

Ranbaxy US alert

THE US Food and Drug Administration has issued warning letters to Ranbaxy Laboratories, citing "serious manufacturing deficiencies" affecting more than 30 generic drugs sold by the company in the USA.

The FDA cited not-so-Good Manufacturing Practices at Ranbaxy facilities in Dewas and Paonta Sahib in India, and it's also issued an Import Alert under which border officials may detain products made at these factories.

Medications cited in the FDA alert include amoxicillin, cephalexin, fluconazole, metformin and simvastatin.

Ranbaxy said it was "very disappointed" about the action, saying it had been working with the FDA about identified deficiencies for some time.

The FDA said it won't approve any new applications for drugs made at the affected plants until the issues are resolved.

Vic Guild \$1.37m surplus

THE Victorian Branch of the Pharmacy Guild has reported a \$1.37m operating surplus for the year to 30 Jun, which branch director Maurice Sheehan said was "most satisfactory" taking into account additional costs due to the branch's relocation.

The result was down almost 25% on the previous year's \$1.8m, with with the annual report showing member contributions and entrance fees were down about \$150,000 to \$1.49m but the branch made more money from training, MMR and QCPP.

There was also a \$1.55m profit contribution from the branch's

50% share of PCA NU Systems.

State president Dipak Sanghvi said 2007/08 was "perhaps the most challenging and rewarding year in some time" citing the PBS reforms, ScriptMAP, MedsIndex and new professional programs which "offer pharmacy a bright future amongst the country's health care providers."

Branch director Maurice Sheehan highlighted the Guild's participation in the review of Vic's Friendly Societies laws, with a sunset period expiring 16 Nov.

Free retail seminar

SYDNEY University's Pharmacy Practice Foundation is inviting pharmacists to attend its next free 2008 Retail Seminar, which will be held 30 Sep in the Pharmacy Lecture Theatre.

Bruce Annabel and John Maronese will speak on *How to lift Retail Performance & Profitability* - details p2 & 3.

Sigma refinances

SIGMA Pharmaceuticals has announced a \$700m refinancing of its operations, including a \$100m trade receivables program extension and a \$100m increase in the Sigma Rewards pharmacy financing scheme.

"The continued support of our banking group confirms their confidence in Sigma's strategy," said ceo Elmo de Alwis.

Canada expands pharmacist power

PHARMACISTS in British Columbia, Canada, have been given the authority to renew prescriptions, alter dosages and substitute generics without patients having to consult doctors.

British Columbia's health minister stressed that the change only applies to the routine renewal of prescriptions for "conditions such as high blood pressure that don't require people to see a doctor each time."

The province is still in negotiations with the pharmacy association about payments for the renewal service, which will be free for patients.

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AT least they have a sense of
humour.

Consumers in China are
voicing their unhappiness about
the recent spate of health and
food contamination scares with
a proliferation of internet jokes.

One humorous email currently
doing the rounds describes "The
lucky day of a Chinese."

"Get up early, clean your
teeth with carcinogenic
toothpaste, and drink a glass of
expired milk with excess levels
of iodine and contaminated with
melamine," it reads.

It also suggests nibbling on
other snacks including eggs
tinted with banned food
colouring Sudan Red, cabbage
rinsed in DDT, eels fed with
contraceptives and pork from
diseased pigs - all references to
previous health scandals.

"What a great day!" the email
concludes.

"STAY away from the light."

A study in the UK and US will
examine 1500 cardiac arrest
survivors to test whether 'out of
body' near-death experiences
actually happen.

The three year project aims
to research claims by some
people that they looked down
from the ceiling at medical staff
as they nearly died.

Special high shelving will be
set up in resuscitation areas,
containing pictures which can
only be seen from above.

"If no one sees the pictures, it
shows these experiences are
illusions or false memories,"
said lead researcher Dr Sam
Parnia from Southampton Uni.

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“Lift retail performance and profitability!”



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

Pharmacy's performance in retailing is impressive! But impressive for the **WRONG** reason : The average pharmacy in Australia makes a loss on earnings before interest and tax (EBIT) on the entire retail space when the costs of that space are correctly allocated.

Given this space is some 80% of the total pharmacy space, this reality is probably more shocking than 'impressive'! However, some are doing it well....really well.

The fourth seminar in the Pharmacy Practice Foundation's 2008 seminar series on retailing: **'Retail Retail-iation'**, has two very qualified speakers who will address how to lift retail performance and profitability.

Bruce Annabel is a leading authority on the financial aspects of community pharmacy management and his work on the development and analysis of key performance indicators for pharmacy profitability is highly regarded within the industry.

A respected and entertaining speaker at industry conferences, Bruce has been prominent of late in his work with the Pharmacy Guild of Australia and the

Pharmaceutical Society of Australia in delivering education seminars, on the impacts of the PBS reforms and developing retail strategy to survive into the future.

John Maronese is a Sydney-based pharmacist, in practice for over 30 years. He has extensive experience in pharmacy practice in a community setting and currently owns and operates Mega Save Chemist, a new franchise model in community pharmacy. This franchise has come from 'listening to patient's and customer's needs'.

John's group have great expertise in the art/science of 'retailing'. Mega Save Chemist set out to create a sustainable community pharmacy that was relevant to the consumer, by providing an environment where customers & patients would experience the WOW factor. This includes the appearance of the store, with a large range of supermarket items but offering variety, choice and competitive prices, as well as a traditional style dispensary and pharmacy medicines area where easy access to the pharmacist and professional counseling is paramount. All of this at Mega Save Chemist is wrapped up with good old fashion service.

Bruce and John will come at this vital topic from two different angles.

Their story of their experience and advice should not be missed!



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

'LIFT PROFITS'

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 John MARONESE 	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

■ **September 30, Tuesday**
Stamford Grand, North Ryde
How to lift Retail Performance & Profitability

■ **November 10, Monday**
Pharmacy Lecture Theatre, University of Sydney

■ **November 11, Tuesday**
Stamford Grand, North Ryde
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