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## Bayer buys Schiff

**BAYER** has announced a US\$1.2 billion deal for the acquisition of Schiff Nutrition International.

Schiff is a major supplier of vitamins and nutritional supplements in the US and other countries, with the portfolio including core brands MegaRed, Move Free and Airborne.

The company said the strategic move would "significantly strengthen" its Consumer Care business, with ceo Marijn Dekkers saying the Schiff business "significantly enhances our presence and position in the United States, which accounts for more over-the-counter and nutritional products sales than any other country in the world".

Bayer Healthcare ceo Jorg Reinhardt said the company would utilise its extensive marketing, sales and distribution expertise to further develop the Schiff brands.

"We will also look to leverage Schiff's new technology platforms with innovation potential for other Bayer-owned brands," he added.

## TGA clarifies cancellations

**THE** Therapeutic Goods Administration has issued a list of questions and answers relating to the selling and advertising of cancelled listed medicines.

In particular, it deals with the thorny issue of what pharmacies are permitted to do with stock of cancelled items, and confirms that "depending on the circumstances, product that was available for retail supply at the time of cancellation may continue to be sold".

The TGA said that while it's an offence for a sponsor to import, export, manufacture or supply a

product that is a therapeutic good in Australia unless it's listed or registered on the ARTG, the regulations don't apply to retailers as long as they are not a sponsor or wholesale supplier of the products in question.

However the TGA pointed out that it "may also be an offence under State law to supply therapeutic goods that are not included on the ARTG".

It also warned that it's an offence to publish or broadcast advertisements about therapeutic goods that are not included in the register of therapeutic goods.

Interestingly, in terms of notifying retail outlets, including pharmacies, selling cancelled products, the TGA said that it's "now publishing information about the cancellations of listed complementary medicines on its website".

## GMiA backs Asia push

**THE** Generic Medicines Industry Association has welcomed the government's Asian Century white paper, saying the opportunity for the medicines industry is strong.

A statement also urged "cerebral policy application" to the PBS, going beyond the simplistic analysis of bottom-line spending and "consider the significant benefits that cost-effective, accessible and affordable medicines deliver the nation".

The GMiA also urged an "appropriately balanced and efficient intellectual property system" for Australia.

## Flu vaccine bargain

**REFORM** is offering the 2013 Agrippal influenza vaccine at 2007 pricing, which is available from just \$7 per unit with no minimum order.

For details see the **last page**.

## Vic research access

**THE** Victorian government today announced "substantial funding" for the establishment and ongoing operation of the Australian Research Infrastructure Network which is set to be launched this year by Monash University and the Bio21 Cluster.

The system aims to enhance access to research facilities in the state by streamlining bookings for instruments and services.

It will also improve the billing process, and enable reporting on the utilisation of research infrastructure to support strategic planning and future developments.

## Torch appointment

**TORCH** media has announced the appointment of Candice Rosenweig as Business Development Manager.

Rosenweig joins the pharmacy media specialist moving from her previous role with Datamonitor's Pharmaceutical and Healthcare Division.

The Torch digital network now operates across 700 pharmacies, "enabling advertisers to truly capture the audience in this flourishing market," the company said, with participating outlets including Amcal, Guardian, Terry White Chemists pharmacies.

## Win a conference pass

**CONGRATULATIONS** to Emma Kelly from Fresenius Kabi Australia, who was yesterday's lucky winner of a free pass to this weekend's fourth annual Lifestyle Medicine Conference in Sydney.

Emma was the quickest off the mark to answer that Blackmores is one of the corporate partners of the Australian Lifestyle Medicines Association, and will receive the pass valued at \$495.

There are three more passes up for grabs - one in each issue of **Pharmacy Daily** this week, with the conference at Freshwater to examine the latest developments in lifestyle health, exercise, nutrition, diabetes, obesity and more.

To win today's pass, be the first to answer the following question:

*How much do students pay to attend the conference? (Hint: see [www.lifestylemedicine.com.au](http://www.lifestylemedicine.com.au)).*

Email your answers ASAP to [comp@pharmacydaily.com.au](mailto:comp@pharmacydaily.com.au).

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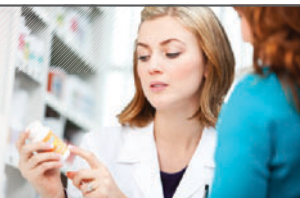
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<b>Sale Price \$2,995,000</b>	* Well serviced town
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## EC Cialis approval

THE European Commission has announced the approval of Cialis (tadalafil) 5mg tablets for the treatment of benign prostatic hyperplasia.

The approval is for once daily use, and complements the existing use of Cialis for erectile dysfunction.

## Biotech conference

THIS week pharmaceutical researchers from across the country are gathering in Melbourne for the AusBiotech conference.

About 1400 delegates are in attendance, with a key conference agenda being supporting the viability and competitiveness of the biotech and healthcare industries.

Today the launch session will include a presentation by Dr Richard Barker from Oxford University on commercialisation of medical innovation, while later in the week the conference will look at such topics as stem cell therapy and "doing business in India".

See [www.ausbiotechnc.org](http://www.ausbiotechnc.org).

## FDA cites compounder

THE US Food and Drug Administration has released the results of an inspection of the New England Compounding Center, which has been involved in a contamination scare.

The "Form 483" indicates that the inspectors believe that the pharmacy breached regulations, including problems with the operation's ability to maintain its clean room which risked the introduction of contamination.

## APP2013 registrations open

THE Pharmacy Guild has opened online registrations for next year's Australian Pharmacy Professional conference, which will once again take place on the Gold Coast.

The event will be held 21-24 March, with the theme of "Pharmacists' expanding role in primary care".

It will follow the AACP Forum, which will also be held at the Gold Coast Convention and Exhibition Centre on 20 March.

A preliminary program is available in the registration brochure, indicating a number of changes such as the inclusion of a new Rural Pharmacy Forum.

Covered by the overall registration fee, this forum will take place on Thursday 21 March and be dedicated specifically to pharmacy in rural, regional and remote Australia along with Indigenous health issues.

Once again a trade exhibition will accompany APP on the weekend with an expanded floor area, with registration also available for those who only wish to attend the trade show segment.

Key speakers who will be presenting at APP2013 include Donnie Calhoun, who's president of the US National Community Pharmacists Association.

Also on the podium will be Rick Solano, who's chief executive officer of Mirixa USA which has strong technology connections with the Guild's GuildLink subsidiary.

Other speakers will include New Zealand guild president Karen Crisp, Frank Sirianni from Medici Capital,

Willach Australia and John Koot and APHS Packaging chief executive officer, Cathie Reid along with many other industry luminaries.

The conference brochure states that accredited CPD credits will be available for APP2013 sessions, with both Group 1 and Group 2 activities will be offered.

The APP gala dinner will feature '100% Kylie' - the world's most successful and longest running Kylie Minogue tribute concert, with the Guild urging attendees to come to the dinner by quipping 'on a night like this, you'll want to stay forever'.

Online accommodation bookings are now available through the official booking agent Organisers Australia with special rates negotiated with nearby hotels.

There are also a range of flight specials including the new Qantas direct flights from Sydney to the Gold Coast.

For more information and to register for the conference see [www.appconference.com](http://www.appconference.com).

## Regulatory awards

THE Regulatory Affairs Professionals Society (RAPS) has honoured global leaders in the field at its annual conference in Seattle this week.

The top gong, the Richard E. Greco Award for significant contribution to the profession, went to Virginia Perry from San Francisco-based Perry-D'Amico & Associates which consults on regulatory affairs for medical devices.

The Global Leadership Award went to Mike Ward from Health Canada, while the Leonard Stauffer Award for contributions to mentoring and professional development was given to Clare Matti from Duke Research Institute.

RAPS' Outstanding Volunteer Award went to Leslie Sands from Lupin Pharmaceuticals in Washington DC/Baltimore, while the Special Recognition Award was made to David Vulcano who's been instrumental in building strong regulatory affairs connections between Europe and the USA.

## LOOK YOUNGER FOR LONGER



Pharmacy Daily has teamed up with Plunketts this week and is giving ten lucky readers the chance to win exciting prize packs.

Each pack is valued at \$57.90 and contains NEW John Plunkett Multi Vitamin Moisturiser 60ml and Glyco Peel 15ml.

The 5 Anti-Ageing Vitamins in new John Plunkett Multi Vitamin Moisturiser can help keep the cosmetic surgeon away! Therapeutic levels of vitamins A, B3,

B5, C and E can help smooth wrinkles, reduce brown marks and redness, increase hydration and soften roughness.

John Plunkett Glyco Peel is a salon-strength night-time exfoliator with 25% glycolic acid.

To win this exciting prize pack, simply be one of the first two people to correctly answer the question below.

**What is the concentration of glycolic acid in John Plunkett Glyco Peel?**

Email your answer to: [comp@pharmacydaily.com.au](mailto:comp@pharmacydaily.com.au)

Hint! Visit [www.johnplunkett.com.au](http://www.johnplunkett.com.au)

Congratulations to yesterday's lucky winners, Christine Woodland from The Pharmacy Guild of Australia and April Pearce of Ayr District Hospital.

## Ultimate Wednesday Workshop – November 21st

Everyone in pharmacy is invited to attend the Ultimate Wednesday Workshop, hosted by Guild NSW and Sydney University. Enjoy the atmosphere of the Pharmacy Lecture Theatre and hear from Andrew McLachlan - Professor of Pharmacy (Aged Care) and Tim Chen - Associate Professor.

**\$110 includes GST and catering. 11CPD credits.**

**Therapeutic Principles in mental health • Managing Medicines in older people • Lab Test Interpretation • Understanding Drug Interactions • Evidence and inter-professional collaboration**



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## Health, Beauty and New Products

Welcome to our weekly feature with all the latest health, beauty and new products for pharmacy!

Suppliers wanting to promote products in this feature should email [advertising@pharmacydaily.com.au](mailto:advertising@pharmacydaily.com.au).



### DISPENSARY CORNER

**TRAGEDY** affects many people in many different ways, but this is possibly going a little too far.

An animal activist group in California is lobbying local authorities for a permanent roadside memorial, to commemorate the deaths of some fish who were killed during a truck crash earlier this month.

The incident, in the southern Los Angeles area of Irvine, saw about 750kg of saltwater bass die when the truck carrying them to the fish market was hit by another vehicle.

A spokesperson for People for the Ethical Treatment of Animals said erecting a memorial "would remind drivers that fish value their lives and feel pain".

**NOT** many razor sales here.

Virginia City, in Nevada in the USA, has been named the state's "most bearded community".

The coveted plaudit was awarded at the annual Nevada Day Parade in the state capital, Carson City, which included a formal competition to compare facial hair from across the region.

The home team from Carson City had 46 bearded representatives at the event, and were shaved by just a whisker because Virginia City's delegation featured 47 beards.

**A US** hospital has developed a new video game which aims to help children with extreme anger management issues.

The 'Rage Control' game utilises feedback from a heart rate monitor, and if a player's pulse gets too high they lose the ability to shoot at enemy spaceships.

According to a paper published in the *Adolescent Psychiatry* journal, the game led to "significant decreases" in anger.

Study author Peter Ducharme said it was hoped that children who played the game would be able to use the same calming techniques in everyday life.

### Snap superbly compliant passport photos

**ID Stations** has delivered a world first in its new simple passport photography package. Dubbed 'BIOMETRICS Business in a box' the system claims to be the first ever package that provides absolutely everything required to take International Civil Aviation Organisation compliant passport photos. It includes a simple software program which ensures each photo taken meets the very complex criteria required for passport photos in this new era of high level security. The turn-key solution features automatic processing via a touch screen to calculate the perfect cropping and alignment before printing or saving.

**Stockist:** 1300 728 606

**Website:** [www.idstation.com.au](http://www.idstation.com.au)



### Give the gift of Sukin!

**Sukin Australian Natural Skincare** has released its 2012 Christmas packs, with three options boasting the best in natural skin care essentials. They're a great introduction to the Sukin range which offers "everyday luxurious, yet affordable beauty". The packs include 'Sukin Bare Essentials' (foaming facial cleanser, hydrating mist toner, facial moisturiser and a bonus Bamboo Face Towel), 'Sukin Body Essentials' (botanical body wash, hydrating body lotion and the bonus Bamboo Face Towel), and 'Sukin Radiant Essentials' (facial moisturiser, certified organic rose hip oil and antioxidant eye serum), and are a great Christmas option for your customers. Available from 12 November.

**RRP:** \$24.95 (Bare Essentials and Body Essentials); \$34.95 (Radiant Essentials)

**Stockist:** 03 9330 3589

**Website:** [www.sukinorganics.com](http://www.sukinorganics.com)

### The latest buzz - Intense Hydration

**Burt's Bees** has announced the launch of its new Intense Hydration range, which will be available from early 2013. The 'hero ingredient' is Clary Sage, with a five-step regime clinically proven to "help increase the skin's ability to retain moisture" - thus making it a natural solution for weathered, dry and ageing skin. An exciting feature is the Intense Hydration Treatment Mask which utilises Mafura Butter, while other elements include the Intense Hydration Cream Cleanser, Intense Hydration Day Lotion and Intense Hydration Night Cream.

**RRP:** Treatment mask \$39.95, Hydration Cleanser \$24.95, Day Lotion \$39.95.

**Stockist:** 1300 855 478

**Website:** [www.burtsbees.com.au](http://www.burtsbees.com.au)



### Get the look of a Greek goddess

**Clarins** is encouraging women to utilise the sumptuous matte or metallic tones in its limited edition Odyssey make-up collection to get that extra special festive season look. The Odyssey Collector Face Palette is a silky, luminous, fine and lightweight compact powder adapted to all skin tones, to help even and enhance beauty. Clarins says a "touch of ultra-fine pearl decorates the odyssey medallion with its golden colour to subtly illuminate the face and décolletage".

**RRP:** \$55

**Stockist:** 02 9663 4277

**Website:** [www.adorebeauty.com.au](http://www.adorebeauty.com.au)

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## Agrippal 2013 influenza vaccine

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