



The Pharmacy
Guild of Australia

This week's update from the Guild

Rentals Report

Last week, the Pharmacy Guild of Australia launched the 2008 Pharmacy Rentals Report.

The report, which builds on the highly successful inaugural edition published last year, is designed to help pharmacists better prepare for rental negotiations.

The resource also serves to improve landlords' understanding of the pharmacy industry.

The 2008 Pharmacy Rentals Report is available online **exclusively to Guild members** at www.guild.org.au (under 'Member Publications').

Issues addressed in the report include:

- **Accessibility** – pharmacists wish to remain the most accessible health providers in Australia.

This can only be achieved if being located in shopping centres remains a viable option.

- **Profitability** – currently, landlords receive turnover data from pharmacy tenants that can give a false impression that pharmacy profitability is rising with drug price inflation.

In reality, profitability has been flat over the past three years.

- **Understanding** – landlords must develop a better understanding of prescription pricing, as this makes up the majority of pharmacy turnover.

- **Costs versus earnings** – costs are increasing in pharmacy at a faster rate than earnings.

Unlike in other industries, however, pharmacists cannot pass these costs on to consumers.

- **Preparation** – the report has been designed to serve as a reminder to all pharmacists that good preparation is critical to negotiating a good rental outcome.

QLD PA finalist named

ALLIRA Svensen was yesterday selected as the Queensland finalist in the Pharmacy Guild/GSK Pharmacy Assistant of the Year Award 2008.

Ms Svensen, of Keppel Plaza Amcal, in Yeppoon, was chosen from a pool of 19 contenders from across the state who were shortlisted by the Guild to attend a judging day in Brisbane.

Despite being on maternity leave, the retail manager maintains a "consultancy" role in her pharmacy, helping with the store's business strategies.

Svensen said she was "overwhelmed" to win the state heat, which was judged by representatives from the Guild, GSK and *Post Script* magazine.

Baby skincare talk

BABY skin has been confirmed as the topic of one of the sessions at PA08, the Pharmacy Assistant Conference, in October.

The presentation will outline the physiological and anatomical differences between infant and adult skin, and what to look for in baby care products.

The speaker, Larissa Kalt, Head of Professional Marketing for Baby and Beauty at Johnson & Johnson Pacific and an Infant Massage Instructor, will also discuss how baby skincare products can play a role in enhancing the mother/baby bond.

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DISPENSARY CORNER

AN apple a day will keep the doctor away, but a tomato a week may keep Alzheimer's disease away.

Scientists in Korea have genetically modified the fruit to create an edible vaccine that attacks the toxic beta-amyloid protein, which destroys vital connections between brain cells, causing Alzheimer's.

They say reducing the build-up of the protein could prevent or delay the onset of the disease.

Tests on mice, which were given the designer tomatoes once a week for three weeks, showed their immune systems had been triggered to release disease-fighting antibodies.

At the same time, researchers in London have found that Nicotine could also stave off the onset of the disease, with tests on rats showing that the drug improved learning and memory.

But that doesn't mean we should all try puffing our way to a better brain, with scientists adding that the health risks outweigh the cognitive benefits.

A STRANGE assortment of metal items have been removed from the stomach of a man, doctors in Peru reported last week.

Doctors were surprised when X-rays revealed the nature of the man's metallic meals.

Items pulled from his innards during surgery included nails, a watch clasp, a knife, bolts, barbed wire and pens.

Doctors say the man was mentally ill but it is unclear why he ate the metal items.

HKTDC trade fair

THE Hong Kong Trade Development Council (HKTDC) is offering hotel sponsorship and free entry and information kits for the HK International Medical & Health Care Fair and International Conference and Exhibition of the Modernization of Chinese Medicine, being held 14-18 Aug 08.

For more details, register at <http://icmcm.hktcdc.com/> or phone (02) 9261 8911.

WA fair cancelled

THE Western Australia Pharmacy Fair has been cancelled.

The three-day event, including the gala dinner, was scheduled to be held in Perth next weekend (26-28 July).

For any delegate or exhibitor queries, contact the Pharmacy Guild on (08) 9429 4100.

Win Designer Sunglasses!

CONGRATULATIONS to Sarah Robinson of **Interpoint Events** who was the first subscriber yesterday to tell us that Designer Brands has created 14 prestige brands at a fraction of the cost.

Each day this week **Pharmacy Daily** is giving you the chance to win stylish sunglasses from Designer Brands, courtesy of **Total Beauty Network**.

The range of sunglasses includes 14 famous best-selling Designer ranges, which are available at a fraction of the Designer price.

Plus, all sunglasses come with a micro fibre soft sunglasses pouch and absorb 100% of harmful UV rays.

To win, send your answer to the below question to: comp@pharmacydaily.com.au.

What are 6 of the prestige brands available?

The first person to answer correctly each day will win.

HINT: Go to www.tbn.com.au each day and click on the Designer Brands logo at the top of the page.



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