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1. Label claim comparison. 2. Canonica GW, et al. *Allergy* 2007;62(4):369-366. 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.

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



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Non-drowsy relief

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

Genetics of oral health

PARENTS with poor oral health may be passing these traits onto their offspring, according to a new AIHW report.

Titled *Chronic conditions and oral health* the report found that children's oral health is associated with the oral health of their parents and their family circumstances.

According to the report, for kids who experienced an oral health impact, 23% had parents who also experienced an oral health impact in the same period.

Interestingly, for children who did not have any oral health issues in the past 12 months, 86% had parents who also had no oral health impacts.

Speaking about the findings, AIHW spokesperson Professor Kaye Roberts-Thomson said "Children who experienced an oral health impact were also more likely to be from families who had difficulty paying a \$150 dental bill".

"In addition these children were more likely to be from families whose parents avoided or delayed dental visits for themselves because of cost," Roberts-Thomson added.

See www.aihw.gov.au for details.

API delivers strong 2012

AUSTRALIAN Pharmaceutical Industries is riding high after the release of its 2012 financial year results which showed improved net profit and operational performance for the company.

Speaking at the release of the results, API's CEO Stephen Roche said they reflect "solid performances by both the Priceline and pharmacy distribution businesses".

"We continue to see the benefits of good management of our pharmacy business by working with our customers to manage the ongoing impact of PBS reforms," he said.

"As a consequence we have seen our second half revenue performance increase 1.8% on the first half.

"In addition, the second half of the year has seen significant acceleration in the growth of our Priceline network which increased by a net 20 stores during the year," he added.

The 2012 results saw the company clock up net revenue of \$30.3 million, an impressive result following 2011's loss of \$23.3m.

Priceline was a top performer for API during 2012, with its stores delivering front-of-store retail sales growth of 3.5% year-on-year and comparable store sales growth of 2.3%.

"Our strategy of offering women an unrivalled, competitively priced choice of health and beauty products in an attractive environment continues to deliver superior sales results," Roche said.

"Our Sister Club loyalty program has now topped 3.9m members who typically spend 50% more per basket than non-members shopping at Priceline," he added.

Roche also confirmed that the company is currently in talks with 20 pharmacists interested in joining the Priceline Pharmacy network.

"The next two to three years will see pharmacists experience an accelerating decline in PBS income and competition from the supermarkets and discounters will only intensify," he said.

"Combine this environment with our proven ability to deliver sustainable profit growth for our franchisees, most notably through our 3.9 million Sister Club members and it is clear to see why the Priceline Pharmacy network will continue to expand," he added.

Looking forward, Roche said that the company's Priceline strategy will be to stimulate more activity from within its Sister Club base.

Roche also used the results announcement to confirm that whilst it is still early days, Priceline's full online offering is being well received by the public.

In other pharmacy news, the company confirmed its distribution sector had stabilised and made market share gains during the year which offset market share losses in the prior year.

"We continue to have a highly competitive offering for pharmacists and our Soul Pattinson, Pharmacist Advice and API Premium offerings to independent pharmacists continue to provide growth," he said.

Blackmores boom

BLACKMORES' group sales have grown an impressive 28% year-on-year to \$85 million during its first financial quarter ending 30 September.

"Even without the benefit of BioCeuticals sales, following our recent acquisition, this would have been a record sales quarter for the group," said Blackmores CEO Christine Holgate.

The quarter also saw the company accrue net profit of \$7.8 million, a result in line with the previous corresponding period.

Blackmores has attributed the strong sales result to a high level of brand investment in Australia, as well as continuing growth in Asia (including its launch into the Chinese market), and a "pleasing contribution from BioCeuticals" (which the company acquired in July 2012).

"Our high level of marketing activity in Australia was important to address the challenging retail environment," Holgate said, adding that the company's Australian business grew 9% compared to the same period in 2011.

Meanwhile in Asia, the company experienced 14% growth, despite the challenges from a high Aussie dollar.

Another strong performer for the company was NZ, with Holgate saying that Blackmores' new NZ operating model, under which the company now recognises invoiced sales to its NZ customers, resulted in a 175% increase in reported sales.

Sales in NZ also grew 17% year on year.

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Travel Specials

WELCOME to *Pharmacy Daily's* travel feature. Each week we highlight a couple of great travel deals for the pharmacy industry, brought to you by **Cruise Weekly**.

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THE Ramada Resort Phillip Island is offering a stay three pay two package for holidaymakers during November.

The package is priced from \$236pp in a studio villa.

Visit the Ramada website at www.ramadaphillipisland.com.au for more details.

MANTRA PortSea in Port Douglas is offering families a free night when they stay for three nights.

As such, families can stay for three nights and only pay for two nights from \$288 per night in a Two Bedroom Apartment.

See www.mantra.com.au.

PEPPERS is enticing families to its Beach Club & Spa property in Palm Cove with a getaway priced from \$490 per night in a Two Bedroom Apartment with full buffet brekkie.

The offer is valid from now until 02 April 2013.

Call 1300 987 600 for more info.

Sigma settlement share drop

YESTERDAY'S surprise announcement that Sigma will settle a class action worth \$57.5 million (**PD Breaking News** 24 Oct), has caused a drop in its share price by 1.5c to 64.5c.

The lawsuit was instigated against Sigma in the Federal Court of

Finally, a SANE app

NATIONAL mental health charity SANE Australia, has launched an app to help people to manage their anxiety.

Available free of charge from the Apple App Store, the *Talking Anxiety* app aims to give people knowledge and confidence to manage the day-to-day challenges of living with an anxiety disorder, by providing access to the experiences of others.

Talking Anxiety has four modules: 'Understanding anxiety', 'What helps', 'How to help yourself' and 'How family and friends can help', and also uses video, quizzes to test progress, and Daily Tips.

"We also know that up to four in five Australians now turn to the web for health information, so we need to use online and mobile technologies so people can get support when and how they want to," said SANE CEO Jack Heath.

"Users of the app gain understanding and support from the first-hand accounts of others who've 'been there' and share the techniques they've discovered to manage their symptoms," he added.

Australia by Slater & Gordon in 2010 on behalf of shareholders seeking to recover losses claimed to have been incurred as a result of alleged material non-disclosures and misleading conduct during a \$297 million capital raising exercise.

Shareholders involved in the action purchased shares between 07 September 2009 and 25 February 2010.

The \$57.5m settlement is designed to cover the claim, interest and legal costs, and will be recorded by Sigma in its 2012/13 financial year.

If accepted by the plaintiffs, the settlement will in most likelihood wipe away the company's anticipated 2012/13 profit, however Sigma has moved to quell concerns saying "the decision will not impact ongoing investment in the business to support Sigma's growth strategy".

In addition the company has said that it does not expect the settlement to impact the share buy-back announced in September, and future dividend payments.

DISPENSARY CORNER

RAISED by monkeys?

Genetically being raised by monkeys is closer to human parents than being raised by wolves, but is it better?

One UK housewife has come forward to media claiming to have spent five years being raised by capuchin monkeys in Colombia, after kidnappers dumped her in the jungle.

The woman, Marina Chapman, ended up in the UK after having been discovered in the jungle by hunters, then escaping and wandering the streets for a few years before becoming a maid and travelling with the family she was working for to Britain where she met her husband.

Chapman has decided to come forward in a tell all book about human trafficking in South America.

According to Chapman's daughters, their bedtime stories were always about their mother's jungle life, including catching birds with the monkeys.

WIN A BOSISTO'S SOLUTION PACK



Pharmacy Daily has teamed up with **Bosisto's** this week and is giving five lucky readers the chance to win a Bosisto's Solutions prize pack, valued at \$40 each.

Bosisto's has the "Solution" to a chemical-free home!

Bosisto's Solutions - available in Eucalyptus, Tea Tree and Lavender varieties, each containing the famous Bosisto's 100% pure essential oils in a water-soluble base.

From cleaning, killing germs and natural first aid to foot care and helping with sleep and relaxation, the Bosisto's Solutions range is the key to a naturally healthy home for you and your family.

Visit www.fgb.com.au for more information!

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

Which Bosisto's Solution helps with sleep and relaxation?

Congratulations to yesterday's lucky winner, **Michael Venn** from **Murray T Martin Pharmacy Mount Gambier**.

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