

Pharmacist arrested

A VICTORIAN pharmacist has been charged with allegations of pseudoephedrine trafficking after a five-month police investigation.

Melbourne detectives raided Silverton Pharmacy in Noble Park North at about 6.20pm yesterday.

A 28-year-old man, Morimer Kham, was arrested at the scene and faced a hearing before a bail justice last night.

He was charged with four counts of trafficking a drug of dependence (pseudoephedrine) and one of possessing the proceeds of crime.

A detective on the drugs crime desk told the hearing an undercover police member made four separate purchases of pseudoephedrine-based cold and flu tablets in the last week.

The purchases amounted to more than a hundred boxes of tablets containing a total of 72.72 grams of pseudoephedrine, and arrangements were made to buy a further 40 boxes of tablets containing 28.8 grams of the drug on Saturday.

Mr Kham, who works for his father at the pharmacy, was arrested with \$600 in his pocket which police allege was a part payment for the drugs bought by the undercover officer yesterday.

The alleged pseudoephedrine trafficker was bailed for a further appearance at the Melbourne Magistrates Court on August 29.

New guidelines for Avandia

PHARMACISTS should advise diabetic patients taking Avandia and Avandamet to have their treatment reviewed after the medications were linked with heart failure and death.

GlaxoSmithKline (GSK) has announced changes to Avandia's guidelines for use, and has urged all patients to see their doctor.

Under the new guidelines, rosiglitazone is no longer recommended to be prescribed with insulin, or as a triple therapy in combination with metformin and sulfonylurea.

Diabetes nutrition

ABBOTT Nutrition says its Glucerna SR, recently made available through Australian pharmacies, can help people with type 2 diabetes manage their blood glucose levels.

The specially formulated nutritional powder offers a slow release carbohydrate formula with a low glycaemic index.

Recently research showed that many people with type 2 diabetes find it difficult to choose the right foods to manage their condition.

Three pages today

PHARMACY DAILY today has a two page flyer from the Pharmacy Practice Foundation (PPF) promoting its upcoming Sydney seminars - see *pgs 2 and 3*.



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DISPENSARY CORNER

SOCIAL taboos against safe sex in India are being broken down with the advent of a new mobile phone ring-tone.

The innovative tone sings out 'Condom, Condom!', with its proponents saying the move is a "way to show you are a condom user and don't have any issues with it."

"Condoms are actually health products and if you have a condom and you use it, you are seen to be smart and responsible," said BBC World Service Trust India director Yvonne Macpherson.

She said the ring tone had been downloaded 60,000 times since its launch last week.

LOTS of tissues were probably needed by an 18th century man from Yorkshire in the UK, who has been this week immortalised at a new London tourist attraction.

The Ripley's Believe It Or Not museum in Piccadilly Circus features a life-size model of Thomas Wedders, who had a 19cm-long nose.

The displays also include a stuffed five-legged cow, three shrunken heads, a Mini Cooper covered with thousands of Swarovski crystals and a portrait of Diana, Princess of Wales made using laundry lint.

This implicates Avandamet, which is Avandia combined with metformin.

Patients with any degree of cardiac failure should not take Avandia, and no new patients should be started on triple therapy, GSK advised.

The Therapeutic Goods Administration is completing a final safety investigation of the medications.

Drugs drive-thru

THE first drive-through pharmacy in the United Kingdom has opened today.

The Boots store, in Colchester, allows customers to order their prescription from one window and collect it from another window a few minutes later.

Boots said it's investigating other sites for development if the drive-through trial is a success.

Hotline not so hot

A PREGNANCY hotline set up to help cut the abortion rate has had disappointing results.

New figures reveal that the National Pregnancy Support Helpline has an average of 320 calls per month in the first 14 months - and there are 11 counsellors answering the phones.

The helpline was set up by former health minister Tony Abbott after he failed to stop the introduction of abortion pill RU 486.

HOT Travel Deals

WELCOME to *Pharmacy Daily's* travel feature.

Each week we plan to highlight a couple of great travel deals which we're sure will be of interest to everyone in the pharmacy industry.

Broome & the Kimberley Holidays have a great offer on the Ghan for travel between Adelaide/Darwin or vice versa. Starting from \$1980 per adult for travel between 1 Nov 08 and 31 Mar 09, the package includes all meals on board, plus 3 nights on the Esplanade Darwin, and a full day Litchfield Waterfall Tour with Aussie Adventure Holidays free. Call 1300 357 057 for more information.

Adventure Associates is offering the ultimate 24 day tour of South America. The Latino Fiesta tour departs 11th

May 2009 and visits Argentina, Brazil, Bolivia, Chile and Peru. See the vast ghost cities of Tiahuanaco and Machu Picchu as well as the modern metropolises of Rio de Janeiro, Buenos Aires and Santiago. Priced from \$10,450 including airfare. For more info visit www.adventureassociates.com.

Raffles Hotel Singapore have a last minute package for the F1 Grand Prix from 24-29 Sept 08. Package includes daily breakfasts and dinner, complimentary bottle of bubbly and a 30 minute massage. See your travel agent for more.

Win a Blender Bottle!

WE'VE had an incredible response to this week's competition, with hundreds of readers vying to win a Blender Bottle.

Every day we will be giving away five of Hipp Future's fantastic new 'Blender Bottles', the best mixer since the wire whisk, allowing you to make smooth, great-tasting drinks anytime.

Made from surgical grade stainless steel, the Blender Ball wire whisk makes short work of your mixing needs. All you need to do is drop the ball in with your ingredients and shake.

For your chance to win this fantastic prize, send your answer to each day's question to: comp@pharmacydaily.com.au.

Today's question is:

*The patented Blender Ball is the highest quality.
What is the Blender Ball made from?*

The first five subscribers to answer correctly each day will win.

Congratulations to yesterday's winners -

Gilbert Yeates, Mater Health Services; Tracey Ellis, Symbion Pharmacy Services; Mary Emanuel, ASMI; Sarah Frazer, Community Pharmacy and Rosa Slaiman, Pharmacy Guild of Australia (NSW)



“Achieving Retail Success via a Specialty Focus”

**BOOK
NOW!**

The Pharmacy Practice Foundation is running its **FREE** Retail Seminar Series again in 2008.

Focussed specialty pharmacies offer a narrow range of specialised products and/or services focussed on a ‘niche’ patient market. This strategy is increasingly attractive to Australian community pharmacists to try to develop a competitive advantage over low-price rivals. But success is not straight forward! The PPF Strategic Retail Seminar 3 titled ‘Achieving Retail Success via Specialty Focus’ hosts two leading pharmacy marketing experts.



Ms Hilary Kahn is the Managing Director of Frontline Strategies and innovator of the well known FeelGood Guide approach to pharmacy retail category presentation and marketing. Hilary Kahn has been involved in finding ways to assist retailers become

more relevant, profitable and productive – for themselves and their customers for over 25 years. In this time she has worked for a ‘who’s who’ of retailers and manufacturers, and is also a member of the illustrious Ebelftoft Group think tank of retail consultants. Hilary is well known to pharmacy.



Mr Peter Rogers is Managing Director and founder of Kate Morgan weight loss centres. Kate Morgan is a pharmacy based weight loss franchise now present within over 160 pharmacies throughout Australia. Weight loss is an example of a “specialty focus” category,

a formula that Peter believes provides a good future for the pharmacy industry. Peter’s previous roles have included running Sybionics’ retail division and General Manager Marketing for Coles Supermarkets.

These two highly expert and motivational speakers will share their vast experience and show that health retailing must involve significantly more than a wish to be different.

They will demonstrate how to determine a specialty-focus strategy and discuss the deep commitment which is needed to navigate health retailing success.

Australian community pharmacists are searching for ways to navigate a path to sustainable competitive advantage in an environment of dropping PBS volumes and margins and with ever expanding low-price offers. ‘Specialty focus’ is one attractive pathway... but be careful, this strategy requires careful planning and execution and a deep commitment! Come and hear the expertise of two leading national pharmacy marketers – Hilary Kahn and Peter Rogers in Sydney and Brisbane.



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PPF understands the high work commitments for Pharmacist. To maximise availability of these seminars we have provided repeats of **SEMINARS 3 and 5** to allow the choice of a more convenient time and place.

'A SPECIALITY FOCUS'

The PPF seminars are a real opportunity to instigate positive change in your business. **Don't miss out!**

PPF SEMINARS : SYDNEY 2008

Seminars commence 7.00pm for 7.30pm start.

SEMINAR	DATE	SPEAKERS	VENUE
<i>"Aligning Your Pharmacy with the Future"</i>	SEMINAR 1 June 24, Tuesday	<ul style="list-style-type: none"> Fabian DWYER Brendan O'LOUGHLIN 	Stamford Grand, North Ryde
<i>"Do I get bigger or do I specialise? How do I choose?"</i>	SEMINAR 2 July 21, Monday	<ul style="list-style-type: none"> Peter FEROS Brendan O'LOUGHLIN 	Stamford Grand, North Ryde
<i>Achieving Retail Excellence via a Health-Solution Specialty Focus</i>	SEMINAR 3 August 25, Monday	<ul style="list-style-type: none"> Hillary KAHN Peter ROGERS 	Pharmacy Lecture Theatre, University of Sydney
	SEMINAR 3A August 26, Tuesday (Repeat of Seminar 3)		Stamford Grand, North Ryde
<i>How to lift Retail Performance & Profitability</i>	SEMINAR 4 September 30, Tuesday	<ul style="list-style-type: none"> Bruce ANNABEL 	Pharmacy Lecture Theatre, University of Sydney
<i>Managing the Change to a Health-Solutions Focussed Pharmacy</i>	SEMINAR 5 November 10, Monday	<ul style="list-style-type: none"> Alison ROBERTS Practitioner TBA 	Pharmacy Lecture Theatre, University of Sydney
	SEMINAR 5A November 11, Tuesday (Repeat of Seminar 5)		Stamford Grand, North Ryde

SYDNEY

■ August 25, Monday

Pharmacy Lecture Theatre,
University of Sydney

■ August 26, Tuesday

Stamford Grand, North Ryde

*Achieving Retail Excellence via a
Health-Solution Specialty Focus*

■ September 30, Tuesday

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*How to lift Retail Performance
& Profitability*

■ November 10, Monday

Pharmacy Lecture Theatre,
University of Sydney

■ November 11, Tuesday

Stamford Grand, North Ryde

*Managing the Change to a Health-
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