

## Glossary

<b>AAH</b>	AAH Holdings plc.
<b>AAH Pharmaceuticals</b>	AAH Pharmaceuticals Ltd, a subsidiary of <b>AAH</b> .
<b>AAH Subsidiaries</b>	AAH Subsidiaries Ltd, a subsidiary of <b>AAH</b> .
<b>ABPI</b>	Association of the British Pharmaceutical Industry.
<b>Automatic data link</b>	Direct transmission of orders by telephone line and modem from a computer or other terminal in a pharmacy to a wholesaler's computer system.
<b>BAPW</b>	British Association of Pharmaceutical Wholesalers (formerly known as NAPD).
<b>Branded medicines</b>	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 (this rule does not apply in hospitals).
<b>Claw-back</b>	Common name for <b>discount recovery</b> .
<b>CLD</b>	Coopers & Lybrand Deloitte.
<b>Controlled drugs</b>	Drugs (such as morphine) with strict controls enforced by the Home Office. The supply of such drugs is closely monitored, and they have to be securely kept.
<b>DH</b>	Department of Health.
<b>DHA</b>	District Health Authority.
<b>Discount recovery</b>	The amount by which the <b>reimbursement</b> paid to pharmacists by the <b>NHS</b> for the cost of drugs dispensed is reduced to take account of discount assumed to have been received.
<b>Drugstore</b>	A store which sells the generality of <b>OTC products</b> commonly sold by pharmacies, but which is not a registered pharmacy and cannot sell prescription-only or <b>'P' medicines</b> .
<b>Drug Tariff</b>	Price list for <b>generic drugs</b> , published monthly by the <b>DH</b> ; includes details of the scales for <b>remuneration</b> of pharmacists and <b>reimbursement</b> for the cost of drugs dispensed under <b>NHS</b> prescriptions.
<b>EPOS</b>	Electronic Point of Sale systems for data entry to computers.
<b>Ethical pharmaceuticals (or ethicals)</b>	Pharmaceutical products that may be supplied to patients only under a doctor's or a dentist's prescription.
<b>Exclusive distribution agency</b>	Sole agent appointed by a manufacturer or importer to distribute its products to wholesalers or to direct purchasers such as <b>self-supplying</b> retail chains and hospitals or <b>RHAs</b> .
<b>FHSA</b>	Family Health Services Authority.

<b>FPC</b>	Family Practitioner Committee: former name of the <b>FHSA</b> .
<b>Full-line wholesaler</b>	A wholesaler which undertakes to supply the full range of prescribable medicines.
<b>Generic drugs</b>	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.
<b>GSL</b>	General sales list: those medicines which may be sold in outlets other than pharmacies, eg in <b>drugstores</b> and supermarkets.
<b>IM</b>	Internatio-Müller NV, a pharmaceutical wholesaler in the Netherlands.
<b>Interim Orders</b>	The orders described in paragraph 2.65.
<b>Local formulary</b>	A recommended list of drugs which are stocked by a hospital and from which hospital doctors are expected to prescribe unless the needs of a particular patient require that a non-formulary drug be administered.
<b>MBO</b>	Management buy-out.
<b>McKesson</b>	McKesson Inc, a pharmaceutical wholesaler in the USA.
<b>Medicopharma UK</b>	Medicopharma Ltd and Medicopharma (UK) BV, pharmaceutical wholesaler subsidiaries of Medicopharma NV, considered together (but not including <b>PIUK</b> ).
<b>Medicopharma UK Division</b>	<b>Medicopharma UK</b> and <b>PIUK</b> combined.
<b>NHS</b>	National Health Service.
<b>NHS contract</b>	Common term for the listing of pharmacies by <b>FHSAs</b> as permitted to dispense <b>NHS</b> prescriptions.
<b>OTC</b>	Over-the-counter. Refers to products that may be sold without a prescription.
<b>OTC medicines</b>	Non-prescription medicines: may be either ' <b>P</b> ' or <b>GSL</b> products.
<b>OTC products/OTCs</b>	Products that may be sold by pharmacies without prescription; may be <b>OTC medicines</b> , or non-pharmaceutical goods such as toiletries, baby foods and requisites, and paper goods.
<b>Own-label</b>	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 <b>generics</b> and <b>OTC medicines</b> .
<b>'P' medicines</b>	Medicines that are neither listed as prescription-only or <b>GSL</b> ; they may be sold without prescription, but only at pharmacies and under the supervision of a pharmacist.
<b>Parallel imports</b>	<b>Pharmaceuticals</b> identical in all respects, including name, to branded <b>pharmaceuticals</b> manufactured in the United Kingdom (or imported by the product licence-holder) but purchased from abroad by a third party.

<b>Pharmaceuticals</b>	Drugs and medicines, including those that may be supplied only on prescription and those sold 'over the counter'.
<b>PIUK</b>	Pharmaceuticals International (UK) Ltd, pharmaceutical importers, until 3 November 1991 a wholly-owned subsidiary of Medicopharma NV.
<b>PPRS</b>	Pharmaceutical Price Regulation Scheme: a non-statutory scheme, agreed between the <b>DH</b> and the <b>ABPI</b> , to control the profit margins of pharmaceutical manufacturers.
<b>PSL</b>	Pharmacy Systems Ltd, developer of the 'Mediphase' computer software system for pharmacies.
<b>RHA</b>	Regional Health Authority.
<b>Reimbursement</b>	Payment to a pharmacist for the cost of medicines dispensed under <b>NHS</b> prescriptions.
<b>Remuneration</b>	Payment to pharmacists by the <b>NHS</b> 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.
<b>Retail pharmacy</b>	Chemist shop, managed by a qualified pharmacist and registered with the <b>RPSGB</b> . In order to dispense <b>NHS</b> prescriptions, a registered pharmacy needs also to be admitted to the list of the local <b>FHSA</b> .
<b>RPM</b>	Resale price maintenance.
<b>RPSGB</b>	Royal Pharmaceutical Society of Great Britain.
<b>RTO</b>	Reverse take-over.
<b>Self-distribution</b>	See <b>self-supply</b> .
<b>Self-supply</b>	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 <b>self-distribution</b> .
<b>Share Purchase Agreement</b>	Sometimes described as the Share Sale Agreement, the document summarised in Appendix 2.5.
<b>Short-line wholesaler</b>	A wholesaler which does not carry the full range of prescribable medicines; often concentrates on a restricted range of <b>generic</b> and other fast-turnover products.
<b>Trunking and fanning</b>	A system of distribution to customers distant from wholesalers' depots. Parcels for individual customers are shipped in bulk lorry loads to designated meeting points for transfer to local delivery vans.