

At its 50 Annual General Meeting in Athens, the **European Association of Pharmaceutical Full-line Wholesalers (GIRP)** came up with new innovative schemes in order to secure growing populations of European patients.

Approximately 200 attendees embraced an impressive line-up of speakers including the Greek Health Minister Dimitrios Avramopoulos, European officials, as well as industry and healthcare association representatives.

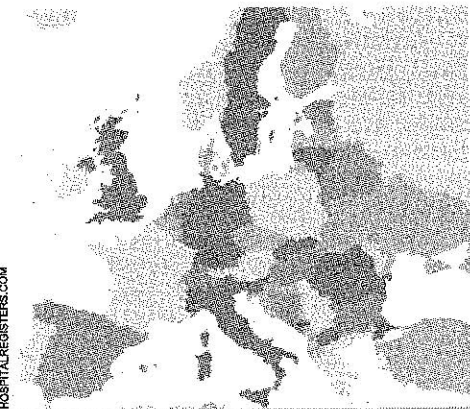
Besides GIRP's core public service role in delivering the right medicines to the right place at the right time, the Association has been offering its customers also the full-range of value added services.

"Full-line wholesalers operate in the integrated healthcare context" and that is why GIRP member deliver an impressive array of additional services as part of their diversification drive", GIRP president Rene Jenny explained, adding, that "client diversity is a growing trend among full-line wholesalers who are also looking to the horizon of new possibilities in the supply chain". An expanded role of the full-line wholesalers would lead to their true integration into a complex healthcare process.

GIRP Director General **Monika Derecque-Pois** stressed that the members of her association "can be leaders in the integrated healthcare provision process and provide effective support to customers through a network of services for optimized healthcare performance".

The current remuneration system for full-line wholesalers based on the same grounds as social security or tax system was labeled as increasingly unsustainable and therefore jeopardized by the profit-oriented selective distribution arrangements. The distribution of low-priced medicines is subsidised by revenues generated from high-priced products in a solidarity-based approach ensuring that inexpensive medicines can be supplied in exactly the same quality and frequency as

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The map shows the coverage of hospitals registered on the European wide hospital register list. The European Association of Pharmaceutical Full-line Wholesalers (GIRP) has come up with new innovative schemes to secure growing populations of European patients to meet the hospitals needs

expensive ones. If this delicate balance can no longer be maintained full-line wholesalers would have to remove low-priced slow moving medicines from their product range raising costs and putting some vital medicines out of the reach of patients.

Among other highlights, Derecque-Pois has reminded of GIRP's commitment to secure the supply chain to ensure a better protection of patients against counterfeit medicines. Welcoming a new legislative package of the European Commission, debate was sparked on the urgent lack of provisions regulating non-wholesale distributors such as brokers and traders. Non-wholesale distributors are said to lack accountability, while no steps are taken towards introducing provisions to improve it, such as mandatory inspections of all license holders and other actors operating in the supply chain context.