

Blackmores profit

BLACKMORES yesterday issued an investor update, confirming after tax profit of \$7.2m for the three months to 30 Sep 08.

That's up 17.8% on the previous corresponding period, on sales of \$46.8m, up 3.4% and the company is hoping to reassure investors in the light of the current financial ructions, saying the result has "provided a steady start to the current financial year."

It's also waiving the \$10 freight fee for shareholder orders.

Win a Collagen Booster

EACH day this week **Pharmacy Daily** is giving you the chance to win a Collagen Booster

from Naked Kiss, courtesy of **Total Beauty Network**.

This chap stick not only gives you healthy lips, but it also plumps and gives you a full smile with no irritation.

Congratulations to Kathy Malakozis of National Pharmacies who was yesterday's lucky winner.

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

Is it a lipstick, lip gloss or lip balm?

The first person to answer correctly each day will win.



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.

Scenic Tours is offering a saving of up to \$400 per couple on their Grand Tasman 12 Day tour. Priced from \$3795pp the tour visits Cradle Mountain, the Gordon River, Strahan and more. Call 1300 SCENIC for more details.

For something different why not head to Bhutan and spend Christmas and New Year in the snow capped peaks of the Himalayas. You can explore this hidden Kingdom from the 5 star Uma Paro where they are offering a 7 night package over the festive season. The programme includes privately

guided visits to Paro town, the Haa Valley and the capital city, Thimphu, as well as the magnificent Taktsang Goemba Monastery. Price starts at USD\$3419pp and includes full board and transfers. See www.uma.com.bz/paro for more details.

For a short break Travel Associates have a 2 night hiking trip along the Great Ocean Rd. The walk follows trails through national parks and secluded beaches, staying at 4 star accommodation each night. Prices from \$1395pp, for more info call 1800 044 066.

National Guild restructure

THE Pharmacy Guild this morning released details of a wide-ranging restructure in its National Secretariat in Canberra.

Some of the changes have been implemented over the last year or so, but the final piece is now in place with the appointment of ACT Branch President Patrick Reid as the director of a new division.

From 01 Nov he'll join the Guild staff to head up the newly formed Business Development Division which will be responsible for economic analysis and the "many exciting e-health initiatives the Guild is currently

ACPPM field trip

THE NSW chapter of the Australian College of Pharmacy Practice and Management has chartered a coach which will conduct a tour of key pharmacies in the northern suburbs of Sydney on Tue 11 Nov.

Organiser John Chapman said participants will be able to "meet the owners of some of the most innovative models in the market," from boutique compounders to big box discounters as well as see a dispensing robot strut its stuff.

The excursion costs \$100 for the first member and \$75 for subsequent members from the same pharmacy, including tour and lunch and there are also higher prices for non-members. More info 02 8220 1720.

Pharm IT is an independent provider of Pharmacy IT software and hardware sales, support and training. The difference will surprise you. www.pharmit.com.au



sales service support
1300 554 694



DISPENSARY CORNER

SLOW it down!

Researchers in Japan have found a strong correlation between obesity and the speed of eating.

The Osaka University scientists examined the eating habits of more than 3000 people, and found that those who ate fast were nearly twice as likely to be overweight.

The study was published in the *British Medical Journal* with an accompanying editorial from Australian scientists who said children should be encouraged to stop eating when they're full rather than made to finish.

YET another medical miracle from China.

A martial arts enthusiast claims he can blow out candles with his eyes using specially made goggles which channel the ocular blasts through a hose while he closes his nostrils.

35-year-old Ling Chunjiang of Kaifeng says he can put out one candle every five seconds using the ingenious apparatus.



Certainly a unique talent!

developing and implementing."

The move follows a major deal signed with US technology firm Mirixa (*PD* last week) to roll out web-based patient services in pharmacies across Australia.

The restructure will also see Jenny Bergin, formerly director of the Community Pharmacy Practice Division, now heading up a newly created Quality Assurance and Training Division.

There's also a new Government Relations and Policy Division, directed by Ann Dalton, taking on regulatory affairs as well as the activities of the former Strategic Policy and Workplace Relations Division.

The organisational changes are being settled before the new National Council takes office in Nov, and will see a new committee structure implemented after the Nov meeting.

"All of these changes have been devised to ensure the Guild will effectively meet the many challenges that are arising in the near future...not the least of which is preparation for negotiating the Fifth Agreement," said president Kos Sclavos.

CPD summary

THE Pharmacy Board of Victoria has advised that it will require pharmacists to submit their activity summary of continuing professional development in Feb.

Pharmacists unsure of the requirements of the ENRICHVIC program can find more details at www.enrichvic.com.au.

The board said a commitment to ENRICHVIC by practising pharmacists will maintain public confidence in the profession.

Do you want to make more sales from your customers?

instigo has solutions that are proven to:

- Give your store a clear, profitable strategy
- Increase the value of FOS sales
- Communicate with the customers who count



Contact us now: 02 9248 2616
www.instigo.com.au