

Generic pricing getting you down?

Click here for immediate relief.



PHARMACY ALLIANCE
Freedom to choose

Complementary list

TWO new medicines have been added to the list of evaluated registered complementary medicines: Key Pharmaceuticals' Neutralice Natural Lotion and Neutralice Natural Spray. See www.tga.gov.au for details.



- Wholesale Terms
- Generics Deal
- Vaccine Offer
- OTC Bin Lines
- Keep your Independence
- Save on Group Fees
- Plus MUCH MORE...
- **No Cost!**
- **No Contracts!**

CALL TODAY

1300 780 226

www.reformmanagement.com.au

Blackmores' group growth

BLACKMORES has clocked an 8.4% year-on-year growth rate for group sales to \$184 million for the nine month period ending 31 March.

During this same period the company saw its net profit drop marginally to \$20 million, whilst its Asian sales were up 19% (year to date).

The company also enjoyed strong growth of 8.4% in its Australian sales, a figure which Blackmores said was "encouraging considering the depth of competitor activity and concerns about customer confidence".

"We have continued to invest by extending our offering in existing

markets and exploring new market opportunities," the company said.

"This is part of our strategy to build our brand and to diversify our business," the company added.

Looking forward, Blackmores said it has progressed plans to launch in China, beginning in the fourth quarter, adding that it will launch in a combination of sales channels and that it is "very excited about this new chapter in the Blackmores story".

"Directors are encouraged by upcoming growth opportunities including new product launches and our continued success in Asia however we are mindful of the changing retail dynamics in Australia," the company said.

"We are on track to deliver a level of profit in line with that achieved last year," the company added.

Inaugural scholarship

EIGHTEEN year old Julie Ng from Curtin University has been awarded the inaugural Richard Langham Scholarship.

Valued at \$5,000 the scholarship is named in memory of Richard Langham (1936-2011) and the outstanding contribution he made to the pharmacy profession in WA and internationally.

Ng was awarded the scholarship based on her ATAR score and the supporting statement she wrote against the eligibility criteria.

"I feel very grateful and excited to have received this scholarship," she said.

"The funds from the award will help to cover the costs of my books and contribute to my fees," she added.

Pharmacy cricket

PHARMACISTS and industry members from NSW, Vic and Qld will play their last Pharmacy Cricket match for the season on Sunday 29 April in Bowral, NSW, on the Bradman Oval.

Those wishing to attend are welcome, with play set to start at 10am, email Greg Hodgson at www.hodgson@bigpond.com for details.

National Convention

THE Pharmacy Guild of Australia (NSW Branch) is offering a 3-day Access to All pass to its National Conference and Exhibition for \$99. See **page 3** for full details.

Events Calendar

WELCOME to *Pharmacy Daily's* Continuing Professional Development Calendar, featuring upcoming events and opportunities to earn CPE and CPD points.

If you have an upcoming event you'd like us to feature, email info@pharmacydaily.com.au.

28Apr: Chronic lung conditions and smoking cessation; 8am-3.30pm; University of Western Australia, Theatre Auditorium - cpdhealth@uwa.edu.au.

29Apr: Guild Clinical Senior First Aid Training; 9am-5.30pm; Pennant Hills, NSW - guildclinical@nsw.guild.org.au.

06 May: Primary Health Care Workshop; St Leonards; guildclinical@nsw.guild.org.au.

19 May: Tasmanian Pharmacy Assistants Seminar; The Woolstore, Hobart; Lorraine.norris@psa.org.au.

NO GROUP CAN OFFER YOU ALL OF THESE BENEFITS!

HIGHEST WHOLESALE PBS DISCOUNT

5.5%

BEST OTC SUPPLIER DISCOUNTS

TOP +10%

HIGHEST Rx GENERICS DISCOUNTS

90%

LOWEST MEMBERSHIP FEE/MONTH

\$99



FOR MORE INFORMATION:
Contact our National Sales Manager
David Patton: m: 0432 515 717

Medibands save lives



Mediband®

**WRITE ON
STYLE ID'S**

**New Write-on
Technology!**



Provides vital information in emergencies



Perfect for Sport & Play



Affordable

Order now!

Call us today on
1300 796 401

Find us at CPExpo2012!

May 25-27 Stand number: 52
www.mediband.com.au/pharmacy

Diabetes management

CONSTANT overconsumption of a high fat-high sugar diet triggers similar changes in the brain to those seen in drug addiction, according to a new book titled *A modern epidemic: Expert perspectives on obesity and diabetes*, produced by the University of Sydney's Charles Perkins Centre.

Authored by a variety of researchers and clinicians from fields such as pharmacy, nutrition, endocrinology and biology, the newly launched book aims to present a strategy to revolutionise weight management.

Key findings in the work include the fact that community pharmacists are "a valuable resource of trained healthcare professionals which can be utilised to provide prevention and care services as part of an integrated primary care sector approach".

Interestingly, the research also suggests that the drive for excessive energy intake may be motivated by protein appetite.

CLICK HERE for more details.

New rural pharmacy alliance

THE Pharmacy Guild of Australia, the Society of Hospital Pharmacists of Australia (SHPA), the Australian College of Pharmacy (ACP) and National Australian Pharmacy Students' Association (NAPSA) have joined forces to forge the new-look Rural Pharmacists Australia (RPA) group.

The RPA was originally founded 17 years ago as a member of the National Rural Health Alliance.

Founding members of the RPA in 1995 included the Guild, SHPA and the Pharmaceutical Society of Australia.

The PSA left the alliance last year, whilst the ACP and NAPSA signed up this year.

"[The group] represents thousands of individual pharmacists and pharmacy owners who provide services in remote and rural Australia, in hospital multidisciplinary teams, as community pharmacists or pharmacists in training," a

statement from the group said.

The reformed group met earlier in the month and set out new terms of reference to "ensure a collective voice issues of common interest".

In a statement, the group pledged to represent the voice of rural pharmacists and pharmacies across the nation.

"The membership in the NRHA assists the RPA to add a pharmacy voice to national rural health policy development and implementation," the group said.

"The RPA is the logical rural pharmacy representative group for NRHA – and government and policy makers – to be approached to achieve health reform and health solutions for patients as we represent the breadth of the profession. We can provide practical and credible solutions to rural policy and funding issues," the group added.

In addition, the new-look group's inaugural Chair has been named as the Guild's NT Branch President and National Councillor, Terry Battalis, whilst SHPA's National Rural Advisor Anne Leversha has been named as its Deputy Chair.

Issues on the group's agenda for the coming months include rural, remote and indigenous health policy.

Professional services

THIS year's PSA Clinical and Practice Expo will host a Future of Pharmacy stream which aims to prepare and support the pharmacy profession to deliver and grow professional services that will produce new and/or expand income streams and promote business differentiation.

A highlight session featured in the Future of Pharmacy line-up is the Pharmacy Issues of Today: impact of price disclosure presentation.

In this session, Norman Thurecht, Partner of Johnston Rorke Pharmacy Services Division, will examine the extent of the effects of price disclosure on pharmacists.

See www.psa.org.au/education/conferences/cpexpo.



DISPENSARY CORNER

FASTEST man on all fours.

The fastest man on "four legs" Kenichi Ito, can run 100 metres in just 20 seconds.

According to reports, the Japanese man taught himself to run in the style of an African patas monkey after being teased for years at school.

"You know, my face and body kind of look like a monkey, so from a young age everybody used to tease me," he said.

"I had this ambition to adopt one of their traits.

"When I saw a monkey that could run fast, I knew I'd found it - and from that point on, I practised running like a monkey every day," he added.

And his ambition was met with reward this year, after the Guinness Book of Records recognised his position as the fastest man to run on four limbs.

TRAVELLING with the speed of wind.

One Chinese farmer has harnessed the speed of wind for his newest invention, an electric wind powered car.

Featuring batteries and electric generators, the car took Tang Zhengping just three months to build, and can reportedly reach speeds of 140km/hr.

The car also features a fan in the front and two solar energy wings top support the generation of power to the vehicle.

"It goes at a maximum speed of 140 kilometers per hour and lasts longer than a normal electric car, which usually doesn't have generators," Tang said.

"It has two sets of generators and batteries so one is charging while the other is working," he added.



Would you call it stylish?

PRIME FOR PERFECT MAKEUP

Every day this week **Pharmacy Daily** and **John Plunkett's** are giving you the opportunity to win 1 of 2 prizes of John Plunkett Instant Wrinkle Filler (valued at \$39.95) plus a mini tube of Advanced Collagen Lift Moisturiser.

Instant Wrinkle Filler is a translucent primer that temporarily fills in imperfections like fine lines, mattifies with a unique gel-to-powder finish, and creates a perfect base for your makeup. Fragrance free and made in Australia.

For your chance to win, simply be one of the first two people to send in the correct answer to the daily question below.

What size is Instant Wrinkle Filler?

Hint! Visit www.johnplunkett.com.au

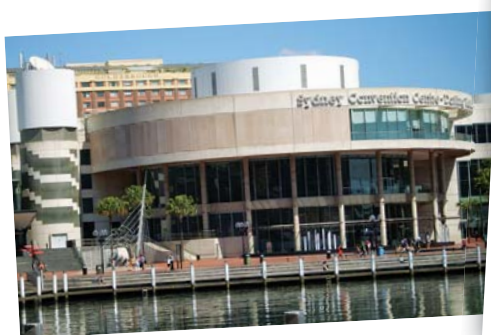
Email your answer to: comp@pharmacydaily.com.au

Congratulations to yesterday's lucky winners, **Michelle Jensen** from **Airlie Beach Day & Night Chemist** and **Debra Prout** of **AFT Pharmaceuticals**.



Open to EVERYONE in Pharmacy

Education • Networking • Trade Exhibition



Earn up to 25 CPD credits

* Additional self recording credits available!

Friday 15 - Sunday 17 June 2012

Sydney Convention & Exhibition Centre

The Guild Pharmacy Academy *National Convention & Exhibition*

The Pharmacy Guild of Australia (NSW Branch) offers EVERYONE in pharmacy the 'Best Value for Money' with the launch of the National Convention & Exhibition at Darling Harbour from Friday 15 to Sunday 17 June.

Access to All is the inclusive offer!

The flat rate of \$99 provides access for up to 3-days of networking and professional development in pharmacy. You can select from any or ALL of the following components of this must-attend industry event – OPEN TO EVERYONE!

- ✓ Official **Trade Expo launch** and **Cocktail Function** on Friday 15th from 5.00pm - 8.30pm
- ✓ Access over **60 Clinical and Business Sessions** over 3 days
- ✓ **Power to the PA** - NEW education stream for Pharmacy Assistants
- ✓ The **Trade Expo** provides access to 'new' products and allows you to provide direct feedback to over 100 suppliers - identify new retail opportunities to grow your pharmacy business
- ✓ **FREE Guild Academy Membership**
- ✓ **Trade Expo registration is FREE** and includes complimentary access to the Business Stream and Plenary Session on Friday
- ✓ Guild Intern Training invites students and interns (Nationally) to register for **FREE!**
- ✓ **Pharmacy Strategies for Stormy Times** is the theme for the **Friday business stream**. The opening session, Facing the Facts addresses the current threats to pharmacy. This will lead into the Plenary Session 'Surviving the Economic Winter', featuring leading financial expert, **Paul Clitheroe** (pictured). This open forum will include an impressive guest panel who will highlight the key strategies for pharmacy survival this winter – a must-attend for owners, managers and all pharmacists



The event and education format has changed for 2012 - visit the website to review the new open hours, program timetable and education. Check for updates regarding speakers and to review the final program!

We can expect the Guild Pharmacy Academy – National Convention & Exhibition 2012 to be 'SOLD OUT' so register online today and take advantage of this great value offer for pharmacy.



www.guildpharmacyacademy-nce.com.au