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Guild Update

This week's update from the Guild

The Pharmacy Guild of Australia will take the opportunity presented by this weekend's Pharmacy Women's Congress in Hobart to reintroduce its 'Buying and Selling a Pharmacy' guide.

Motivated by the Guild's desire to support and encourage new community pharmacy owners, the updated 'Buying and Selling a Pharmacy: 7 steps to a highly effective sale or purchase' is a practical, easy-to-use resource.

It was first developed and launched in 2000 as an initiative of the Women and Young Pharmacists' Committee (WYPC).

The relaunched resource continues to provide insightful advice on practically every aspect of establishing and running a viable community pharmacy business, as well as providing logical guidance about selling a pharmacy business in Australia.

The guide includes up-to-date information and links to a range of pharmacy professionals and other organisations associated with the buying and selling of a pharmacy, providing a speedy and efficient means for the potential buyer or seller to obtain expert advice and information.

The August 2010 guide is now presented as a PDF document, which can be accessed from the Guild's website and easily printed for future reference.

Existing subscribers are able to login and access the revised guide under the "Guild Initiatives" heading on its website (www.guild.org.au).

There is a cost to subscribe – with a discounted rate for Guild members – but as a legitimate business expense this cost is tax deductible.



HIP parent bioscience buy

HEALTH Corporation Limited (HCL), the listed parent company of pharmacy franchise group Health Information Pharmacy, has announced the acquisition of a "complementary business", Aussie bioscience company Intramedics P/L.

HCL, which recently attracted the backing of a new investor group through a \$50,000 capital raising, said the deal was part of a strategy to acquire new assets to add to its existing business model.

Intramedics is developing a project called Hyper-HA, claimed to be a "biologically stable form of Hyaluronic Acid," which is said to be a key ingredient used in cosmetics, plastic surgery, therapeutic drugs, drug delivery and advanced wound care markets.

No cash has changed hands in the acquisition, which involves the company instead issuing six million fully paid ordinary shares - which will require approval by shareholders at the company's next general meeting.

In light of its acquisition HCL has been quick to reassure investors that the buy-up is consistent with the Board's stated objectives and that it remains committed to

implementing cost cutting measures and reviewing non-core or loss making businesses.

"With the new strategic investor group and the acquisition of Intramedics, the Board is confident about the future prospects of the company," the company said.

PBS reminder

THE Department of Health and Ageing is reminding the industry that fees now apply for applications to list on the PBS or NIP or to amend existing listings.

The cut-off date for the lodgment of submissions for consideration at the November PBAC meeting is 20 August - see www.pbs.gov.au.

Jones not G-B ceo

CHRIS Jones has advised that he was never the ceo of collapsed pharmacy automatic company Gollmann-Bouw (PD yesterday).

His role in the firm was as manager of the MTS Medication Services division of Gollmann-Bouw, which was the exclusive Australian distributor of the US-made MTS automated packing system for 7 x 4 blister dose administration aids.

Blood pressure trial

THE recently conducted Hypertension Adherence Program in Pharmacy (HAPPY) has helped lay the foundation for a national blood pressure program in pharmacy, according to the Pharmacy Guild.

The study was undertaken under the Fourth Agreement R&D program, and "revealed a lot about what all community pharmacies could already be doing to help manage hypertension".

A key finding was that for potential future implementation of the HAPPY service the main emphasis should be on reduction of blood pressure rather than just improving a patient's medication adherence.

Trial participants received a home blood pressure monitor, training by pharmacists on self-monitoring, motivational interviewing, a medication use review, DAAs, HMR and/or PMP, as well as referral to a GP when needed.

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Pharmacy Daily has teamed up with Aromababy again and is giving readers the chance to win a pregnancy pack every day this week.

Valued at \$54.90 rrp, this gorgeous duo for pregnancy & afterwards is your gift from leaders in organic mother & baby care, AROMABABY. Pure organic ingredients combine to care for the face & body throughout pregnancy, helping to minimise stretchmarks and blemishes. For more details on this pharmacy-focused brand visit

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To win this great pregnancy pack, simply send in your answer to the question below:

Where should the Stretched to the Limit Cream be applied?

Email your answer to: comp@pharmacydaily.com.au

The first correct entry received will win!

Hint: Visit: www.aromababy.com

Congratulations to yesterday's lucky winner: Gaby Roach from High Tech Health. The correct answer was: \$29.95.



"Abortion" approval

THE US Food and Drug Administration has approved ella (ulipristal acetate) tablets for emergency contraception.

The prescription-only pill is designed to prevent pregnancy when taken orally within the first 120 hours (five days) after a contraceptive failure or unprotected intercourse.

The agency has said however, that the pill should not be used as a routine contraceptive agent.

The move is rather controversial in the US, with many pharmacists and doctors objecting to ella's approval, saying that the pill is not an emergency contraceptive, but rather is a method of abortion.

MEANWHILE the FDA has also proposed the withdrawal of the drug midodrine hydrochloride (marketed as ProAmatine by Shire Development Inc) which is used to treat the low blood pressure condition orthostatic hypotension.

The FDA has cited post-approval studies "that verify the clinical benefit of the drug have not been done" as its reason for concern.

"We've worked continuously with the drug companies to obtain additional data showing the drug's clinical benefits to patients," said Norman Stockbridge, director of the Division of Cardiovascular and Renal Drugs in the FDA's Center for Drug Evaluation and Research.

"Since the companies have not been able to provide evidence to confirm the drug's benefit, the FDA is pursuing a withdrawal of the product," Stockbridge added.

Shire now has 15 days with which to respond to request a hearing with the FDA.

ALP focuses on e-health

PRIME Minister Julia Gillard yesterday pledged \$392m in health system funding, as part of the Labor Party's election manifesto.

The promise is linked with the government's National Broadband Network, which will be used to facilitate a range of electronic health initiatives.

Of particular interest is a \$250m funding chunk which will see doctors, nurse practitioners and specialists offered Medicare rebates

for online patient consultations.

If elected, the Govt has forecast that its proposed e-health consultations will see 500,000 patients in remote and rural areas receive treatment advice online.

Funding includes a \$50m promise for after hours online triage video conferencing by GPs and nurses, \$57m worth of GP and specialist incentives to deliver online services and \$35m to support health professional online training services.



DISPENSARY CORNER

FROM beyond the grave...

A surprised folk-singer, Steve Tilson, has received a personal letter of advice from John Lennon 30 years after he had passed away.

According to reports, Lennon wrote to Tilson after he read an interview with him in ZigZag Magazine, where he discussed his fears that fame and wealth may be the ruination of his songwriting.

Written by John Lennon's own hand and signed by both himself and Yoko Ono, the letter of encouragement told Tilson not to worry because "being rich doesn't change your experience in the way you think."

"The only difference, basically, is that you don't have to worry about money - food - roof etc. But all other experiences - emotions - relationships - are the same as anybody's, I know, I've been rich and poor, so has Yoko (rich - poor - rich) so whaddaya think of that?" Lennon added.

Sadly the letter, which included Lennon's home address and contact numbers, never reached Tilson, as somehow it was waylaid, and the folk singer first heard of it recently when he was contacted by a collector for verification purposes.

SOME band-aids please!

Chinese authorities have developed a novel concept to keep citizens from enjoying a rest on public benches for too long, with the instillation of timed seat spikes.

The benches have been installed at the Yantai Park in Shangdong province, and require patrons to feed a coin meter in order to avoid a spiking.

According to Park officials, the spikes are not designed to inflict serious injury, but rather prevent the sitter from getting comfortable.

Ironically the idea for the benches came from a German art installation, in which the artist was protesting modern commercialisation.

"He didn't foresee that a very practical country like China might actually use them for real," said an un-named commentator.

Kids encouraged to be Gutsy



YESTERDAY the GI Cancer Institute launched its latest campaign, The Gutsy Challenge, which is aimed at getting kids to eat more fruit and veggies, as well as raising cancer research funds.

Present at the Birchgrove Primary School launch was the NSW Minister for Education, Verity Firth, who spoke in front of a classroom full of eager primary school children about the benefits of healthy eating.

The Gutsy Challenge basically involves school children getting sponsored to eat two pieces of fruit and four vegetables every day for a whole week in September, with all money raised going to the GI Institute to fund clinical research into digestive cancer.

Led by a large orange stomach mascot named Gutsy (which looks a lot like a mandarin and got a lot of laughs from the kids) and his two friends Gastro Girl and Flex, the Challenge also helps children to understand more about their bodies and how they work, through an interactive website.

Contained on the site are fun interactive kid-friendly games and

lessons on nutrition, digestion, selecting healthy foods, and parts of the digestive system such as the pancreas, stomach, liver, bowel and oesophagus which can be accessed at home or at school.

"The most exciting part of this program is that it will teach you how your body works... and make sure you know how to stay healthy," said GI director Professor John Simes.

Simes also highlighted some alarming figures which revealed that around 500,000 school kids are either overweight or obese.

"But we can do things to get these figures down...people need to begin early with healthy eating and exercise," he added.

The Challenge will launch in all Australian states except WA between now and September, and through its efforts the Institute hopes to raise \$200,000.

For more information see www.gutsychallenge.com.

Pictured above at the launch (from **left**) are Jamie Parker, Mayor of Leichardt; Christine Liddy, GI Institute Director; Verity Firth, NSW Minister for Education and Professor John Simes, GI Institute Director.

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