount in order to cover the cost it incurred in manually processing the invoicing element when a product was ordered directly. In future, AAH will charge the manufacturer for providing this service.
4. This change does not apply to special order products which are not stocked by AAH but can be acquired by AAH on behalf of a customer if requested. Any discount given to AAH from the manufacturer on these lines will be used by AAH to cover the additional costs involved in obtaining, processing and invoicing these products.

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