



t 0370 241 8717
 e info@forte.uk.com
 f 01622 790 754
 forte.uk.com

Practice Matters

July 2017

Waiting to hear the new pharmacy minister's rural roar



Health department newcomer Steve Brine has been handed the remit for pharmacy and with it, responsibility for pharmaceutical services

less willing to court unpopularity. The All-Party Group on Rural Health and Social Care formed just before the election may also feel more emboldened to demand changes.

There are certainly plenty of issues for dispensing GP-friendly MPs to address: pharmaceutical needs assessments are up for revision next year, and there is much in the new Welsh PNAs that England could emulate; moves by NHS England and many CCGs to push people to buy over the counter medicines challenge legislators to rethink restrictions on the items that dispensing GPs can sell to patients - and few ministers have actually voiced any meaningful solutions to the problem of introducing scaled-up GP practices in remote and rural areas with poor broadband or mobile coverage.

legislation affecting dispensing practices.

Although new to pharmacy policy, the MP for Winchester, and a long-term Conservative activist, has already served as Jeremy Hunt's parliamentary private secretary. In previous debates, Mr Brine has also displayed some insight into current health affairs: he supported the Conservatives' recent decision to cut pharmacy funding and in the more distant past he has called on ministers to rural-proof policy on housing and planning.

The unexpected outcome of the general election, perhaps, provides a better than expected opportunity for dispensing GPs to gain some ground on rural challenges. Having failed to achieve an overall majority, Conservative MPs such as Mr Brine will be even more attuned to public opinion and may be even

If Mr Brine can bring some fresh thinking to these issues - then that will be very welcome.

By Ailsa Colquhoun

Freelance journalist and writing specialist in NHS community pharmacy and dispensing practice

For all your practice requirements



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Price concessions

The Department of Health has granted the following price concessions for July 2017:

Drug	Pack size	Price concession
Betahistine 16mg tablets	84	£11.95
Betahistine 8mg tablets	84	£5.85
Bupirone 10mg tablets	30	£9.57
Dapsone 50mg tablets	28	£46.19
Diamorphine 30mg powder for solution for injection ampoules	5	£16.52
Mefenamic acid 500mg tablets	28	£55.00
Nitrofurantoin 100mg tablets	28	£15.00
Olanzapine 10mg tablets	28	£69.92
Olanzapine 15mg tablets	28	£85.00
Olanzapine 2.5mg tablets	28	£16.00
Olanzapine 20mg tablets	28	£110.00
Olanzapine 5mg tablets	28	£32.00
Oxazepam 10mg tablets	28	£19.97
Oxazepam 15mg tablets	28	£19.97
Pramipexole 88mcg tablets	30	£12.00
Sumatriptan 50mg tablets	6	£28.00
Tranexamic acid 500mg tablets	60	£11.00
Valsartan 160mg capsules	28	£12.00
Valsartan 40mg capsules	28	£7.70
Valsartan 80mg capsules	28	£9.99
Zolmitriptan 2.5mg orodispersible tablets sugar free	6	£17.45
Zolmitriptan 2.5mg tablets	6	£18.00

No additional endorsements are required for price concessions. Price concessions only last for the month in which they are granted. Price concessions can change during the month so additional items are sometimes added.

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North West Ostomy Supplies (NWOS)



By Caroline Thomas
Dispensary Manager
Great Baddow Surgery

North West Ostomy Supplies (NWOS) is a registered Dispensing Appliance Contractor, and an established market leader in the supply of surgical appliances, specialising in incontinence, ostomy and wound care products.

At a dispensary meeting a few weeks ago, I chatted to some of the other dispensary managers about the daily challenges of managing a dispensary and the way income streams were becoming more and more difficult to attain. I asked if they were using NWOS? "Oh yes!" they said "I have been doing it for years." Feeling a little frustrated, I thought - are you really using NWOS? With a commercial pharmacy background, I have been working with NWOS for the last 10 years.

As a Dispensary Manager, I've had to change the mind set of my own surgery about how the NWOS model works. The key things we have learned and implemented are as follows:

- Look for new potential business - with NWOS you are able to access your non-dispensing patients, which is often the bigger percentage of the business. All of my dispensers are now trained to put a script note on the prescription which says 'offer NWOS'. This is especially added when letters from other ostomy/continence suppliers are requesting prescriptions for such items for our patients.
- Run a search on SystemOne or Emis to search for the lucrative items, which provide the greatest income source such as 'speedicath'. Write to these patients offering them the NWOS service. (NWOS offers the exact same service as other Appliance Contractors, including the support of a qualified ostomy nurse, cutting of flanges, and free disposable bags and wipes.) The only downside is they don't deliver direct to patients. When you are fighting for the survival of your dispensary business, this is such an easy thing to get around and offers patients an opportunity to support their local surgery. Generally, patients will be keen to do this. Explain that by using the NWOS ser-

vice, they are providing another income stream to the surgery, which can be put towards the purchase of new staff uniforms etc., which is what we have done at our surgery.



www.nwossurgical.co.uk

- Where will I store these goods in my surgery? Every problem has an easy solution - store them alphabetically by name. All patients are contacted by phone once the NWOS stock comes in, and they collect it within two days.
- All staff within the surgery are trained to understand the NWOS model, starting with the GPs, nurses, HCA's and, of course, the dispensary staff. To reduce waste and dressings going out of date, when one dressing is issued, a prescription for one dressing is printed.
- Where will I find the time to do this? If you issue one dressing, it equates to £2.30 + 90p revenue. For being a member of the Forte Group, the revenue is £3.20. If you issue a box of 10 dressings, it equates to £2.30 + 90p or £3.20 for Forte Group members. Just issue what is used at the appointment, and not by box, unless a box is used.
- I email NWOS each month to find out which 'outstanding prescriptions' need to be filled, at a period outside usual postage delays etc. This, in turn, stops the prescription going into sales, which is chargeable to the surgery. By re-printing the script, all prescriptions remain in agency.
- Further rebates can be gained by using the Alliance Healthcare MDS scheme for brands such as:
 - **Activa Healthcare** - compression hosiery, adhesive bandages, wound care (10%)
 - **Clinimed** - adhesive removers, sprays, wound care (10%)
 - **M & A Pharmachem** - adhesive removers, sprays (5%)
 - **Synergy Healthcare** - bandages, wound care (5%)
 - **Smith&Nephew** - bandages, adhesive tapes, and a full range of wound care (15%)

If you are going to use NWOS, don't do it half-heartedly. Do it with purpose as this is where the biggest rewards can be achieved.

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Open Surgery Workshop – Cornwall



The **Forte Group** are pleased to invite you and your colleagues to join us at our **FREE Open Surgery Workshop** with **Mark Stone** and **Lesley Strong** on 5 September 2017, at 7pm, at the Westberry Hotel, Rhind St, Bodmin PL31 2EL.

Don't miss out on this exciting opportunity to participate in a vibrant **Open Surgery** discussion with **Mark Stone** and **Lesley Strong**. This session is aimed at supporting all delegates with understanding their medical and dispensing business, and identifying issues and problems in order to provide detailed solutions to enhance business performance.

This is your opportunity to bring live practice examples and case studies for discussion, sharing good practice and ideas with other local practices, to gain valuable insight into the challenges your practice is facing in the dispensary management.

Agenda

19:00 Registration, buffet and exhibition

Lesley Strong

19:20-19:35 Welcome and introduction

Mark Stone

19:35–20:20 Future challenges and opportunities for dispensing doctors

20:15–21:00 Maximising dispensary profitability

20:35–21:00 Feedback of group discussion

Focus points

- Identify the key issues/risks facing your business
- Identify key areas in purchasing to reduce costs and increase profitability
- Identify opportunities to increase services
- Future of dispensing
- Create your bespoke action plan for your practice

Save the date: 5 September 2017

Venue: Westberry Hotel, Rhind St, Bodmin PL31 2EL

Time: 19:00–21:00

Directions to Westberry Hotel:



Who will benefit from attending?

GP dispensing leads, practice/business managers and dispensary managers

Please contact us to book your **FREE** place

Email: info@fortegroup.uk.com. Phone: 0370 2418717 opt#3

The full training schedule of events is available on our website www.fortegroup.uk.com

We look forward to seeing you there

Forte Group

The following companies have supported the meeting by way of purchasing exhibitor stand space:

Alliance Healthcare, Astellas, Astra Zeneca, Alliance Pharma, Chiesi, Takeda, Forte Direct

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Manufacturer update

Almirall

During the summer months you will probably see more patients present with Actinic Keratosis. In order to give the practice an opportunity to consolidate their prescribing in this area, Almirall are pleased to announce they have increased the discount on both the **Solaraze 50g and 100g** presentations from 10% to **12.5%** from 1 April 2017.

Almirall are pleased to offer your practice 12.5% discount per Solaraze pack on invoice, and an extra 7.5% (20% discount in total) for a volume purchased of +25% or more **between 1 April and 30 September 2017** compared to the same period last year. For more details, contact our Forte Pharma team on 0370 241 8717.

Supplier	PIP code	Pk size	Product description	MDS
Almirall	3403953	50G	SOLARAZE GEL 3% W/W (3% W/W DICLOFENAC SODIUM)	12.5%
Almirall	3509551	100G	Solaraze (Diclofenac gel 3%)	12.5%

Aspire Pharma

We would like to inform you that **Biquelle** continues to offer savings and an MDS scheme on their Biquelle XL range. See below table for details.

Supplier	PIP code	Pk size	Product description	Cat C DT price	List price	MDS
Aspire Pharma	3941754	60	Biquelle XL® 50mg Tabs x 60 (Quetiapine)	£67.66	£29.45	25%
Aspire Pharma	3941762	60	Biquelle XL® 150mg Tabs x 60 (Quetiapine)	£113.10	£49.45	25%
Aspire Pharma	3941770	60	Biquelle XL® 200mg Tabs x 60 (Quetiapine)	£113.10	£4.45	25%
Aspire Pharma	3941796	60	Biquelle XL® 300mg Tabs x 60 (Quetiapine)	£170.00	£74.45	25%
Aspire Pharma	3941788	60	Biquelle XL® 400mg Tabs x 60 (Quetiapine)	£226.20	£98.95	25%

Ethypharm

Ethypharm have announced the discontinuation of their Ebesque XL brand from June 2017. See below table for details.

Supplier	Pk Size	Product Description	Cat C DT Price price
Ethypharm	60	Ebesque XL® 50mg Tabs x 60 (Quetiapine)	£67.66
Ethypharm	60	Ebesque XL® 150mg Tabs x 60 (Quetiapine)	£113.10
Ethypharm	60	Ebesque XL® 200mg Tabs x 60 (Quetiapine)	£113.10
Ethypharm	60	Ebesque XL® 300mg Tabs x 60 (Quetiapine)	£170.00
Ethypharm	60	Ebesque XL® 400mg Tabs x 60 (Quetiapine)	£226.20

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Forte Group - Alliance Healthcare

Manufacturer update

Dermatronics

We are pleased to announce that Dermatronics has added a new product to the current MDS scheme from 1 July 2017. For your convenience, please refer to the table attached for details of the product affected.

Supplier	PIP code	Pk size	Product description	Alliance Healthcare
Dermatronics	4023057	1	DERMATONICS DRY SKIN BALM 200 <i>(New)</i>	10%
Dermatronics	4044897	1	DERMATONICS DRY SKIN BALM 500 <i>(New)</i>	10%

Kora Healthcare

We would like to inform you that Kora Healthcare has decided to remove discount for Baby D Oral Solution VIT D3 for the months of July and August. We will keep you informed for any updates. Please see below table for details.

Supplier	PIP Code	Pk Size	Product Description	Alliance
Kora Healthcare	3861408	1	LIQUID VITAMIN D3 3000IU/ML	20%
Kora Healthcare	3816469	3	REGELLE VAGINAL MOISTURISER	20%
Kora Healthcare	3816477	6	REGELLE VAGINAL MOISTURISER	20%
Kora Healthcare	3816485	12	REGELLE VAGINAL MOISTURISER	20%
Kora Healthcare	3375136	7	RELACTAGEL VAGINAL GEL 7X5ML	20%
Kora Healthcare	3779675	1	BABY D ORAL SOLUTION VIT D3	Removed

Update – Team Forte two ball banger rally



As you may be aware, Team Forte are Raising money for Alzheimer's Research UK in a 2,500 mile, 4-day round trip through Europe.

Thanks to all our members, friends and family who have already supported this fantastically worthy cause. On Monday, 11 July 2017, we broke through our target of £1,000 with two weeks left until the rally takes place.

A huge thank you to all of you who have already supported and helped us reach this incredible milestone, but there is still time if you would like to sponsor your BDM, Team Forte and this amazing charity institution.

www.justgiving.com/fundraising/team-forte2017

The race itself kicks off on 27 July in St Omer, France and finishes up four days later in Barcelona, Spain on 31 July.

Our brave team will be completing this herculean trek in a 'banger', we have lovingly dubbed "The Silver Hor-

net". The team have been working hard on the car, using every available spare moment to make it road worthy and driveable. I hope you'll all agree, she is a beauty.



Thank you all again for your continued support and please join us in wishing Sam, Myles, Ryan and David the best of luck in crossing the finish line.

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We're going digital!

In an effort to make our price lists more conveniently available online, while also reducing paper usage and improving our environmental impact, our **Almus® Forte generics** price list will be available to download on Alliance Healthcare Direct from 1 August 2017.



Please ensure that you are able to login into Alliance Healthcare Direct to have full access to offers available to you.

For more information, visit: direct.alliance-healthcare.co.uk

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