Pharmacy

Friday 12 Apr 2013

PHARMACYDAILY.COM.AU



Don't wait too late to get help. instigo's 90 Day Retail Coaching Program gives you the tools to:

- 1 Better manage stock
- Maximise margins
- 3 Get staff engaged & selling more
- 4) Grow professional services

INSTIGO. Call Andrew Pattinson 02 9248 2609 andrew@instigo.com.au www.instigo.com.au



Swisse clarifies suppressant review

SWISSE Wellness has changed the name of its 'Appetite Suppressant' product to 'Hunger Control,' after a review of the product by the Therapeutic Goods Administration.

The TGA website details the cancellation of Swisse Ultiboost Appetite Suppressant effective from 04 Apr (PD yesterday), with the company yesterday afternoon issuing a statement clarifying that "the product has not been banned and its ingredients have not changed at all".

Swisse Wellness ceo, Radek Sali, said that when a product changes its name, which is what Swisse has done, the product needs to be re-listed.

"But the product ingredients remain exactly the same for our customers," he said.

"It remains a popular product in Australia and it is on the shelf at all retail outlets.

"The active ingredient of Hunger Control (caralluma fimbriata) has been authorised by the TGA for use in Complementary Medicines and has passed the safety evaluation process where evidence for its intended use is also considered," a statement from the company said.

Health cover opportunity

COMMUNITY pharmacies are being invited to participate in a new program which will enable them to offer private health cover to their customers.

PharmaChoice is an aggregator of private health insurance from a range of Australia's top providers, with the initiative delivered solely through pharmacies across Australia, in-store and online.

Founder and md Anthony Huxley said "this is a first for Pharmacy and a first for health cover in this country too.

"When you think that 52% of Australians carry private health cover and around 6% of them churn every year, the consumer's been screaming out for choice and the market hasn't responded," he said.

Huxley estimated that just 2-3% of the 5,275 community pharmacies across the country have any capability in relation to private health cover.

"Having long been one of society's most trusted professions and universally regarded as a bastion of health and wellbeing, the pharmacist's suite of offerings now includes private health cover with PharmaChoice," he said.

Participating pharmacies also get

a web portal which they can either leverage with their customers or integrate into an existing website.

"Based on our financial modelling we believe PharmaChoice can add around \$400,000 to \$500,000 a year or more to a pharmacy's sales, while the pharmacists continue taking even better care of their customers and growing on the trusted relationship they've held for decades, the way it should be".

Huxley said interest in the concept is already strong, with an expected national launch footprint of up to 250 stores.

For more info call 1300 788 467 or see www.pharmachoice.com.au.

Blooms Curcumin 600

PHYTOLOGIC says its Blooms Curcumin 600 Plus has been relisted and is still on the market. after issues with the product's labelling were addressed.

As revealed in yesterday's Pharmacy Daily, the TGA had cancelled the registration of the previous version of the product, and Phytologic told **PD** this was to do with the use of 'BioP' on the label - an excipient used to enhance absorption.

The product was not delisted because of issues of quality or supporting evidence, but because of a labelling problem highlighted by the TGA.

"Blooms Curcumin 600 Plus with Enhanced BioP Absorption was re-listed and is still on the market with the same name," according to Phytologic marketing manager, Emily Macgregor.

She said the 'advertising' issue cited on the TGA website pertained only to what was written on the label, which "has now been addressed to the TGA's requirements".

Get padded up!

THE annual Pharmacy Cricket match "The President's XI v The Invitation XI" will be played at Bradman Oval in Bowral, NSW on Sunday 21st April.

Pharmacy Cricket president Greg Hodgson says the teams will comprise pharmacists, students and representatives from across the industry.

Play will commence at 10am, with all welcome to attend.

For more information and contact info see pharmacycricket.com.au.

GO GRAB A DEAL



Market-leading deals must close 5pm Monday 15 April unless sold out first!

Go Grab a Deal on:

Bioglan Red Krill Oil Range Abbott Diabetes Care Glucose Meters with FREE Lancets Fluconazole (S3) • Loratadine (S2) Low Dose Aspirin (open & S2) Pantoprazole (S3)

Ranitidine (open & S2) • Donepezil Atorvastatin • Simvastatin Irbesartan & Irbesartan HCTZ Citalopram • Anastrozole Letrozole • Quetiapine • Enalapril

New deals open at 5pm Monday 15 April including more deals! from more suppliers! and more savings! See our full page ad on Monday for more details.

Membership is free JOIN NOW

www.gopharm.com.au

FreeCall: 1800 429 829

Jobs of the Week

- Pharmacist Manager North Coast, NSW (Job# 2009622) Management role, tourist destination, career potential in growing Group.
- Pharmacist Great Ocean Road Area, VIC (Job# 2009774) 2nd Pharmacist to join country pharmacy near large regional centre.
- Pharmacist in Charge South Coast, SA (Job# 2009424) Sea change opportunity for an experienced PIC. Support from skilled team.

Australia's largest and longest running specialist pharmacy employment agency



Find out what shape you're in as a result of the April PBS changes with our Health Check calculator.

For your free check and the chance to discover long term strategies that will protect the profitability of your pharmacy, call us now on 03 9860 3300 or email enquiries@pharmacyalliance.com.au



Pharmacy

Friday 12 April 2013

PHARMACYDAILY.COM.AU

We help pharmacists take the holiday they need.



Events Calendar

WELCOME to Pharmacy Daily's events calendar, opportunities to earn CPE and CPD points. If you have an upcoming event you'd like us to feature, email info@pharmacydaily.com.au.

- 30 Apr: Pain Management in Community Pharmacy seminar, ANU Medical School Canberra details from PSA ACT.
- o1 May: Cardiovascular Update and Adherence - full day workshop in Sydney hosted by Guild Clinical - 02 9567 7132.
- 02-09 May: PSA Offshore Refresher Conference, London more info 1300 139 293.
- 31 May-02 Jun: PSA CPExpo, Hordern Pavilion Sydney - see www.psa.org.au/cpexpo.
- 21-23 June: NSW Pharmacy-National Convention & Exhibition. Sydney Convention & Exhibition Centre, Darling Harbour. For details see:

www.nswpharmacy-nce.com.au.

5-8 July: Australian College of Pharmacy's 24th Annual Conference and Exhibition, **Brisbane Convention &** Exhibition Centre www.acp.edu.au.

10-14 Aug: Medici Capital Pharmacy Snow Business 2013, Mt Buller Vic - medici.com.au.

- 04-07 Sep: Navigating the Future - Pharmacy 2013: The Pharmacy Management Conference; Sheraton Mirage, Port Douglas; For more details see: pharmacyconference.com.au.
- 19-22 Sep: Medicines Management 2013, the 39th SHPA National Conference, Cairns Convention Centre www.mm2013shpa.com.
- 11-13 Oct: Pharmacy Australia Congress in Brisbane - details www.psa.org.au/pac.
- 14-16 Oct: Global Drug Safety Conference and Exposition, Brisbane - for more details email qldadmin@psa.org.au.
- 14 Nov: 2013 ASMI AGM, Conference & Awards - see www.asmi.com.au

PSA/RACGP pact renewal

THE Pharmaceutical Society of Australia and the Royal Australian College of General Practitioners (RACGP) have signed a second Memorandum of Understanding to further strengthen collaborative efforts between the two organisations.

The alliance represents the vast majority of GPs and pharmacists across Australia and sees both professions unified as a more powerful combined voice.

Collectively, the RACGP and the PSA represent 37,000 primary healthcare professionals in Australia.

PSA national president, Grant Kardachi, said the MoU was an important development in further strengthening the collaboration between general practitioners and

"Signing of this MoU reinforces the team-based approach to primary healthcare, which will further advance the linkage and

Guild Masterclass

THE NSW branch of the Pharmacy Guild of Australia is running a full-day workshop on Wednesday 5 June to help pharmacists improve the performance of their businesses.

Interactive sessions will focus on Key Performance Indicators, setting targets, preparing an action plan and management reports and systems.

Contact 02 9467 7132 or email guild.clinical@nsw.guild.org.au to register.

collaboration of health services.

"It will also strengthen the communication, liaison and cooperation between the PSA and RACGP in policy development, education and training, media management and advocacy where there is mutual patient benefit," said Kardachi.

RACGP president, Dr Liz Marles, said "we aim to present a unified voice in developing policies and solutions particularly around medication management that will benefit all patients and both professions".

Marles said the alliance was "a great step forward in a new healthcare environment where the importance of collaboration, cooperation and team care are vital in achieving accessible health services and improved patient health outcomes".

Xanax rescheduling?

ALPRAZOLAM (also known as Alprazolam Intensol, Niravam, Xanax, Xanax XR) is on course to be changed from a Schedule 4 to a Schedule 8 drug, following a recent recommendation by a TGA advisory committee according to the Australian Doctor publication.

The report said that alprazolam is understood to be the only benzodiazepine recommended for rescheduling, with concerns over abuse, particularly by heroin users.

The official recommendations of the TGA committee considering the scheduling will not be announced until late next month



DISPENSARY CORNER

DON'T throw away those research notes.

A letter written by Nobel prizewinning chemist Francis Crick describing his discovery of DNA has been sold at auction for more than \$5 million.

An anonymous buyer bought the letter, written by Crick to his then 12-year-old son Michael in 1953, at a New York auction earlier this week.

The seven-page handwritten document included a sketch of the double-helix structure of DNA.

"We have built a model for des-oxy-ribose-nucleic acid (read carefully) called DNA for short," he told the youngster in the letter written over a month before the pair officially published their work.

WIN A PLUNKETTS **PRIZE PACK**



Every day this week PD is giving two lucky readers the chance to win a

Plunketts prize pack, valued at over \$26 each.

Each prize pack contains Plunketts Vita-E Natural Vitamin E Cream 100g, Plunketts 99% Pure Aloe Vera Gel 75g and Plunketts Sorbolene Concentrated Moisturiser 100g.

To win, simply be one of the first two people to send in the correct answer to the question below to:

comp@pharmacydaily.com.au.

How much Vitamin E is in every gram of Vita E?

Hint! Visit

www.plunketts.com.au

Congratulations to yesterday's lucky winners, Nigel Ng of Warringal Private Hospital and Adrian Sung of Pharmacy Online Discount Outlet.

