

Help prevent that nasty tasting drip down their throat.

73% of allergy sufferers also experience nasal congestion,¹ so they may need more than an antihistamine to relieve their symptoms. Drixine No Drip Formula works within minutes and lasts for up to 12 hours. And because it is designed to stay where it sprays, it helps prevent that nasty tasting drip down the back of the throat.

The nasal spray that stays where it sprays

For allergy sufferers too



Drixine No Drip Formula contains oxymetazoline HCl. Reference: 1. MSD, data on file. ©2012 MSD Consumer Care, Inc. All rights reserved. RESP-1048472-0003 08/2012 MDRI0052/HCP/PD.

Pharmacy DAILY

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PHARMACYDAILY.COM.AU

Prevent the drip

TODAY'S *Pharmacy Daily* features a full front page from Drixine detailing its No Drip formula.

According to Drixine the Formula works within minutes and lasts for up to 12 hours, and because it stays where it sprays, it helps to prevent back of throat dripping.

Strengthen your pharmacy's buying power with one phone call.

Call 03 9860 3300 and we'll show you how.



5.5% OFF-INVOICE

WHOLESALE PBS DISCOUNT! CHEMSAVE SUBSIDISED

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Just be a Chemsave member and get it.

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PLUS

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



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

Corum profit soars to \$6m

PHARMACY software provider Corum Group saw its 2011/12 profits up almost 250% to a record \$6.03 million, according to a stock exchange statement on Friday.

Revenue was almost the same as last year, down about 1% to \$20.9 million, but the profit result was a major improvement on the previous year's \$1.75m outcome.

The year saw Corum resolve its long-running dispute with Westpac by paying a \$1.2m settlement and cash flows generated were used to repay all of the company's debt.

Corum Health Services, the

division which provides pharmaceutical software applications, achieved sales revenue of \$14.8 million, up \$621,000 on the prior year and profit for this segment was \$2 million, after including an "impairment charge" of \$968,000.

That was a big improvement on the previous year's software division profit of just \$7,000 which took into account an \$812,000 settlement with a former director.

Corum said that during the year it was required to upgrade its pharmacy software offerings due to new initiatives by the Department of Health and Ageing.

These developments ensured the software conformed to legislation and remained relevant to the pharmacy industry, the company added.

Corum said that being debt free with completely unencumbered assets will "assist in providing a solid commercial foundation for the Group's future development".

Pharmacy Scoopon

FOR the first time ever Pharmacy 777, together with Cosmetic Corner, offered Aussie consumers an online-to-offline promotion with a pharmacy chain via deals website Scoopon.

The deal offered purchasers a \$1 voucher for Revlon CustomEyes mascara, which normally retails at \$23.95.

To score the deal, customers simply had to buy the voucher and take it to a Pharmacy 777 to collect their mascara.

The deal also offered the customer a 10%-off-their-purchase voucher (excluding prescriptions), for any purchases made at Pharmacy 777 when picking up the mascara.

According to Pharmacy 777 1,954 customers purchased the \$1 vouchers, translating to a potential 109 new customers walking into each Pharmacy 777 store.

Your Business. Your name.

It's your business, built on your hard work and investment – so why shouldn't your name be over the door?

Pharmacy Choice* – a retail program for independent pharmacies.



Pharmacy Choice*

Call 1800 036 367 or visit www.pharmacychoice.com.au

MSD gets injunction

THE Federal Court of Australia has granted MSD's application for an interim injunction against Apotex regarding the latter's intention to sell a generic mometasone furoate aqueous nasal spray to compete with MSD's Nasonex (mometasone furoate) Aqueous Nasal Spray in Australia.

The injunction means that Apotex will not be able to sell, or offer to sell, its generic mometasone furoate aqueous nasal spray until the Court makes a final decision on the infringement and validity of MSD's patent (this decision could take approximately a year).

"MSD is a supporter of Australia's intellectual property laws which provide certainty to companies, like itself, that spend significant amounts of time and money in researching and developing products that benefit the lives of Australians," MSD said in a statement.

"For this reason we will vigorously assert our patent through its expiry on 26 January 2015," MSD added.



PHARMACY BUSINESS NETWORK

An initiative of the Pharmacy Guild of Australia

CANBERRA 13 - 16 SEPTEMBER 2012

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More information and registration visit www.guild.org.au/pharmacybusiness



The Pharmacy Guild of Australia

Weekly Comment

Welcome to *PD's* weekly comment feature. This week's contributor is **Paul Rowe**, Chief Executive, Razor Business Solutions.



I only wanted a loan

Expanding your Pharmacy? Will growth put pressure on your cash-flow? You decide to borrow some money and speak to the bank.

You are then confronted with a myriad of products, pricing options, working capital alternatives and international trade facilities.

Welcome to the "Financial Markets". If you are confused you are not alone!

Some financiers offer the traditional variable rate loan, a fixed rate loan and an overdraft. But it is an injustice to you and your business not to consider the array of products available.

There are four main funding types:

- Long Term funding
- Short term funding or working capital

- Trade facilities (allow interaction between businesses)

- Facilities for equipment purchase, on or off balance sheet.

There is a diverse range of financier's; the trick is to understand what product is required from whom.

With longer term funding you should consider:

- Set up costs and fees
- Flexibility to make extra payments
- Early repayment penalties or deferred fees
- Security

You must also consider any tax implications. Equipment purchase may be better using a Chattels Mortgage so GST on goods to be claimed back within the first quarter. With a Lease the GST is claimed back over the life of the loan.

If you don't understand seek independent advice. Never assume anything is in your best interest. Understand your appetite for risk and the flexibility of the facility to meet unexpected events.

Stopping script shopping

AUSTRALIAN GPs can now check the prescription histories of their patients online and via the phone, thanks to Medicare's Prescription Shopping Program.

The Program is designed to identify and reduce the number of patients obtaining PBS subsidised medicine in excess of their medical need.

The two elements of the PSP include: The Prescription Shopping Information Service (PSIS), which is available to registered prescribers 24 hours a day seven days a week and provides information on the prescription history of people identified by the program and is accurate up to the last 48 hours.

The second element includes an alert system which will notify GPs if they have prescribed to a patient of concern.

The PSIS provides information about patients who have met the PSP criteria, however GPs can only receive information about a patient they are consulting with.

In addition, GPs will not need the patient's permission to call the PSIS if there are reasonable grounds for suspicion.

The PSIS can inform GPs if the patient has been identified under the PSP, and can tell them the number of prescribers who have prescribed, and provide information on the amount and type of PBS medicine recently supplied to that patient.

If a patient has been identified by the PSP, GPs can ask for a PBS Patient Summary Report for the last three months which includes: the patient's prescribing history, the number of prescribers who have prescribed to the patient, and the patient's usage of PBS medicines, including the total PBS medicine prescribed and the pack size.

The report can be provided over the phone, online through the Medicare website, or via mail or fax.

See medicareaustralia.gov.au.

WIN A BOTANI HAPPY FEET PACK

Every day this week, *Pharmacy Daily* is giving one lucky reader the chance to win a Happy Feet Pack, valued at over \$65, courtesy of **Botani**.

Feet are often the most neglected part of the body, but they take a lot of hard wear and tear. It is important to treat our feet with love and respect as they support us.

Botani's happy feet program will keep your feet beautiful and happy, with the Eco-Clear Body Bar (for cleansing), Detox Foot Scrub (exfoliating dead skin), Phytoseptic Anti-Fungal Cream (treatment) and Olivéne Repair Balm (to moisturise and soften).

For your chance to win this great prize pack, simply be the first person to send in the correct answer to the daily question below.

Q1: What are the four key functions of Phytoseptic Natural Anti-Fungal Skin Cream 30g?

Send you answer to: comp@pharmacydaily.com.au.

Hint! Visit www.botani.com.au



DISPENSARY CORNER

WATER is no barrier.

An adventurous wheel-chair bound artist, Sue Austin, is celebrating the Cultural Olympiad by staging a series of underwater scuba performances.

For the series, titled Creating the Spectacle, Austin helped to create a self propelled underwater wheelchair

The wheelchair comes complete with swimming floats, two fins and a foot controlled propulsion.

"I'm thrilled that lots of people have been inspired by the project already, many of them telling me how seeing the wheelchair underwater has made them want to try it too," she said.

"We've created something new and exciting and it's really getting people talking," she added.



BiCNU recalled

BRISTOL-Myers Squibb has recalled eight batches of its cancer medication BiCNU (carmustine 100 mg vial for IV injection).

Affected batches include: OC65670, OD55122, OG63083, OJ59012, OL61863, 1B00543, 1C00814, and 1G00378.

The recall follows the discovery of an overfilled vial.

APPROVED NEW PHARMACY

- **In Busy SE QLD Town**
- **Adjoins Large Woolies**
- **Long Lease**
- **\$250,000**
- **Requires Fit Out**

Contact **Graham Wriggles**

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