# Pharmacy DAILY —

# Grow sales by \$1,07 per script!

Dispensary Loop

Tuesday 15th Sep 2009

PHARMACYDAILY.COM.AU

## **Guild Update**

## This week's update from the Guild

## Anyone, Anytime can become a carer

Hundreds of times every week, carers walk through the doors of their community pharmacy.

They may be after advice or prescriptions for the person they care for, or assisting that person into the pharmacy, or wanting a prescription themselves.

Their community pharmacist is an essential link in the caring activities of every carer.

This year, Carers Week runs from 18-24 October and its theme is that "Anyone, Anytime, across Australia".

This reflects the nature of caring — it doesn't matter where you live, anyone at any time could become a carer.

Carers support family members and friends who have a disability, mental illness, chronic condition, terminal illness or who are frail.

There are some 2.6 million unpaid family carers who provide such support nationwide.

Carers Week celebrates and supports Australia's family carers.

Community pharmacies can support this event, and open a new dialogue with clients they didn't know were carers, by visiting www.carersweek.com.au for more information and to order posters, brochures and other supporting literature.

These have information about services for carers, both from Carers Australia, from Commonwealth Respite and Carelink Centres and also Centrelink.

The deadline for poster or brochure orders is 21 September.



The Pharmacy Guild of Australia

## Sigma net profit up 4.9%

**SIGMA** Pharmaceuticals expects to deliver "modest" growth this year, following its announcement of a 4.9% increase in first-half net profit.

According to a statement, the company's net profit for the six months to 31 July grew to \$32.2m, from \$30.7m a year earlier, as total revenue gained 3.5% to \$1.54 bn from \$1.49bn.

Sigma Pharmaceuticals' healthcare unit sales rose 6.9% from the same period last year to \$1.22bn, while revenue from its drugs business fell 8.4% to \$301m.

Sales of its Herron brand, sold in supermarkets, were about \$3m lower than a year earlier.

CEO Elmo de Alwis said the result was "achieved against a backdrop of poor economic conditions, a decline in consumer discretionary spend and competitive pricing for generics".

Sigma has boosted its drug sales through theaddition of new generics to its portfolio as branded drug patents end, but lower prices have resulted from the Govtsubsidised drug program.

De Elwis said the company's improved distribution unit had offset the decline in discretionary

#### Technician sues boss

A pharmacy technician is suing her employers for organising a mock hold-up in which a masked man with a fake gun burst into her New Jersey store demanding OxyContin.

The man claimed he had taken another worker hostage.

In a lawsuit, she alleges she was not told in advance of the training drill and was later diagnosed with post-traumatic stress disorder.

The employer did not comment.

### ACT home care fund

**THE** Federal Government today announced a \$2.3 million funding boost to the Home and Community Care services in the ACT.

The service include help with home modifications, personal care and allied health and nursing care for independent elderly people.

The new project funding will also provide \$68,775 for an expansion of Alzheimer's Australia ACT's Dementia Links Program. consumer spending and increased competition in the generics market.

The company launched seven new generic molecules in the first half and has three more due to launch in the second half.

Its planned acquisition of the Bristol-Myers Squibb plant and purchase of 15 drug brands would also "cement our position as Australia's leading manufacturer by volume of pharmaceutical products", de Alwis said in a briefing statement.

### H1N1 therapy hopes

A multi-centre in vitro study of Adamas Pharmaceuticals' proprietary triple combination antiviral drug therapy has shown greater potency against seasonal and novel H1N1 influenza viruses than currently recommended single or double therapy.

Significantly, say researchers from University of Alabama-Birmingham, it is also active against drugresistant flu strains.

The combination of Adamas' TCAD therapy (amantadine and ribavirin), to be administered adjunctively with a neuraminidase inhibitor such as Tamiflu, was found to more highly synergistic in its ability to inhibit influenza virus replication than double combinations against both susceptible and resistant viruses.

The study was presented at the Interscience Conference on Antimicrobial Agents in the US.

#### **ASMI '09 conference**

A reminder that year's ASMI conference titled 'How Much Is Your Responsibility?' will be held at the Australian Technology Park, Redfern, Sydney on 12 Nov.

Featuring an array of local and international speakers from various backgrounds including government, regulatory agencies, healthcare and non-prescription healthcare, the conference will coincide with the Federal Govt's second half 2009 health agenda.

The conference dinner will include presentation of the 2009 ASMI Sales & Marketing Awards. For info, email:

conference09@asmi.com.au.

#### Super Clinic in action

AUSTRALIA'S first fully operational Super Clinic was opened today in Ballan, Victoria, by the Minister for Health and Ageing, Nicola Roxon.

At a cost of \$2.3million, the new clinic features private GPs, practice nursing staff, specialists, physiotherapists, dietetics, podiatrists, pathologists, chronic disease management, dental and mental health services.

"The GP Super Clinic team of healthcare professionals will work in multidisciplinary teams to provide integrated health care services to meet the health needs and priorities of the Ballan community," said Roxon.

The Rudd Government has signed off on funding for 26 Super Clinics to be scattered across the country, with the aim to taking pressure off regional hospitals, she said.



# Pharmacy

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## Boots offers cervical jab

**UK** pharmacy chain, Boots the Chemist, has launched a cervical cancer vaccination service for older women who are not eligible to receive the Cervarix vaccine on the National Health Service.

The in-store service, provided by pharmacists, is available to women aged between 18 and 54 who are registered with a GP.

More than 130 Boots pharmacies across England and Wales are offering the patient-led service following a successful pilot program conducted in ten stores in London last year.

Lloyds Pharmacy also offers the vaccine in almost 300 of its stores.

According to Dr Graham Marshall, Boots' medical director, the chain's pharmacists have undergone comprehensive training and will provide patients with a consultation including advice on

sexual health and the importance of regular cervical screening.

A series of three injections, costing a total of £405 (\$810), will provide vaccination against the two forms of the human papillomavirus (HPV) which are responsible for 70% of cervical cancer cases.

The NHS vaccination program for teenage girls was launched in the UK last September.

### Griffith Uni PSE survey

THIS is the final week of Griffith University's pseudoephedrine survey for pharmacists.

To have your say, go to: http://www.surveywizard.com.au/ surveywizardv4/survey/ default.aspx?SurveyID=34.

Participants go into a draw to win prizes.

One of the 7 reasons why Chemsave is the CLEAR CHOICE for ALL pharmacies!

Click on this banner for more information!

#### Less salt saves billions

IF people cut their salt intake to the recommended levels, the US would save about US\$18 billion in annual health care costs, according to a study released today in the American Journal of Health Promotion.

Meeting national sodium guidelines could eliminate 11 million cases of high blood pressure among the one-third of American adults with hypertension, said Rand Corp's study author Roland Sturm.

The estimated value of improved quality of life was \$32 billion annually.

#### Women's Syd dinner

**THE** Women for Pharmacy Eastern Suburbs Region Network Sydney will host a dinner presentation on 21 September.

Guest speakers include Peter Harris, CEO, Blooms the Chemist, who will discuss "Banner vs Independent: the future of women pharmacists in pharmacy retail"; and Wendy Poyser, of synchronicity, who will discuss how to creating more effective interactions.

The \$40 two-course dinner will be held from 7pm at Woollahra Golf Club, Sydney.

To book, call Sue Muller on 02 9328 6300.

## WIN MOOGOO PRODUCTS

Finally an alternative to chemicals for troubled skin



**CONGRATULATIONS** to Sarah Orchard of Dr Tim's Success Foods, who was the first reader yesterday to tell us allergies to food or drink such as nuts and milk food can cause an Eczema breakout.

This week PD teams up with MooGoo to give our readers the chance to win a selection of MooGoo skin care products.

MooGoo formulates products for people with very irritable skin and scalps. Their philosophy is to use the full strength of healing ingredients and no gimmick ingredients.

They have a TGA licensed anti-inflammatory and wound healing balm. Their Udder Cream balm is used in hospitals for oncology patients as an alternative to Paraffin based creams.

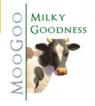
For your chance to win MooGoo's Eczema and Psoriasis balm, as well as their Anti-Ageing Cream, Udder Balm and MIlk Wash, simply be the first reader to email us the correct answer to the daily question featured below:

#### **TUESDAY MOOGOO QUESTION:**

Why is Eczema especially common in infants?

Send your answer through to comp@pharmacydaily.com.au.

Hint: Most answers can be found on the MooGoo website at www.moogoo.com.au.



## Coeliac expert finalist

DR Sue Shepherd, a leading expert in coeliac disease and the dietary management of irritable bowel syndrome, has been named as a finalist in this year's Telstra Victorian Business Women's Awards.

Dr Shepherd has undertaken pioneering research and created the website www.coeliac.com.au.

National winners will be announced in November.

#### Cricket correction

AN article in yesterday's PD included an incorrect contact address.

Pharmacy students who wish to obtain the application criteria for Pharmacy Cricket's two \$2500 scholarships should directly email Greg Hodgson at:

hodgsong@bigpond.com.

#### **DISPENSARY** CORNER

SHOWERING may be bad for your health, according to researchers at the University of Colorado.

However, don't throw away the soap just yet - the survey of 45 showers across five US states found that tiny bacteria harbouring in showerheads isn't a problem for those with a normal immune system, but it could cause problems for people with lower immunity, such as those who are having treatment for cancer, or have recently received an organ transplant.

According to the researchers, replacing old showerheads with a new all-metal fitting may improve the situation, as the microbes in question find it harder to cling to metal.

A large pair of yellow Y-front undies are currently blowing in the wind outside a new hospital facility in Changsha, in southern China, as a warning to men on the dangers of wearing too tight white-ies.

"This is intended to make men think about their pants," said hospital spokesman Xiang Xiong.

And if a 12ft long x 9ft wide mega-brief isn't enough to get the grey matter sparking, hanging from the front facade of the hospital are 500 pairs of ordinarysized underwear.



AT the ripe old age of 102, a south Londoner, Winnie Langley, has decided to quit smoking because she "doesn't fancy it anymore".

Winnie had her first cigarette in 1914, and has continued to smoke five fags a day for 95 years.

According to Winnie, the reason she has managed to avoid lung cancer all these years is that she never inhaled!