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Ref: js/mw 0080-07

Dear Colleagues

Re: LMC Discounted Flu Vaccine Choice for 2008

The LMC has decided to nominate Novartis as the preferred provider this year. They offered the best price and profits on their vaccine.

As you can see from the table they are offering a very good discount of approximately 57% on the Begrivac vaccine.

Please see below a breakdown of the costs below.

Cost Calculation		NHS Income (from 1/4/06)	
Purchase Cost to practice	£2.52	Drug Tariff cost	£5.85
VAT on purchase price:	£0.44	Less discount from SFE:	£0.19
		Net price:	£5.66
		Vat on Net price:	£0.99
		Dispensing fee from SFE:	2.406
Total Cost to practice	£2.96		£9.06
Profit	£6.10		

Your contacts for ordering Novartis vaccines are as follows;

Melanie Allen is the account manager for Bucks and Oxon, her contact numbers are
Tel: 07900 828964, Fax: 01923 264114
melanie.allen@novartis.com

Debbie Ridout is the account manager for Berks, her contact numbers are
Tel: 07919 334524, Fax: 02085 697779
debbie.ridout@novartis.com

Wyeth, who has been our preferred provider in past years, was unable to match the Novartis price. I am aware that, because of past difficulties, some practices like to hedge their bets by placing orders with two companies. Wyeth is the second chosen provider. Please see the attached spreadsheets with their offer. Please note their sale or return is 50%. You can contact them on Freephone 0800 089 4033.

It is important for the future of maintaining attractive discounts that as many practices as possible take advantage of these offers.

Please remember that only practices that pay both the statutory and voluntary levy are eligible to take advantage of this offer.

Yours faithfully

Jane Solomon
Director of Development & Liaison

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