

# PHARMACY INDUSTRY GUIDE

Updated 13 February 2009



## Directories

### **C & D Chemist & Druggist Directory** (CMP, 2003)

[(B) AA683 (BUS)]

Contains buyers' guides to pharmaceuticals and chemicals, pharmaceutical equipment and supplies (both trade and retail); lists brands and trade names, supplier companies' data, pharmaceutical wholesalers, retail outlets, key health care organisations (i.e. local pharmaceutical committees, NHS hospitals and trusts and independent hospitals), associations and organisations.

### **C & D Guide to OTC Medicines and Diagnostics** (CMP, 2008)

[(B) DIR 615.7 BUS]

A guide to over-the-counter medicines for pharmacists & pharmacy assistants. Arranged by therapeutic categories from acne to worms. Lists brands and manufacturers and includes sections on herbal and homoeopathic medicines.

### **C & D Monthly Price Lists and Price Service** (CMP, monthly with weekly update sheets)

[(P) 615.1 - E(12) Business]

An alphabetical list of over-the-counter medications, with their trade price, VAT classification, and recommended retail price.

### **Pharmaprojects** (Informa UK, 2006) [(B) DIR 615.1 BUS]

This directory provides detailed information on both individual drug products, by name and by condition treated, and pharmaceutical companies.

### **Retail and Hospital Pharmacists Handbook** (Universal Pharmaceutical Press, 2006) [(P) 615.10941 - E(1) (Science 2)]

Small publication including directory of useful organisations, career advice, and recommended OTC drugs for particular conditions.

## Business Advice Sources

**Internet Pharmacy** (COBRA, 2008) [available onsite via electronic sources]

A short information sheet on how to start and run an online pharmacy business, with details on the concept, the market, necessary things to consider, and sources of information and advice.

**Prescription Delivery Service** (COBRA, 2007) [available onsite via electronic sources]

A short information sheet on how to start and run a prescription delivery service, with details on the concept, necessary things to consider, and companies operating in the area.

## Market Research & Statistics

**Adult Mouthcare – United Kingdom** (Euromonitor, 2009) [available onsite via electronic sources]

This report provides market values, sales figures by individual companies and brands, forecasts, and discussion of market structure, new products and trends.

**Analgesics – United Kingdom** (Euromonitor, 2009) [available onsite via electronic sources]

This report provides market values, sales figures by individual companies and brands, forecasts, and discussion of market structure, new products and trends.

**Calming and Sleeping Products – United Kingdom** (Euromonitor, 2009) [available onsite via electronic sources]

This report provides market values, sales figures by individual companies and brands, forecasts, and discussion of market structure, new products and trends.

**Consumer Satisfaction Index 2009: Sector Report: UK Personal Care** (Verdict, 2009) [available onsite via electronic sources]

A detailed report on what customers like and dislike about major retail chains in the personal care market.

**Contraception** (Key Note, 2009)[(B) MKT 338.47615766 BUS, also available onsite via electronic sources]

A report on the market for both prescription-only and over-the-counter contraceptive products, both pharmaceutical and physical. Includes information on general trends, market size and value, demographics, major companies and consumer behaviour. A SWOT analysis and forecasts to 2011 are included.

**Cotton Wool/Buds/Pads - United Kingdom** (Euromonitor, 2009) [available onsite via electronic sources]

This report provides market values, sales figures by individual companies and brands, forecasts, and discussion of market structure, new products and trends.

**Cough, Cold and Allergy (Hay Fever) Remedies – United Kingdom** (Euromonitor, 2009) [available onsite via electronic sources]

This report provides market values, sales figures by individual companies and brands, forecasts, and discussion of market structure, new products and trends.

**Digestive Remedies – United Kingdom** (Euromonitor, 2009) [available onsite via electronic sources]

This report provides market values, sales figures by individual companies and brands, forecasts, and discussion of market structure, new products and trends.

**Ear Care – United Kingdom** (Euromonitor, 2009) [available onsite via electronic sources]

This report provides market values, sales figures by individual companies and brands, forecasts, and discussion of market structure, new products and trends.

<http://www.bl.uk/reshelp/findhelpindustry/pharmacy/pharmacy.html>

**Emergency Contraception – United Kingdom** (Euromonitor, 2009) [available onsite via electronic sources]

This report provides market values, sales figures by individual companies and brands, forecasts, and discussion of market structure, new products and trends.

**Eye Care – United Kingdom** (Euromonitor, 2009) [available onsite via electronic sources]

This report provides market values, sales figures by individual companies and brands, forecasts, and discussion of market structure, new products and trends.

**How Britain Shops 2009: Personal Care** (Verdict, 2009) [available onsite via electronic sources]

A detailed article about the characteristics of shoppers in the British personal care market in general, and for major retail chains. Includes information dividing shoppers by gender, age, social class and region.

**Incontinence Products – United Kingdom** (Euromonitor, 2009) [available onsite via electronic sources]

This report provides market values, sales figures by individual companies and brands, forecasts, and discussion of market structure, new products and trends.

**Medicated Skin Care – United Kingdom** (Euromonitor, 2009) [available onsite via electronic sources]

This report provides market values, sales figures by individual companies and brands, forecasts, and discussion of market structure, new products and trends.

**NPD In Preventive Health** (Business Insights, 2009) [available onsite via electronic sources]

A report on recent developments in functional food and drink world wide, based around three themes: beauty (skin and weight control), products aimed at specific organs and systems, and physical and mental performance enhancement.

**NPA Pharmacy Business & Practice 2009** (Atalink Ltd, 2009) [(B) MKT 362.1782068 BUS]

Annual publication of the National Pharmaceutical Association. Presents an authoritative overview of the pharmacy business in the UK. Contains articles, advice and opinion reflecting vital issues for community pharmacists.

**NRT Smoking Cessation Aids – United Kingdom** (Euromonitor, 2009) [available onsite via electronic sources]

This report provides market values, sales figures by individual companies and brands, forecasts, and discussion of market structure, new products and trends.

**OTC Healthcare – United Kingdom** (Euromonitor, 2009) [available onsite via electronic sources]

This report provides market values, sales figures by individual companies and brands, forecasts, and discussion of market structure, new products and trends.

**OTC Obesity – United Kingdom** (Euromonitor, 2009) [available onsite via electronic sources]

A brief report provides market values and trends for OTC anti-obesity products.

**OTC Statins – United Kingdom** (Euromonitor, 2009) [available onsite via electronic sources]

A brief report provides market values and trends for this newly OTC drug category.

**OTC Triptans – United Kingdom** (Euromonitor, 2009) [available onsite via electronic sources]

A brief report provides market values and trends for this newly OTC drug category.

**Sanitary Protection – United Kingdom** (Euromonitor, 2009) [available onsite via electronic sources]

This report provides market values, sales figures by individual companies and brands, forecasts, and discussion of market structure, new products and trends.

**UK Consumer Insights 2009: Alliance Boots - Personal Care** (Verdict, 2009) [available onsite via electronic sources]

A detailed report on the profile, opinions and behaviour of customers of the chain Boots, specifically in the personal care market.

**UK Consumer Insights 2009: Superdrug - Personal Care** (Verdict, 2009) [available onsite via electronic sources]

A detailed report on the profile, opinions and behaviour of customers of the chain Superdrug, specifically in the personal care market.

**UK Health and Beauty Retailers 2009** (Verdict, 2009) [available onsite via electronic sources]

This report includes detailed analysis of health and beauty retail, with detailed examination of the major chain's financial results and competitive situation and predictions for the future.

**UK Retail Futures 2013 - Health & Beauty** (Verdict, 2008) [available onsite via electronic sources]

A report offering very detailed forecasts and recommendations on the health and beauty market in the four years after its publication, covering both market specific elements and the effects of wider economic changes. Like other Verdict reports, concentrates on large high street names, but worth reading for anyone involved in the industry.

**Vitamins and Dietary Supplements – United Kingdom** (Euromonitor, 2009) [available onsite via electronic sources]

This report provides market values, sales figures by individual companies and brands, forecasts, and discussion of market structure, new products and trends.

**Wipes - United Kingdom** (Euromonitor, 2009) [available onsite via electronic sources]

This report provides market values, sales figures by individual companies and brands, forecasts, and discussion of market structure, new products and trends.

**Wound Treatments – United Kingdom** (Euromonitor, 2009) [available onsite via electronic sources]

This report provides market values, sales figures by individual companies and brands, forecasts, and discussion of market structure, new products and trends.

**Business Ratio Report: Retail and Wholesale Chemists** (Key Note, 2008) [(B) MKT 338.436151 BUS]

Provides a UK industry overview, profiles of retail chemists, pharmaceutical wholesalers and suppliers and veterinary pharmaceutical suppliers, including financials, with performance league tables by size, profitability, efficiency, liquidity, gearing, employee performance, and growth.

**Financial Survey Report: Wholesale and Retail Chemists** (Key Note, 2008) [(B) MKT 338.436151 BUS (2 volumes)]

Gives contact details, turnover range and employee number range, a note on principal activities as well as detailed financials (including a credit score) for over 2,000 UK companies. With separate sequences for quoted companies, unquoted chemist wholesalers and unquoted chemist retailers. With geographical, industrial category, auditor and alphabetical indexes.

**Nutraceuticals** (Key Note, 2008) [(B) MKT 338.4764126 BUS, also available onsite via electronic sources]

A report on the market for functional foods and dietary supplements. The report includes information on general trends, market size and value, marketing, distribution, and major companies. A PEST analysis and forecasts to 2012 are included.

**OTC Pharmaceuticals** (Market Report) (Key Note, 2008) [(B) MKT 338.4761510941 BUS, also available onsite via electronic sources]

This report provides general market background, market values, information on major companies, a SWOT analysis, consumer behaviour information, analysis of current issues, and forecasts, on the British and foreign over-the-counter pharmaceutical market.

**OTC Pharmaceuticals in the United Kingdom** (Datamonitor, 2008) [available onsite via electronic sources]

This short report includes market values, market shares by type of medication, by company and of the UK as a percentage of the European market, a "five forces" analysis of factors influencing competition in the market, company profiles, distribution structure, and forecasts.

**Pharmaceutical Industry** (Market Review) (Key Note, 2008) [(B) MKT 338.47615 BUS, also available onsite via electronic sources]

This report provides industry and market backgrounds, a PEST analysis, consumer attitude information, information on major companies, forecasts, market values, and market and distributional structure information on the general pharmaceuticals market.

**Product Sales and Trade PRA 21220 Household & Sanitary Goods & Toilet Requisites 2007**

(National Statistics, 2008) [available free from the public internet at

[http://www.statistics.gov.uk/downloads/theme\\_commerce/PRA-20070/PRA21220\\_20070.pdf](http://www.statistics.gov.uk/downloads/theme_commerce/PRA-20070/PRA21220_20070.pdf)]

A government report on the sales of various types of paper and cloth sanitary goods, including tissues, toilet paper, sanitary towels and nappies, in the UK by value and by number of items. Also includes statistics for imports and exports to and from the European Union and the rest of the world. Available free online via any internet-connected computer.

**Product Sales and Trade PRA 24410 Basic Pharmaceutical Products 2007** (National Statistics, 2008)

[available free from the public internet at

[http://www.statistics.gov.uk/downloads/theme\\_commerce/PRA-20070/PRA24410\\_20070.pdf](http://www.statistics.gov.uk/downloads/theme_commerce/PRA-20070/PRA24410_20070.pdf)]

A government report on the sales of various types of basic pharmaceutical chemical in the UK by value and by number of items. Also includes statistics for imports and exports to and from the European Union and the rest of the world. Available free online via any internet-connected computer.

**Product Sales and Trade PRA 24420 Pharmaceutical Products 2007** (National Statistics, 2008)

[available free from the public internet at

[http://www.statistics.gov.uk/downloads/theme\\_commerce/PRA-20070/PRA24420\\_20070.pdf](http://www.statistics.gov.uk/downloads/theme_commerce/PRA-20070/PRA24420_20070.pdf)]

A government report on the sales of various types of prepared pharmaceutical product, as well as surgical and first aid items, in the UK by value and by number of items. Also includes statistics for imports and exports to and from the European Union and the rest of the world. Available free online via any internet-connected computer.

**Retail Chemists & Drugstores: Market Report** (Key Note, 2008) [(B) BUS 381.4561510941 MKT, also available onsite via electronic sources]

Analyses market size, sectors and trends, industry background (retail and wholesale and including NHS pharmacy remuneration), competitor analysis, customer profiles and spending patterns, current issues (political, legal, technological and corporate), the global market, and forecasts. With a SWOT analysis and company profiles.

**Strategic Analysis of the European Food and Beverage Prebiotics Markets** (Frost & Sullivan, 2008)

[available onsite via electronic sources]

This report describes the current markets for prebiotic foods and dietary supplements in Europe, including market sizes, trends and predictions until 2015, and a brief list of major companies involved.

**UK Neighbourhood Retailing 2008** (Verdict Research, 2008) [(B) MKT 381.45641300941 BUS, also available onsite via electronic sources]

This general report on the neighbourhood retail sector includes a useful section on the companies operating pharmacy chains.

**Women's Health in Food and Drinks** (Business Insights, 2008) [available onsite via electronic sources]

A report on functional food and drink, and supplements, aimed at women's health issues worldwide. Key product types described include beauty and weight control products, products aimed at menopausal women, and products aimed at pregnancy and the reproductive system.

**Future Product Opportunities in Cosmeceuticals** (Business Insights, 2007) [available onsite via electronic sources]

A report describing current trends in the functional food and drink market aimed specifically at offering cosmetic and beauty effects. The report describes current product developments and the increasing convergence of the food/drink and personal care industries.

**Key Trends In Nutraceutical Food and Drinks** (Business Insights, 2007) [available onsite via electronic sources]

A report describing current trends in the functional food and drink market worldwide, arranged by the condition or body system targeted.

**Pharmaceutical Pricing and Reimbursement** (Business Insights, 2007) [available onsite via electronic sources]

A report on current trends in and influences on the prices of pharmaceuticals and government reimbursement policies in various parts of the world, including the UK.

**Vitamins, Minerals and Supplements** (Key Note, 2007) [available onsite via electronic sources]

A report on the market for dietary supplements. Includes information on general trends, market size and value as a whole and for particular types of product, demographics, major companies, marketing and distribution and consumer behaviour. A PEST analysis and forecasts to 2011 are included.

**Cigarettes and Smoking Cessation Aids** (Mintel Essentials April 2006) [(B) MKT 338.47000941 BUS]

A report on the market for both cigarettes and nicotine replacement products. It includes information on social trends driving the market, market size and value, company market shares, marketing, distribution, consumer behaviour, and predictions to 2011.

**Cough and Throat Remedies** (Mintel Essentials February 2006) [(B) MKT 338.47640 BUS]

This report describes the market for cough and throat remedies. It includes information on trends driving the market such as illness prevalence, market size and value, major companies, product development, marketing, distribution, and consumer characteristics behaviour. Forecasts are given until 2010.

**Health and Beauty Retailing** (Mintel, 2006) [(B) MKT 338.476467041 BUS]

A report on European health and beauty retail. Includes information on market trends, detailed consumer demographic and behaviour information, and details of major companies.

**Next Generation Nutraceuticals** (Business Insights, 2006) [available onsite via electronic sources]

A report on current trends and predictions for the future in the market for functional foods. Includes information on novel techniques for personalised diet advice to individuals based on their genetics, regulation of functional foods and health claims, the activities of major companies, and forecasts and recommendations for the future.

**Oral Hygiene and Toothbrushes** (Mintel Essentials March 2006) [(B) BUS 338.47000941]

A report dealing with the UK market for toothbrushes, toothpaste, mouthwash and other oral hygiene products. Includes information on social trends driving the market, market size and value, major companies, product development, marketing, distribution, consumer behaviour and characteristics, and future predictions until 2010.

**UK Retail Pharmacy Market 2006** (Verdict Research, 2006) [(B) MKT 331.4761510941 BUS, also available onsite via electronic sources]

This report provides general information on the market size, market segmentation, marketing, consumer behaviour and current trends in the retail pharmacy market. It then provides detailed analysis on the current positions and future outlook for ten major supermarket and chemist shop chains: Alliance, Asda, Boots, Co-Op, Lloyds, Morrison, Rowlands, Sainsbury, Superdrug and Tesco.

**Wellness Trends in Personal Care** (Datamonitor, 2006) [(B) MKT 381.456134 BUS]

A report dealing with consumers' increasing interest in wellness, and how to take advantage of this in the personal care market, including cosmetics, toiletries, and health products.

**Pharmaceutical Pricing and Reimbursement 2005: a Concise Guide** (PPR Communications, 2005) [(B) MKT 338.433621782 BUS]

A detailed guide to the methods of price control and pharmacist reimbursement for prescribed and over-the-counter drugs in major industrialised countries.

**Rx-to-OTC Switching Strategies** (Business Insights, 2005) [available onsite via electronic sources]

This report describes the worldwide trend for drugs to switch from prescription-only to over-the-counter availability, including information on trends, market size by type of drug and forecasts. Detailed case studies include two relating to the UK, dealing with simvastatin (Zocor) and emergency oral contraceptives.

**Vitamin and Mineral Supplements** (Mintel Market Intelligence, Essentials May 2005) [(B) MKT 338.47000941 BUS]

A report describing the market for over-the-counter vitamin and mineral food supplements in the UK. It describes general market size and value, and the trends influencing them, the market share of different specific supplement products, major companies, new product developments, and marketing and distribution. Information is given on consumer behaviour and attitudes, broken down by age, social class, sex and geography. Forecasts are given to 2010.

## Trade Magazines & Newsletters

**C & D: Chemist & Druggist** (weekly) [(P) HD 27 -E(5) (Science 2), also available onsite via Business & Industry and Factiva]

General news magazine for the pharmacy sector, with regular features on IT and classified ads.

**The Independent Community Pharmacist** (monthly) [(P) HD 26 -E(5) (Science 2)]

Contains news and comment on employment and business issues, continuing education in pharmacy, new products and promotions, etc. for the UK sector.

**The International Journal of Pharmacy Practice** (quarterly) [(P) HD 20 -E(28) (Science 2)]

Published by the Royal Pharmaceutical Society of Great Britain. Contains articles on research into all aspects of pharmacy practice, ethical and other related issues.

**OTC Bulletin** (20 times/year) [(P) HD 27 -E(9) (Science 2)]

Newsletter for Europe's consumer healthcare industry, containing company, marketing and general news.

**P3 Magazine** (monthly) [(P) 338.4761510941 Bus]  
Magazine with news and commentary, and a monthly management section.

**Pharmaceutical Journal** (weekly) [(P) HD 00 - E(5) (Science 2)]  
News journal of the Royal Pharmaceutical Society with news, commentary, practice articles and announcements.

**The Pharmacist** (quarterly) [(P) 615.1 - E(18) (Science 2)]  
Journal with longer practice articles.

**Pharmacy Business** (monthly) [(P) HD 2- - E(35) (Science 2)]  
Journal with news, commentary and practice articles, slightly slanted towards pharmacists in the British South Asian community.

**Pharmacy in Practice** (monthly) [(P) HD 00 -E(43) (Science 2)]  
Contains in-depth features on clinical governance, e-procurement, continuing professional development and practice research.

**Your Society: update from the Royal Pharmaceutical Society of Great Britain** (monthly) [(P) 615.10922 - E(1) (Science 2)]  
Monthly news letter with society and general news and interviews.

## Internet Sources

### Ask Your Pharmacist

Web-site aimed at consumers, mounted by the National Pharmaceutical Association (NPA). Gives information on choosing and using medicines and a searchable directory of NPA member pharmacies.  
<http://askyourpharmacist.co.uk>

### The Association of the British Pharmaceutical Industry

Represents the pharmaceutical industry in the UK. The member companies research, develop, manufacture and supply more than 90 per cent of the medicines prescribed through the National Health Service. Includes some free information on company market shares and highest-selling drugs in the UK, R & D spending, and number and values of prescriptions dispensed.  
<http://www.abpi.org.uk>

### The British Association of Pharmaceutical Wholesalers

Represents the country's full range of pharmaceutical wholesalers.  
<http://www.bapw.net>

### The British Generics Association

Organisation representing the interests of the generics (non-branded prescription medication) industry. The web site includes FAQs, statements on issues, and some broad market data.  
<http://www.britishgenerics.co.uk>

### The National Pharmacy Association

NPA champions the interests of community pharmacy owners. This site provides information on the activities of the NPA, history of the organisation, and membership details. There is a page for the Chemists' Defence Association, a subsidiary of the NPA, that provides members with defence, representation, legal advice and assistance on matters connected with their business and affairs.  
<http://www.npa.co.uk>

### **The National Prescribing Centre**

A government health service organisation for both doctors and pharmacists, to promote the most efficient and effective prescribing practices in the NHS. Has a wide range of factsheets on prescribing practices and therapies for specific conditions (some available only to NHS IP addresses).

<http://www.npc.co.uk>

### **The Pharmaceutical Services Negotiating Committee**

Represents the community pharmacy sector on NHS matters e.g. remuneration, development of NHS pharmaceutical services, and terms and conditions for NHS pharmacy contractors in England and Wales. Provides information on the role of the community pharmacist, prescription charges and allows links to latest news and press releases.

<http://www.psn.org.uk>

### **Prescription Pricing Division**

The NHS department that administers and negotiates the prices paid for prescription medications within the NHS and administers the prescription reimbursement system for chemists' shops and pharmacies. Web site has a wide range of information on products and the prescription system, some available only to registered health workers.

<http://www.nhsbsa.nhs.uk/prescriptions>

### **Proprietary Association of Great Britain**

Trade association for manufacturers of over-the-counter medications and food supplements. Provides information on the organisation and its activities. Also includes information on legal requirements in the sector and free information on market size and consumer surveys.

<http://www.pagb.co.uk/>

### **The Royal Pharmaceutical Society of Great Britain**

The regulatory and professional body for pharmacists in England, Scotland and Wales. It maintains the registers of pharmacists and pharmacy premises and assures the fitness to practice of pharmacists, wherever they work. The registers can be searched on the site, under "Registration" then "Search Our Registers".

<http://www.rpsgb.org.uk>

Note: Every effort has been taken to ensure the accuracy of the information contained in this document, however some recently acquired items may since have been added to the collection. Please ask for help at the enquiry desk or check the Business Information



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