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Conference winner

CONGRATULATIONS to Aneek Mollah of Blooms the Chemist in Camden who was the lucky winner of last Friday's Lifestyle Medicine Conference Pass.

For more chances to win fantastic prizes, see today's Lightning Brokers competition on p2.

5th Community
Pharmacy Agreement

Be a leader of innovation

Electronic Transfer of Prescriptions

Learn more about Electronic Transfer of Prescriptions and how they are transforming the Community Pharmacy ehealth journey.

Free workshops in your local area
start October 2012 till March 2013.

Register at
www.5cpa.com.au

Australian Government
Department of Health and Ageing

The Pharmacy
Guild of Australia

The Electronic Transfer of Prescription Education Program is funded by the Australian Government Department of Health and Ageing as part of the Fifth Community Pharmacy Agreement between the Commonwealth and The Pharmacy Guild of Australia.

Pharmacy embracing services

REMUNERATED professional services are fast becoming a staple in the Australian community pharmacy landscape, according to the results of the second Pharmacy Barometer.

Released last week by partner organisations Cegedim Strategic Data and Sydney University of Technology, the Barometer evaluated the provision of services in community pharmacy and found

Aussie markers in US

QUEST Diagnostics has agreed to develop a blood based colon cancer testing service using Australian life sciences company, Clinical Genomics, gene markers.

Quest is one of the world's leading diagnostic testing companies, and will use Clinical Genomics' gene-based biomarkers to develop a new generation of tests to help aid colon cancer detection in the US.

The research on which the Clinical Genomics' markers are based is the result of over five years of scientific collaboration between Clinical Genomics, CSIRO and the Flinders Centre for Innovation in Cancer at Flinders University in Australia.

FDA allows Xarelto DVT

THE US Food and Drug Administration has approved Xarelto (rivaroxaban) to treat deep vein thrombosis (DVT) and pulmonary embolism (PE) as well as to reduce the risk of recurrent events.

that pharmacists believe that there is increasing opportunity to move into, or to further develop, a service based business model.

"We found there was a statistically significant shift in views on the opportunity for growth, from products (decreasing from 50% to 22%) to services (increasing from 68% to 75%)," said Prof Charlie Benrimoj, Head of UTS' School of Pharmacy.

"There is now a strong trend to service provision by community pharmacy.

"81% of pharmacists surveyed are currently offering or have offered services under the 5th community pharmacy agreement and 30% reported that they were extremely likely to adopt services created by pharmaceutical companies," he added.

Guild brings back favs

THE Pharmacy Guild of Australia (NSW Branch) has announced the return of its two "must attend" pharmacy events for the 2013 calendar: CPD by the SEA – NSW Convention, and the NSW Pharmacy – National Convention & Exhibition.

CPD by the SEA will take place at Sydney's seaside suburb of Manly, from 22 – 24 February- see www.cpdbythesea.com.au.

Meanwhile the National Convention & Exhibition's 2013 theme has been announced as Learn to Survive and Thrive.

The event will feature clinical, business and practical workshops and will take place from 21-23 June 2013.

SHPA GSK 2012 winner

THE Society of Hospital Pharmacists has awarded the 2012 GlaxoSmithKline Medal of Merit to Rohan Elliott, Senior Aged Care Pharmacist at Austin Health and Clinical Senior Lecturer, and Unit Coordinator in geriatric pharmacy practice at Monash University.

Elliott is also an author and editor for *DrugScan (geriatrics)* and *Geriatric Therapeutics*, both published in the *Journal of Pharmacy Practice and Research* and a reviewer for a range of peer-review journals, the *Australian Medicines Handbook (AMH)* and the *AMH Drug Choice Companion: Aged Care*.

According to SHPA, Elliott received the award for his commitment to hospital practice through his ongoing work as a clinical practitioner, researcher and educator.

SHPA also lauded Elliott's collaborative research work in aged care, care highlighted by the recent MedGap project for which he was the principal investigator and driving force.

Elliott is pictured below with his award.



Catch the early wave & secure your CPD credits!

CPD by the SEA –
NSW Convention 2013
(incorporating Zone Leaders Conference)

MARK THESE DATES IN YOUR DIARY!

Fri 22 – Sun 24 February 2013
Novotel Manly Pacific

www.cpdbythesea.com.au

www.nswpharmacy-nce.com.au

Networking - Education - Products & Service Solutions

NSW Pharmacy - National
Convention & Exhibition

Learn to survive & THRIVE!

Friday 21 - Sunday 23 June 2013

Sydney Convention & Exhibition Centre,
Darling Harbour

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Weekly Comment

Welcome to **PD's** weekly comment feature. This week's contributor is **Sue Raven, GM, Raven's Pharmacy Sales.**



Thinking of selling? If so think 'lease first' as an inadequate lease can sink the sale.

Whilst brokers try to preempt and prevent this from happening often the seller believes there won't be an issue transferring over the existing lease.

As most pharmacy purchasers are funded by a lender, the loan is conditional upon having the first right of entry to the business and mortgage over the lease.

In most cases landlords understand the lenders are just protecting themselves in the event the business fails and they have the right to go in and run the business.

Sometimes it could be viewed as taking control away from the landlord even though the landlord is assured of getting rent paid.

When the buyer borrows money for the purchase, effectively the lender has the biggest interest in the business and wants access to the asset should the need ever arise, however unlikely you feel that may be.

Keeping all of this in mind, as a seller, if you own the freehold and you don't intend on selling, with the knowledge you now have, preempt what the lender may require, make a good lease part of the conditions of a contract.

From a broker's point of view, the easy part is getting the sale.

Getting the sale to settle is entirely another matter.

Drugs not cost effective?

A REVIEW of Pharmaceutical Benefits Scheme anti-dementia drugs to treat Alzheimer's disease has found that subsidised prescriptions for continuing use of cholinesterase inhibitors (CEIs) donepezil, rivastigmine and galantamine, and the N-methyl-D-aspartate receptor antagonist memantine beyond six-months are not cost effective.

The report, jointly prepared by Centre for Health Economics, Monash University, the University of SA, and the Department of Health and Ageing, is designed to provide more recent evidence on the effectiveness and cost effectiveness of PBS subsidised CEIs and memantine for the treatment of dementia.

Donepezil, rivastigmine and galantamine and memantine were approved by the PBAC for dementia in late 2000, however the approval restricted the subsidy of the medicines beyond six months to only those patients who demonstrated an improvement in their symptoms.

A review conducted in 2009 however found that these medicines were being prescribed to

more people (approximately 60% of those who initiate treatment) beyond six months than originally expected.

The latest report also found evidence to suggest that CEIs and memantine are being used in a significant population outside that originally agreed by PBAC as cost effective at the initial listing price.

Looking at the safety and efficacy of the drugs, the new report identified no more convincing evidence reporting improvement in quality of life outcomes or time to institutionalisation compared to those given a placebo, and also that for patients treated with CEIs and memantine, the average change or improvement in cognitive ability was less than that required to continue receiving subsidised treatment beyond six months.

The report also noted that the number of patients on these drugs improving in the PBS population is likely to be lower, given those enrolled in trials are on average younger, are less likely to have other medical illnesses and are taking fewer medications that have the potential to interact with CEIs.



DISPENSARY CORNER

TRICK-or-treat.

A British man has been arrested after he gave children in the northwestern town of Royton bags of cocaine instead of lollies when they knocked on his door last weekend.

Police were called when the kids reported finding "sachets of white powder" in their Halloween bags, with subsequent testing confirming that it was cocaine.

Fortunately none of the children consumed the drug, with officers saying they believe it was an isolated accidental substitution.

HONESTY may not have been the best policy to be adopted by a Californian restaurateur, who has erected a sign outside his eatery explaining that it's closed due to a cockroach infestation.

Cafe del Soul, located in Marin County in the North San Francisco Bay Area, put up the notice near its front door after dobbing itself in to local environmental officers.

The owner said that he had wanted to be honest.

"If I can't tell the truth to my customers, then why have a restaurant," he said.

BILINGUAL animal.

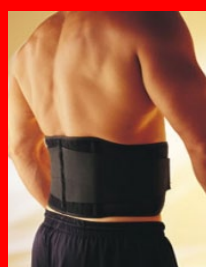
An elephant named Koshik is turning heads in the scientific community after a report found that he can speak Korean.

According to the report's lead author, Dr Angela Stoeger from the University of Vienna, Koshik, who resides in South Korea's Everland Zoo, imitates human voices by popping his trunk into his mouth.

During her research Stoeger found that Koshik spoke five Korean words, including hello, sit down, no, lie down and good.

Stoeger did however note that it was unlikely the elephant knows the meaning of the words, but rather talks as a way to bond with humans.

WIN A BIOSPORTS PACK



Pharmacy Daily has teamed up with **Lightning Brokers** this week and is giving five lucky readers the chance to win a BioMagnetic Sport products prize pack, valued at \$110 each.

Each prize pack includes a Magnetic Back Support Belt and Moulded Insole Pack.

BioMagnetic Sport products

offer more than regular sport wraps and supports. Loaded with therapeutic magnets, they specifically target painful trouble spots. The Back Support is their number one seller and the New Moulded Insoles have been a popular favourite since joining the range. You've got nothing to lose but your pain!

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

Fill in the blank: The Back Support helps improve _____ circulation and promote the body's natural healing process.

Hint! Visit www.biosports.com.au

