



**GlaxoSmithKline UK Ltd**

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November 2009

Dear Dispensing Doctor,

In July 2009, Stiefel Laboratories (UK) Ltd became part of the GlaxoSmithKline (GSK) group of companies. From 1st January 2010, GlaxoSmithKline UK Limited will take over the sales of Stiefel products to customers in the UK from Stiefel Laboratories (UK) Ltd

From this date all Stiefel products will be subject to GSK UK Pharmaceuticals trading terms\* with our dispensing doctor customers.

The combination of Stiefel and GSK will create a leading company in dermatology with a strong presence in the prescription and consumer skin health markets.

**What this means for you:**

1. From 1st January 2010 Stiefel products will be available from our appointed Logistics Service Providers (LSP's) AAH Pharmaceuticals Ltd and Alliance Healthcare Ltd.
2. From 1st January 2010 any purchases of these products will be directly from GlaxoSmithKline UK Limited. As a result the Stiefel products (see list enclosed) will be included in the Access discount scheme. Access provides a 12% discount on the purchase of any GSK product (excluding vaccines and travel health products).

Should you have any queries on the above, please contact our Dispensing Account Management team on 0800 9171778 or by email at [dispensing@gsk.com](mailto:dispensing@gsk.com)

Yours faithfully,

Nick Lowen  
Director, Commercial Operations  
GlaxoSmithKline UK

\* See reverse for GSK UK Trading Terms and conditions

RTD/LTR/09/44277/1 November 2009



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**Registered in England & Wales**  
No. 4310159

**Registered office**  
980 Great West Road  
Brentford, Middlesex. TW8 9GS



## TERMS AND CONDITIONS OF SALE

### 1. GENERAL

- 1.1 Unless otherwise agreed in writing by GlaxoSmithKline UK Limited ('GSK'), these conditions (which may be altered by GSK without notice) shall apply to the sale of all products contained in the current Price List (the 'Products') and shall specifically override any conflicting terms or condition of the acceptance by GSK of the Customer's order.
- 1.2 No variation of these conditions shall be effective unless expressly agreed to in writing by an authorised representative of GSK.

### 2. PRICES

Prices are subject to alteration without notice and are quoted exclusive of VAT.

### 3. PAYMENT

All accounts are monthly. Payment must be remitted to GSK's Logistics Service Provider ('LSP') or such other person as GSK may specify in writing from time to time by the end of the month following the month of invoice. If payment is not received by the due date by GSK's LSP or by GSK, credit facilities will be suspended and pending discounts will be held until the debt is cleared. Upon payment of the debt the discount will be released. No further orders will be accepted until the overdue amount has been received and credit facilities reinstated.

### 4. CARRIAGE AND DELIVERY

- 4.1 All prices quoted are inclusive of carriage.
- 4.2 Every effort will be made to supply orders promptly but GSK will not accept responsibility for delay or for suspension of deliveries or for the consequences thereof.
- 4.3 The Customer shall acknowledge receipt of the Products by signing the GSK LSP's delivery sheet or complying with such other requirement as to proof of delivery that the GSK LSP shall require and should be signed for as 'unexamined.'
- 4.4 The Customer shall notify GSK's LSP in writing within three working days of any loss, damage or shortage of the Products otherwise no claim can be considered.
- 4.5 The complete packaging should be retained if pilfering is suspected or if breakage has occurred. If pilfering is suspected, GSK and its LSPs should be notified immediately.
- 4.6 In the event of non-arrival of goods, the Customer must inform GSK's LSP within three days of the date of the invoice or advice of dispatch, otherwise no claim can be considered.

### 5. RISK

The Products shall be at the risk of GSK until delivery to the Customer's premises or to any point of delivery nominated by the Customer. Thereafter risk in the Products shall pass to the Customer.

### 6. OWNERSHIP

- 6.1 Notwithstanding that the risk in the Products supplied by GSK may pass to the Customer, ownership of the Products shall be retained by GSK until the earlier of:
- (a) Receipt of payment in full by GSK's LSP or such other person as GSK may specify in writing from time to time;
- (b) Resale or dispensing in response to NHS prescription of the Products by the Customer.
- 6.2 If the Customer is in breach of any of these Conditions or if the Customer shall become bankrupt or enter into liquidation whether compulsorily or voluntarily (except for the purpose of amalgamation or reconstruction) or make any arrangement, scheme or composition with its creditors, or if a trustee, receiver, administration receiver, provisional liquidator or other similar officer is appointed in respect of all or any part of the business or assets of the Customer, these trading terms will be withdrawn forthwith. In such event, GSK shall also have the right at any time to repossess the whole or any part of the Products in respect of which ownership remains with GSK and for the purpose to enter on to premises occupied by the Customer or under the Customer's control. Exercise of this right shall be without prejudice to any other rights GSK may have.
- 6.3 Whilst ownership of the Products remains with GSK, the Customer shall ensure that the Products are stored correctly and so that they may be clearly identified from their respective batch numbers.

### 7. RETURNED PRODUCTS

- 7.1 GSK shall be under no obligation to accept the return of any of the Products ordered by the Customer except in the event of any error on the part of GSK's LSP as to the quantity or type of Products delivered or the delivery of damaged products.
- 7.2 Returned Products must be in whole original packs supplied by GSK's LSP or by GSK. Products should be returned within three working days of receipt.
- 7.3 Items requiring temperature-controlled storage will be accepted to correct a delivery error only and these must be returned no later than the next working day and must have been stored correctly whilst on the Customer's premises.
- 7.4 Products will not be accepted for return if they have been relabelled or if any tamper-evident seals have been broken.
- 7.5 All Returned Products must be returned carriage paid. In appropriate cases, a refund of reasonable carriage charges will be made.

### 8. PRODUCT COMPLAINTS

In the case of a product complaint, the Customer should notify the GSK Customer Contact Centre (0800 221 441) direct in order to minimise delay and provide, in addition to the information requested in Condition 7.1 above, a full description of the nature of the complaint and the batch number(s) of the Product(s) concerned.

### 9. RECALL OF PRODUCTS

GSK may, at any time in its absolute discretion, institute a recall of Products supplied to the Customer. Any such request for recall in the first instance may be made verbally, but will be confirmed in writing. The cost of collection of any of the Products subject to recall will be borne by GSK and GSK's LSP shall make all arrangements for collection of the Products concerned. The procedures to be adopted by the Customer in the event of a recall shall be notified from time to time in writing by GSK's LSP to the Customer.

### 10. EXPORT

The Customer shall not sell the Products outside the European Economic Area, which have been supplied to the Customer by GSK. Furthermore, the Customer shall impose on all customers to whom it sells the products terms identical to those imposed upon the Customer under this clause.

### 11. CONSTRUCTION

The construction, validity and performance of these conditions of sale shall be governed by the laws of England and any claim or dispute arising therefrom shall be subject to the jurisdiction of, and be determined by, the Courts of England and Wales.



## GlaxoSmithKline UK Limited NHS List Prices – Stiefel Products 1st December 2009

The following Stiefel products are eligible for the Access discount.

PIP Code	EAN	Pack Description	NHS List Price
108043	5011091100284	BRASIVOL FINE 75G	£2.76
2646859	5011091102523	BREVOXYL CREAM 40G	£3.30
414029	5011091100321	DRICLOR 60ML	£2.82
2683985	5011091102608	DRICLOR SOLUTION 20ML	£3.51
2988400	5011091104329	DUAC ONCE DAILY GEL 25G	£9.95
3152287	5011091105319	DUAC ONCE DAILY GEL 50 G	£19.90
291070	5011091100345	DUOFILM 15ML	£2.25
843748	5011091101526	ISOTREX GEL 30G	£5.94
2407781	5011091102127	ISOTREXIN GEL 30G	£7.47
2337707	5011091102028	OILATUM BATH FORMULA 150ML	£2.82
2410694	5011091102080	OILATUM BATH FORMULA 300ML	£5.10
3228798	5011091105739	OILATUM Cream 1050ML	£9.98
2803237	5011091102950	OILATUM CREAM 150G	£2.46
204586	5011091100390	OILATUM CREAM 40G	£1.30
2815611	5011091102974	OILATUM CREAM 500ML	£4.99
926675	5011091101557	OILATUM EMOLLIENT 250ML	£2.75
926683	5011091101571	OILATUM EMOLLIENT 500ML	£4.57
3464203	5011091107528	OILATUM EMOLLIENT 600ML	£4.68
2861292	5011091103216	OILATUM GEL 150G	£5.15
3228780	5011091105753	OILATUM Junior Cream 1050ML	£9.98
2723658	5011091102844	OILATUM JUNIOR CREAM 150G	£3.38
2324283	5011091105678	OILATUM Junior Cream 500ML	£4.99
2337715	5011091102042	OILATUM Junior EMOLLIENT BATH ADDITIVE 150ML	£2.82
3056132	5011091105159	OILATUM Junior EMOLLIENT BATH ADDITIVE 250ML	£3.25
2410686	5011091102103	OILATUM Junior EMOLLIENT BATH ADDITIVE 300ML	£5.10

3464211	5011091107429	OILATUM Junior EMOLLIENT BATH ADDITIVE 600ML	£5.89
2890382	5011091103438	OILATUM LOTION 200ML	£3.26
2041812	5011091102547	OILATUM PLUS 500ML	£6.98
3464195	5011091107443	OILATUM PLUS 600ML	£8.05
3261054	5011091106217	OILATUM SCALP INTENSIVE 100ML	£6.21
2723666	5011091102820	OILATUM SCALP TREATMENT 100ML	£5.58
3261047	5011091106224	OILATUM SCALP TREATMENT 150ML	£7.76
2708584	5011091102585	OILATUM SCALP TREATMENT 50ML	£3.54
28514	5011091100246	PANOXYL 5 CREAM 40G	£1.89
388769	5011091100543	PANOXYL ACNE GEL 5 40G	£1.89
388777	5011091100567	PANOXYL ACNE GEL 10 40G	£1.99
14100	5011091100628	PANOXYL AQUAGEL 10 40G	£2.13
7492	5011091100581	PANOXYL AQUAGEL 2.5 40G	£1.76
14076	5011091100604	PANOXYL AQUAGEL 5 40G	£1.92
1412	5011091100642	PANOXYL WASH 10 150ML	£4.00
3149374	5011091105357	POLYTAR AF 250ML	£6.52
2643617	5011091102448	POLYTAR EMOLLIENT 500ML	£5.78
223735	5011091101670	POLYTAR LIQUID 150ML	£1.61
926709	5011091101595	POLYTAR LIQUID 250ML	£2.23
926691	5011091105333	POLYTAR LIQUID 500ML	£4.40
2611267	5011091102462	POLYTAR PLUS 500ML	£3.91
398974	5011091101373	SPECTRABAN ULTRA 150ML	£6.54
323154	5011091100956	STIEMYCIN SOLUTION 50ML	£7.69
2161545	5011091102400	WARTICON CREAM 0.15% 5G	£14.86
462408	5011091102387	WARTICON SOLUTION 3ML	£12.38
55749	5011091100994	ZEASORB POWDER 50G	£2.61

**All of the above are trademarks of the GlaxoSmithKline Group of companies**

