# WHEN ALLERGIES ATTACK

Reduce the impact of symptoms with AERIUS. With an unsurpassed duration of action from its once daily dose,<sup>1</sup> and efficacy supported by the highest level of evidence,<sup>2,3</sup> AERIUS improves quality of life.<sup>4-9</sup>

1. Label claim comparison. 2. Canonica GW, *et al. Allergy* 2007;62(4):359-366. 3. Ortonne JP, *et al. Am J Clin Dermatol* 2007;8(1):37-42. 4. Bousquet J, *et al. Int Arch Allergy Immunol* 2010;153(4):395-402. 5. Bousquet J, *et al. Allergy* 2009;64:1516-1523. 6. Holmberg K, *et al. Allergy* 2009;64:1663-1670.7. Demoly P, *et al. Ann Allergy Asthma Immunol* 2009;103:260-266. 8. Ortonne JP. *Eur J Intern Med* 2012 January;23(1):26-30. 9. Ring J, *et al. Int J Dermatol* 2001 January;40(1):72-76.



MSD Consumer Care

Aerius contains desloratadine. © 2012 MSD Consumer Care, Inc. All rights reserved. Level 4, 66 Waterloo Road, North Ryde, NSW 2113. RESP-1010959-0040 07/12 Saatchi & Saatchi Health MAER0025/PD





Monash wields the SABER

#### US compounding crisis MORE than 200 people across 14

US states have been infected with fungal meningitis, with the outbreak linked to contaminated steroid injections supplied by a compounding pharmacy in Massachusetts.

New England Compounding Pharmacy Inc is being sued by at least one of the recipients, with reports saying the pharmacy mixed the steriod and sold it to 75 hospitals and clinics in 23 states, according to the Centers for Disease Control.

The CDC said the potentially contaminated injections of methylprednisolone acetate were given starting 21 May, with several patients suffering strokes.

Consumers are being advised not to panic, with the fungal form of meningitis not contagious.



\*With B vitamins which support cellular energy production. Plus 20 fruit & vegetable powders.

Always read the label. Use only as directed. Vitamin supplements should not replace a balanced diet.

MONASH University's Faculty of Pharmacy and Pharmaceutical Sciences has launched SABER (Sharing and Building Education Resources), a web-based networking site collating resources from pharmacy educator around

the world. SABER has been established in conjunction with the International Pharmaceutical Federation and UNESCO, and officially debuted last week and the FIP centennial conference in Amsterdam.

The "unique repository" focuses on the collaboration and sharing of teaching resources, with a strong emphasis on supporting pharmacy schools in developing countries.

SABER was developed using a shared practice model, and currently hosts a variety of online teaching tools and resources

#### **OTC submissions**

**THE** TGA has published a range of submissions to its current review of the Australian Regulatory Guidelines for Over-The-Counter Medicines (ARGOM).

Submissions were made by several parties including ASMI, Bayer Consumer Care and the Consumers Health Forum.

A summary of the broad issues raised, and the TGA's response, is now online at tga.gov.au.

#### **Aerius allergy defence**

**THE** front full page of today's **Pharmacy Daily** is promoting Aerius non-drowsy allergy relief, via a once daily dose.

including the Monash pharmacy faculty's "virtual learning spaces", Pharmtopia, MyDispense and Pharmville.

"SABER is free, internationally accessible and houses valuable resources for teaching staff and the wider pharmacy community that may not be accessible through traditional approaches," said Faculty Manager, Marian Costelloe.

# Chemmart marketing DAA innovations

**CHEMMART** Pharmacies across the country are offering combined blister packs or sachets of medications under the Chemmart Medicine Manager brand.

Many of the stores are using "new automated technology" developed by APHS Packaging, which sets out the tablets and capsules which need to be taken at each particular time of the day, for each day of the week.

"Nationally all of our stores provide this service either packed manually in the pharmacy or via new automated packing technology," said Chemmart Health Services Manager, Katie Fala.

The APHS system packages doses into "user friendly sachets" which can be torn off and taken with the customer if they head out for the day or spend a night or two away from home.

"The sachet packing system adds a new dimension to our Medicine Manager service," Fala said.

For details on the system see chemmart.com.au/medicine-manager.

#### Last minute PAC12

THE Pharmaceutical Society of Australia has advised that last minute delegates to its upcoming Pharmacy Australia Congress will be able to register on site on the day or days they wish to attend.

That's in addition to online preregistrations, with the program including more than fifty hours of CPD in a range of workshops and talks on business and clinical topics, most offering Group 2 credits.

The opening plenary session this Fri will also include the announcement of PSA's Excellence Award winners including the Young Pharmacist of the Year, Pharmacist of the Year and a special Lifetime Achievement Award.

PAC12 will take place at the Melbourne Convention and Exhibition Centre from 19-12 Oct see www.psa.com.au/pac.

The easiest way to boost your pharmacy's sales numbers is by ringing our number.

Call 03 9860 3300 and

we'll show you how.

pharmacy

alliance

Your formula for independent strength

# 5.5% OFF-INVOICE WHOLESALER PBS DISCOUNT! CHEMSAVE SUBSIDISED

**NO EXCEPTIONS** 

Discount is on all standard PBS products. NO STRINGS

No fine print or special terms & conditions. NO HOOPS

Just be a Chemsave member and get it.

**NO SACRIFICE** Same wholesaler daily deliveries and payment terms.

#### **NO WORRIES**

No need to monitor or chase-up discounts paid as rebates, and worry that they may never be paid.

**PLUS** Chemsave Membership includes an extensive suite of optional PROFIT-BOOSTING membership programs, that are designed to DRIVE SALES, INCREASE MARGINS and REDUCE COSTS.

Chemsave Contact David Patton m: 0432 515 717 OVER 100 MEMBERS AUSTRALIA-WIDE!

w www.pharmacydaily.com.au



## Are pharmacy staff recommending your product?

1300 615 066 - steve@ilearninggroup.com.au www.pharmacyclub.com.au

pharmacy Club Learn & earn, online, anvirme

#### Weekly Comment

Welcome to *PD*'s weekly comment feature. This week's contributor is **Anthony White**, ceo of Terry White Chemists.



Pharmacy occupies a unique position on the retail landscape. Success in pharmacy requires excellence in two distinct fields – health sciences and business.

From the corner chemist shops of days gone by, pharmacy has evolved to become a competitive retail industry, yet remained driven by dispensary profits.

Those days are over. Those are very much 'the old days'.

There are unique opportunities for pharmacists who are serious about repositioning to take account of this monumental shift.

Responding to some of these for example increasing professional service offerings requires a substantial undertaking.

The savvy recognise this, will build a buffer and guard their bottom line against market turbulence. This year, pharmacies will see an artificial elevation in gross margin - we have encouraged our members to invest this into the long-term capability of their pharmacies.

I would urge other pharmacists to do the same.

Despite some questioning the future of the Australian economy in the context of the slo-down in China, the banks remaining skittish and consumer sentiment at all-time lows, Terry White Chemists is positive about a vibrant pharmacy industry going forward and the sustainability and profitability of the community pharmacy model.

Success will belong to those who work harder and smarter. Loyalty will be won be those who listen and respond with meaningful solutions and strong returns will be a function of innovation, investment and good risk management. FEDERAL health minister Tanya Plibersek has announced the launch of a new website detailing information about Australian clinical trials of new drugs, treatments and medical procedures.

The Australian Clinical Trials site has been created in response to the needs of consumer groups, research institutions and the pharmaceutical industry, with the aim of informing people who are interested in participating in a trial to access relevant information more easily.

"Clinical trials give tens of thousands of patients access to new and innovative treatments and play a vital part in the fight against disease," Plibersek said.

The site's launch has also been backed by the Consumers Health Forum of Australia, with CHA ceo Carol Bennett saying that consumer engagement in clinical trials is the basis of ensuring that new medications and treatments meet expectations.

"Consumers have a real interest

in participating in these trials, but need access to appropriate resources not only for themselves and their carers, but for their regular health professional, that can assist them in making informed decisions and understanding their rights," Bennett said.

Minister for Innovation and Industry, Greg Combet, said the site would hopefully lead to higher participation rates in clinical trials.

"The clinical research sector employs many highly skilled Australians and ensures Australiandeveloped therapies and technologies become commercialised," he added.

And Medicines Australia ceo Brendan Shaw hailed the announcement, saying that "improving patient recruitment is one area where we can do more to boost clinical trial investment in Australia".

The site, which was created by the National Health and Medical Research Council, is now online at australianclinicaltrials.gov.au.

### learn & earn, online, anytim

#### Slim capsule warning

THE TGA has published an official alert about Naturally Kouxan Best Slim capsules, saying that they contain the undeclared prescription substance sibutramine which was withdrawn in Oct 2010 after a study showed an increased risk of major cardiac events.

The supply of the product is illegal, and the capsules "pose a serious risk to your health and should not be taken".



WHAT do we need? More power! A British dad has created the world's fastest pram, which is claimed to have a fairly unsafe top speed of 80km/h.

Showing that you really shouldn't leave your husband at home alone minding the baby, 33year-old Colin Furze spent four weeks designing and making the speedy stroller, which is equipped with a 125cc motorbike engine.

Controls, including the accelerator and hopefully some brakes, are fitted on the handlebars and the driver stands on two small wheeled platforms as **pictured** below.

Fortunately Furze agrees that it's too powerful to travel at top speed with his baby son.

"It is really unstable when it goes at top speed and if you hit a rough bit in the road you are in danger of falling off, but so far I've managed not to crash."

He said he's had lots of "envious looks" from other parents "especially when they are pushing their babies up hills."



### WIN A PURE THERAPY GIFT PACK

**Clinical trial access boosted** 



Every day this week **Pharmacy Daily** is giving readers the chance to win a Pure Therapy Gift Pack, valued at \$75, courtesy of **The Purist Company**.

Skin in distress will find a head to toe solution in

the Pure Therapy range, especially formulated for severely dry and sensitive skin prone to Eczema, Psoriasis and Dermatitis. Free from harsh chemicals such as Parabens, Sulphates, Mineral Oils and DEA, the range uses carefully selected ingredients which benefit skin. Created after years of research, the products are dermatologist tested to be non-sensitising, non-irritating and provide 24 hour moisture to the skin.

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

#### What skin type would suit the Pure Therapy range?

Email your answer to comp@pharmacydaily.com.au Hint! Visit www.purist.com

Pharmacy Daily is a publication for health professionals of Pharmacy Daily Pty Ltd ABN 97 124 094 604. All content fully protected by copyright. Please obtain written permission from the editor to reproduce any material. While every care has been