

Glossary

ABPI	Association of the British Pharmaceutical Industry.
Automatic data link	Direct transmission of orders by telephone line and modem from a computer or other terminal in a pharmacy to a wholesaler's computer system.
BAPW	British Association of Pharmaceutical Wholesalers (formerly known as the NAPD).
Branded medicines	Proprietary products which are prescribed or dispensed by reference to a brand name. They may or may not be covered by patent protection. If a medicine is prescribed by its brand name, it must be dispensed in that form by the retail pharmacist, even if a generic alternative is available.
Claw-back	Common name for discount recovery .
Community pharmacy	Retail pharmacy in a residential area, as distinct from a pharmacy in a high street (ie town centre) location.
Controlled drugs	Drugs (such as morphine) with strict controls enforced by the Home Office, the supply of which is closely monitored and which have to be securely kept.
DH	Department of Health.
Discount recovery	The amount by which the reimbursement paid to pharmacists by the NHS for the cost of drugs dispensed is reduced to take account of discount assumed to have been received.
Drugstore	A store which sells the generality of OTC products commonly sold by pharmacies, but which is not a registered pharmacy and cannot sell prescription-only or ' P ' medicines .
Drug Tariff	Price list for generic drugs , published monthly by the DH ; includes details of scales of reimbursement of pharmacists and discount recovery .
EPOS	Electronic Point of Sale systems for data entry to computers.
Ethical pharmaceuticals (or ethicals)	Pharmaceutical products that may be supplied to patients only under a doctor's or a dentist's prescription.
Exclusive distribution agency	Sole agent appointed by a manufacturer or importer to distribute its products to wholesalers or to direct purchasers such as self-supplying retail chains and hospitals or Regional Health Authorities.
FHSA	Family Health Services Authority.
FPC	Family Practitioner Committee: former name of the FHSA .
Full-line wholesaler	A wholesaler which undertakes to supply the full range of prescribable medicines.

Generic drugs	Drugs sold under non-proprietary names. Generic drugs can be marketed within the United Kingdom only on expiry of patent protection. Although generic products have the same chemical formulation as the equivalent branded products, the products of different manufacturers may differ in tablet shape, colour or manufacturer's identification markings.
GSL	General sales list: those medicines which may be sold in outlets other than pharmacies, eg in drugstores and supermarkets.
Health foods or health products	Products sold by speciality health stores; such products may be sold in other retail outlets such as supermarkets.
HFMA	Health Food Manufacturers' Association.
NAHS	National Association of Health Stores.
NAPD	National Association of Pharmaceutical Distributors: former name of the BAPW .
NETRHA	North East Thames Regional Health Authority.
NHS	National Health Service.
NHS contract	Common term for the listing of pharmacies by FHSAs as permitted to dispense NHS prescriptions.
Organic foods	Foods grown substantially without the use of chemical fertilisers, pesticides or herbicides.
OTC	Over-the-counter. Refers to products that may be sold without a prescription.
OTC medicines	Non-prescription medicines: may be either ' P ' or GSL products.
OTC products/OTCs	Products that may be sold by pharmacies without prescription; may be OTC medicines , or non-pharmaceutical goods such as toiletries, baby foods and requisites, and paper goods.
Own-label	Products bearing the name of a retail chain, wholesaler or other organisation to whose order they are manufactured or packed; for medicines applicable only to generics and OTC medicines .
'P' medicines	Medicines that are neither listed as prescription-only medicines or GSL ; they may be sold without prescription, but only at pharmacies and under the supervision of a pharmacist.
Parallel imports	Pharmaceuticals identical in all respects, including name, to branded pharmaceuticals manufactured in the United Kingdom (or imported by the product licence-holder) but purchased from abroad by a third party.
Pharmaceuticals	Drugs and medicines, including those that may be sold only on prescription and those sold 'over the counter'.
PPRS	Pharmaceutical Price Regulation Scheme: a non-statutory scheme, agreed between the DH and the ABPI , to control the profit margins of pharmaceutical manufacturers.

RHA	Regional Health Authority.
Reimbursement	Payment to a pharmacist for the cost of medicines dispensed under NHS prescriptions.
Remuneration	Payment to pharmacists by the NHS for their professional service, including a dispensing fee, based on the number of prescriptions dispensed, and an allowance of 5 per cent of the price of drugs dispensed before deduction of discount.
Retail pharmacy	Chemist shop, managed by a qualified pharmacist and registered with the RPSGB . In order to dispense NHS prescriptions, a registered pharmacy needs also to be admitted to the list of the local FHSA .
RPM	Resale price maintenance.
RPSGB	Royal Pharmaceutical Society of Great Britain.
Self-distribution	See self-supply .
Self-supply	Of a chain of retail stores or other multi-branch organisation: the practice of buying in bulk, for delivery to a central point, and subsequent internal distribution by the purchaser to its branches; also known as self-distribution .
Short-line wholesaler	A wholesaler which does not carry the full range of prescribable medicines; often concentrates on a restricted range of generic and other fast-turnover products.
Trunking	A system of distribution to customers distant from wholesalers' depots, in which parcels for individual customers are shipped in bulk lorry loads to designated meeting points for transfer to local delivery vans.
USDAW	Union of Shop, Distributive and Allied Workers.