

Step 5 Streamline operations

Step 4 Train for better results

Step 3 Ramp up marketing

Step 2 Improve layout

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2012 Entrepreneur

LAST week Good Price Pharmacy Director, Anthony Yap was named the 2012 Brisbane Young Entrepreneur.

Yap established the company just 11 years ago, and now it employs 700 people, has a tally of 39 stores, and turned over \$180m in 2011.

Varenicline gets safety nod

THERE is no increased risk of cardiovascular events associated with use of varenicline compared with bupropion for smoking cessation, according to a new study.

Published in the *British Medical Journal*, the Danish research looked data from 35,852 patients (17,926 users of varenicline matched to 17,926 users of bupropion).

Researchers found 57 major cardiovascular events among varenicline users (6.9 cases per 1000 person years) compared with 60 events among bupropion users (7.1 cases per 1000 person years). In addition, Varenicline use was not associated with an increased risk of acute coronary syndrome (1.20, 0.75 to 1.91), ischaemic stroke (0.77, 0.40 to 1.48), and cardiovascular death (0.51, 0.13 to 2.02).

Lyricea PBS approval

LYRICA (pregabalin) has been approved for listing on the Pharmaceutical Benefits Scheme (PBS) at a cost of \$447 million over five years.

The drug is designed to treat chronic nerve pain, and is the first PBS listing specifically for this condition.

CLEAN SKIN ALL YEAR ROUND

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This week PD is giving five lucky readers the chance to win great prize packs from Terra 2 Skin.

Maintain optimum skin health with this great pack consisting of a Mask in a Cup, Konjacu Fibre Sponge and Pomegranate Face Spritz.

For your chance to win this great prize, simply be first send in the correct answer to the below question to:

comp@pharmacydaily.com.au

Name one ingredient in Pomegranate Face Spritz

Hint! Visit:

www.maskinacup.com.au

Today in Pharmacy

TODAY'S *Pharmacy Daily* features two pages of news, plus a full page from Blink Pharmacy Recruitment which details its services, see page three for details.

Nutritional acquisition

RECKITT Benckiser has announced its intention to acquire all of the outstanding shares of Schiff Nutrition International, a leading provider of branded vitamins and nutrition supplements.

The offer would see Reckitt pay US\$42 per share (valuing Schiff at approx US\$1.4 billion), and is 23.5% over the US\$34.00 per share transaction announced in October by Bayer and Schiff.

"For Reckitt Benckiser, this acquisition would provide a powerful entryway into the large and rapidly growing \$30 billion global VMS [vitamin, minerals and supplements] market," said Rakesh Kapoor, Reckitt Benckiser CEO.

"This market would be the largest consumer health care sector in which we operate," he added.

Know your triggers

EXCEDRIN Migraine has launched a new smartphone app designed to help migraine sufferers track their triggers and symptoms.

The My Migraine Triggers app was developed in conjunction with neurologists and allows migraine sufferers chart out a daily log of information into customisable reports to easily understand which activities, foods and beverages are associated with the onset of their headaches.

The app is available free of charge from iTunes.

Bexsero EU approval

THE European Medicines Agency's Committee for Medicinal Products for Human Use has recommended the granting of a marketing authorisation for Bexsero, a new vaccine for the immunisation of individuals over two months against invasive meningococcal disease caused by Neisseria meningitidis group B.

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PHARMACY OF THE YEAR 2013



www.pharmacyoftheyear.com.au

Weekly Comment

Welcome to *PD's* weekly comment feature. This week's contributor is **Tony Carollo, Director, Carollo Horton & Associates.**



The Fair Work Ombudsman (FWO) polices businesses, ensuring that they comply with their obligations under the Fair Work Act and Modern Awards. It audits approximately 30,000 businesses each year.

Since 2006, it has recovered well over 100,000,000 in underpaid wages for staff.

A further \$2,000,000 in penalties is recovered each year.

Earlier this year, the FWO found that almost half of all pharmacies in Queensland were not compliant with the Fair Work Act, showing widespread failure to comply with employment obligations.

A follow up audit will shortly be conducted nationally, which will see pharmacies being placed under the microscope again.

If the Queensland audit is representative of a national trend, there is a real risk that a number of pharmacies are going to find themselves in breach of their obligations.

It is important to stress that if this occurs it will not be because pharmacy owners are wilfully mistreating their staff.

The reality is that the obligations are highly technical and very difficult to follow without the benefit of professional help.

So, what happens if you are not compliant?

The FWO has wide ranging powers and can check your records for compliance in detail.

If they find any breaches of the Fair Work Act or your obligations under awards, they will seek to remedy them.

If the problem relates to underpayment, they will ask you to make good any sums owed to staff, even if the staff have moved on or have never made a complaint about their pay.

Liability for underpayments goes back 6 years, so can add up.

Underpaying 10 staff by just \$1 per hour over that period could lead to a liability of \$120,000, for example.

Pharmacies can also be fined for each breach, as can individual directors.

Fines are up to \$33,000 per breach for a business and \$6,000 per breach for an individual.

For more information please see www.pharmacyinsurance.com.au/fairwork.html or call 1300 227 655.

New TGA advisory council

THE Australian Government has appointed a team of health care professionals to form the new Australian Therapeutic Goods Advisory Council (ATGAC).

Chaired by Australia's Chief Medical Officer, Professor Chris Baggoley, the ATGAC will, over the next three years, give advice to the TGA on communication with the community and stakeholders, new management initiatives, and monitoring the TGA's progress against its broader reform agenda.

"The new Council members bring expertise in areas as diverse as clinical practice, research, industry experience, business management,

health consumer issues and public administration," said Parliamentary Secretary for Health and Ageing, Catherine King.

Members of the group include: Dr John Aloizos, GP; Lynelle Briggs, Commonwealth Association of Public Administrators and Managers Board member; Karen Carey, health consumer advocate; Will DeLaat, prescription medicines; Prof. Stephen Graves, orthopaedic surgeon; Prof. Claire Jackson, Professor in general practice & primary health care; Prof. Michael Kidd, Executive Dean of Health Sciences; Prof. Andrew McLachlan, Professor of Pharmacy; Debbie Rigby, Consultant Clinical Pharmacist; Emeritus Prof. Lloyd Sansom, Emeritus Professor in Pharmacy and Medical Sciences; Juliet Seifert, OTC medicines/ Quality use of medicines; Anne Trimmer, Medical Devices; Prof. John Wakeman, public health medicine specialist and GP; and Dr Janet Wale, Pharmacologist.

"The establishment of this Council is just one of the planned reforms agreed to in the report TGA reforms: A blueprint for TGA's future, which places emphasis on the TGA operating in a more transparent and open environment," said King.

According to the TGA, the agency has a three-phase plan that details how and when the agreed reforms will be implemented and as part of this process it will report on the reforms progress to the Council every six months.

New EU orphan

PROTAMINE sulphate sourced from the Hokkaido Island fishing areas off the coast of Japan has been given the all clear by the European Medicines Agency following an extensive review.

The Agency's Committee for Medicinal Products for Human Use commenced the review after the fishing grounds for wild salmon (from which protamine sulphate is sourced) were moved from Honshu to Hokkaido Island (due to the Japanese tsunami in March 2011).

This change in the source of the raw material led to differences in the active substance.

Following the assessment of all available data the CHMP concluded that these differences had no impact on the quality of the medicine.



DISPENSARY CORNER

DEEP breaths, a chamomile tea and some valerian stat!

A woman in the US has let her anger get the better of her in the aftermath of the Presidential election, blaming her husband for Obama's re-election.

Holly Solomon, a staunch Mitt Romney Republican, was devastated when Obama won a second term in office, and saw red when she discovered her husband had not voted.

Witnesses report seeing the pair arguing in a car park, followed by a bout of running in which Holly chased her husband around the empty lot and he avoided her by hiding behind lamp-posts.

Not satisfied that she had quite gotten her point through, Holly jumped in her car and bumped into her hiding hubby.

Daniel is now recovering in hospital, whilst Holly is cooling her heels in a gaol cell.



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