

Footcare kicks goals

VICTORIAN pharmacy products maker Footcare International is bucking the trend, making preparations to ship its first order of Australian-made insoles to a large international pharmacy distributor in India.

Footcare International, which distributes items in Australia via a range of pharmacies as well as in shoe shops and supermarkets, says its "range and competitive prices give us a strong edge over expensive, imported alternatives".

The family business has been making insoles since 1914 and its product range also includes laces.

Blackmores strong results

COMPLEMENTARY health product manufacturer Blackmores today released its results for the six months to 31 Dec, with group sales up 9% and overall net profit after tax amounting to \$14.25 million.

Australian sales grew by 4.5% to \$98.5 million - much more slowly than its burgeoning operations in Asia where sales increased 28%.

"Our Asian sales continue to improve as Blackmores' strategy of investment, broadening our base and pushing into new markets pays off," said CEO Christine Holgate.

She said the result was



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particularly pleasing given the challenging retail environment in Australia as well as the flooding in Thailand last year.

Thailand is Blackmores' second biggest market, Holgate added.

She said Blackmores is focused on investing in opportunities to deliver future growth, including a new range of weight management supplements and the group's growing animal health business.

She also flagged the development of an online personalised health program, and highlighted the recent roll-out of "innovative new merchandising units to improve our in-store presence in many community pharmacies".

NZ GSK recall dispute

THE Pharmacy Guild of New Zealand has said it will produce a "How To" kit to help pharmacists pursue drug manufacturers for payment for services rendered when recalls are issued.

The announcement comes after a NZ Court found that a "reasonable and proper price" should have been paid to a NZ pharmacy which brought a test case about a recall ordered by GlaxoSmithKline.

GSK had asked every community pharmacy to contact all patients supplied with Marevan (warfarin) 3mg, and the case aimed to establish a precedent whereby pharmacists could be reimbursed.

According to the NZ Guild, GSK is refusing to pay invoices for the work done in managing the recall, and so the Guild will help pharmacies submit claims to the NZ Disputes Tribunal.

The 28 Jan 2010 Marevan recall in NZ related to a manufacturing problem affecting a batch which potentially contained more warfarin than the labelled amount.

More generic competition

THE Generic Medicines Industry Association is urging pharmacists not to make bulk purchases of new generic medicines now, because this locks in the price and means pharmacies won't benefit from "expected significant price competition throughout 2012" as new suppliers enter the market.

GMiA, which includes Apotex, Ascent, Alphapharm, Aspen and Hospira, says its members will this year drive hundreds of millions of dollars in savings to the PBS due to the introduction of new generics, but says the looming price cuts "will have a detrimental impact on pharmacy profitability this year".

On 01 Apr 75 medicines on the F2 formulary will undergo the single largest price cut in PBS history.

GMiA says that in order to deal with the massive changes pharmacists need to increase

substitution now, especially to avoid "significant unnecessary loss overnight on 01 April in the value of inventory".

The association also says pharmacists should "guard against any extension to direct distribution of pharmaceuticals," with Pfizer Direct hitting wholesaler margins and this in turn flowed onto rebates traditionally provided to pharmacy.

"Supporting direct distribution models and making them successful will encourage others to adopt the direct distribution model and could further diminish rebates to pharmacy," said GMiA CEO Kate Lynch in a statement overnight.

"This is a seminal year and pharmacists really do have the future of pharmacy in their hands depending on who they support during these major generic product launches," Lynch said.

Pharmacy Catalyst

PHARMACY Daily today includes a special full page from Pharmacy Catalyst, promoting its range of services including complementary sales training and retail coaching.

For details see **page three**.

WIN AN INNOXA PRIZE PACK



Pharmacy Daily has teamed up with **Innoxia** this week and is giving five lucky readers the chance to win a prize pack, which includes an Innoxia Nail Polish Plush Velvet and an Innoxia Classic Colour Lipstick in Dewberry (pictured to the left).

The essentials on everyone's lips and nails are the NEW Innoxia Classic Colour Lipsticks and Nail Polishes.



Innoxia's NEW Classic Colour Lipstick range is inspired by beautiful, wearable, everyday shades for a smooth natural looking pout. A rich, creamy formulation enriched with Vitamin E leaves lips feeling soft and smooth. The natural ingredients allow full coverage and a sheer finish to create the most natural looking lips.

The NEW Innoxia Nail Polishes boast a quick to dry and long lasting formula that is formaldehyde free.

To win, simply be the first person to send through the correct answer to the question below to: comp@pharmacydaily.com.au

From which of the three Innoxia Lipstick ranges does the Tangerine belong?

Hint: Visit www.innoxia.com.au

Congratulations to yesterday's lucky winner, **Cik Yin Lee** from **Frost's Pharmacy, VIC**.

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More regulation

THE Australian Healthcare Practitioner Regulation Agency has this week opened applications for the four additional professions which be subject to regulation effective from 01 July.

From that date practitioners of Chinese medicine, Medical radiation, Aboriginal and Torres Strait Islander health and Occupational Therapists must be registered with their National Board to practise anywhere in Australia.

Registration forms are now online at www.ahpra.gov.au and AHPRA CEO Martin Fletcher urged the early submission of applications - by 30 Mar 2012 - to allow enough time for assessment.

Travel Specials

WELCOME to *Pharmacy Daily's* travel feature. Each week we highlight a couple of great travel deals for the pharmacy industry.

THE Solar Springs Health Retreat in Bundanoon is offering an 'Awesome Autumn' deal which includes two nights' midweek accommodation, all meals, a full body Swedish massage and a 'solar radiance facial' with a relaxing shoulder, head and face massage, plus activities such as guided bushwalks, health talks, and fitness, yoga and meditation classes.

The deal is available from \$1,100 per couple, \$600 per person if sharing with a friend in a twin bed room, and \$615 for single guests.

Longer packages are also available to help guests get healthier and happier.

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Flu vaccinations to double

TERRY White Chemists has this week predicted that the number of Australians receiving pharmacy-based flu vaccines will double in 2012 - and it's preparing to cope with the demand.

The comments come as the pharmacy giant leads up to the launch of its 2012 Flu Vaccination Nurse Service in early March, with significantly expanded capacity this year in response to analysis of demand during 2011.

Looking at the numbers which support the increase, last year the franchise network conducted 4100

flu vaccinations under the guidance of accredited nurses.

"We had an overwhelming response to the service last year and unfortunately they were so popular in some cases we could not accommodate the demand," said Terry White CEO Anthony White.

"This year we've increased capacity for a number of reasons but primarily as a result of our research which indicates we'll see a substantial increase in uptake for this service," he added.

The service will be offered by Terry White Chemists in partnership with Revive Clinics who provide highly trained and experienced Nurse Practitioners to deliver the Influvac flu immunisation at a cost of \$25.

The immunisations, according to White, are primarily aimed at Australians not covered by the National Immunisation Program (which provides a free service to those identified as being at risk).

Vaccinations will be available on selected days in store from 26 Mar through to 04 May "allowing customers to have their vaccines before winter hits," TWC said.

J&J CEO to go

JOHNSON & Johnson has today announced the retirement of its long-time CEO Bill Weldon, who will step down effective 26 April.

Weldon, whose reign at the medical giant has been tainted by a string of product recalls over the last two years, will remain as Chairman of the J&J board.

He'll be replaced as CEO by Alex Gorsky, currently head of the company's medical device and diagnostics businesses.

Pharmacy right on the rails

COMMUTERS

at Melbourne's Southern Cross Station can now pick up prescriptions on the run, organise health checks whilst in transit and buy

an array of healthcare products at Amcal's newest pharmacy.

Located to the west of Melbourne's CBD, Southern Cross Station is one of the city's busiest transport hubs, with Amcal's new pharmacy location accessible by the estimated 100,000 people who pass through the station each day.

"It is incredibly exciting to be opening a brand new Amcal store at Southern Cross Station" said Gary Dunne, Sigma's Chief



Operating Officer.

"With millions of people passing through the station each year, it's a terrific opportunity to expose public transport users to an extensive range of health care products and extraordinary customer service," he added.

The new pharmacy (pictured above) is situated at the Collins Street end of the station and features a team of nine full and part time staff members.

DISPENSARY CORNER

NATURE or nurture?

A widely circulated YouTube clip of a puppy teaching a baby to chew has become an internet hit.

The clip shows a young puppy happily chewing on a bone, and then pans out to show a baby watching the puppy with great attention.

The baby, still watching the puppy then picks up a plastic toy and copies the pups action, as the camera again pans to show a third dog also chewing away.

JUST a few calories.

Andy Wrobel, an Aussie chef, has created the world's tallest pancake stack, a 76cm stack of 60 pancakes.

"We had a lot of practices, spent about 50 hours, probably used another quarter of a ton of buckwheat mix, and we finally got to the point where we needed to go," he said.

MIRACLE survival.

A driver and her passengers have beat the odds and survived a 40ft fall from an unfinished bridge in China's Fujian province.

The partially completed bridge ends mid air and had no safety barriers or warning signs to alert motorists of the potential dangers of driving across it.

The woman and her passengers plunged 40ft after reaching the end of the bridge, but shocked onlookers when they walked away with little more than scratches.

"I kept thinking the car would stop but it sailed straight off the edge," an onlooker told local media.

"They were very lucky to get out alive," the onlooker added.



Lucky escape

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