

MedicineWise Week

NPS MedicineWise has given early notification of the dates for the annual MedicineWise Week.

Note the dates 14-20 October - this year it will highlight how older Australians can get wiser about their health and their medicines.



"Now it's very easy for me to attract good, professional staff because the drudgery isn't there. It's a cool toy and it's very entertaining."
"My Rowa is the heart and soul of my business. I think it's very good value for money."

Guy Ewing

Owner of Barossa
Chemplus Pharmacy



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Pharmacy focus for Heat

AUSTRALIA'S largest cosmetics distributor, The Heat Group, yesterday announced the acquisition of Satin Cosmetics from The Neon Group, with Heat saying the move demonstrates the importance of the pharmacy channel to its business.

Satin Cosmetics is currently available in 575 stores nationally, generating about \$1.5m in retail sales annually.

Heat Group founder and md, Gillian Franklin, said "we have been searching for the ideal opportunity to take our pharmacy business to the next level, and Satin absolutely fits the bill."

"We are delighted to be able to now add the Satin Cosmetics brand to our portfolio and are very excited about the prospects to drive growth with our strong field team," she added.

The Heat group now has more than 47 staff in the field, servicing its existing customers which include 1200 pharmacies.

The Satin business will lift this distribution to a further 450 stores.

The Heat Group is the exclusive Australian distributor of a range of brands including Max Factor, COVERGIRL, Bourjois, essence and Jenne Arthes fragrances.

It's also the official licensee of Warner Bros. personal care and the owner and distributor of Billie Goat Soap, ulta3 and the Woolworths-exclusive MUD make-up brand.

Effective from 31 Aug Satin Cosmetics will join the portfolio, with the products to continue to be formulated and manufactured by

"Boost Your Financial Management"

Gold Coast 2-4th October 2013

"First Class! Sensational!" Jeremy Francis, Scone

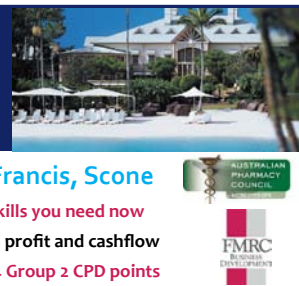
Pharmacy accredited

Over 2,000 pharmacists have attended

Essential skills you need now

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Four pages in PD

TODAY'S issue of *Pharmacy Daily* has three pages of news including our weekly Health Beauty and New Products feature, along with a full page from ParcelPoint encouraging pharmacies to become pick up points for online shoppers - see p4.

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A-Z acquisition

ASTRAZENECA has announced the purchase of oncology researcher Amplimmune, boosting its pipeline with "multiple early-stage assets" for its immune-mediated cancer therapy portfolio.

The deal is worth up to US\$500m, with an initial \$225m payment and further milestone-based funding.

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Price disclosure to hit rents

THE government's new price disclosure regime for pharmacies will have a direct impact on the Landlord-Lessee relationship and will need to be met with "major rental reductions," according to Australia's leading Retail Shop Lease specialist Lease1.

Lease1 md Phillip Chapman said the streamlined PBS price disclosure changes, announced without consultation in early August, will hurt community pharmacies through lost mark-ups and trading terms, resulting in reduced revenue and profits.

"Currently, the existing price disclosure regime impacts the average pharmacy by reduced net profits of \$56,000 on 2014/2015," Mr Chapman said.

"These newly announced price disclosure requirements will equate to additional profit losses for an average of \$32,000 per pharmacy.

"Pharmacy rentals would need to be reduced on average by 12.31%

in 2014/2015 if the gross rent to gross margin ratio was to remain the same," Chapman added.

"This obviously has major implications for the Landlord-Lessee leasing relationship in the Pharmacy sector...if ever there was a time for landlords and their pharmacist lessees to align their views and lobby government – now is that time," he said,

"We urge pharmacies and landlords to unite calling on government to consult and recompense as required by 5CPA to protect the business future of all stakeholders in the Pharmacy sector," Chapman concluded.

Consumers "misled"

THE *Financial Review* yesterday published a letter from Windsor, NSW-based community pharmacist Glen Kanawati which pointed out the "misleading and agenda-driven" anti-pharmacy campaign being conducted by the CHF.

He cited the example of a Parkinson's drug worth \$13,000 a month, on which his total profit from dispensing is just \$9.

"At this mark-up I would be better off owning a service station," he wrote, adding that as well as selling items pharmacies are often the first point of call for health consumers.

"The Consumers Health Forum advocates pouring money back into health to improve services, but ironically is pushing for the opposite with pharmacy," he said.

Kanawati's letter concluded by urging *AFR* readers to visit their local pharmacy and sign the 'Pharmacy Under Threat' petition.

Roche diabetes test

ROCHE yesterday announced the worldwide availability of the Tinaquant HbA1c Dx Gen.2 laboratory test, which will be available later this year as part of the COBAS INTEGRA 800 clinical analyser.

The new test allows physicians to conduct instant testing without needing patients to have fasted.

WIN EYSILIX & HYDRALURON



PD had teamed up with **Indeed Labs** this week and is giving five lucky readers the chance to win the latest two products from their range.

From the makers of award winning nanoblur, comes hydraluron the ultimate moisture booster and eysilix instant eye rescue with 10 peptides and 40% active ingredients.

To w be the first person to send in the correct answer to the question below to:

comp@pharmacydaily.com.au.

Hydraluron is a
_____ booster

Congratulations to yesterday's lucky winner, **Melanie Spina** **Nanango Pharmacy**.

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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 newproducts@pharmacydaily.com.au

FESS can help relieve allergic blocked or runny noses

Hayfever, the common name for 'allergic rhinitis, affects up to 1 in 5 people at some point of their lives. For some, it is just a seasonal condition brought on by spring's release of pollen, while for others, it is a lifelong condition. Common hayfever symptoms include general itchiness, itchy and/or watery eyes, sneezing, and runny or blocked noses. **FESS Saline Nasal Spray** helps you maintain good nasal health, and **FESS Sensitive Noses** helps relieve allergy-prone noses.

Stockist: 1800 788 870

RRP: From \$9.95 Saline, \$10.95 Sensitive Noses

Website: www.fess.com.au



Australia's first dissolving teeth-whitening strips

CleverWhite, Europe's leading brand in over-the-counter teeth whitening products, has made it easy and affordable to achieve a whiter, brighter smile with the release of its dissolving whitening strips. Claimed to be the first of its kind in Australia, the strips are designed to be applied at home or on the go – before a meeting, a special event or while shopping – with nothing to remove and no mess or fuss. Once applied and moulded onto the lower and upper teeth, the minty, transparent strips dissolve within 10 minutes leaving teeth whiter and breath fresher.

Stockist: Creative Partners, 02 9130 3305

RRP: \$29.95 for 42 strips

Website: www.cleverwhite.com.au

Mix & Match with Designer Brands Neon Brights

This season we're not just applying a few coats of the latest colours, when it comes to nails it's about letting your creative juices flow. It's all about adding a fun, creative nail design to your hands to reflect your mood. When you think there couldn't be anything else you can do with your nails, it's time to add some on-trend patterns into the mix. Anything goes when it comes to nail art; you can mix and match, and use colours that you usually wouldn't wear that can be incorporated into a great pattern or design. **DB Nail Enamel** has put together a 17 shade collection of their core shades that are perfect to mix and match to create the latest nail patterns.

Stockist: 1300 765 332

RRP: \$6.99

Website: www.dbcosmetics.com.au



Bend it like you-know-who with this new fragrance

Just in time for Father's Day, the new men's fragrance from David Beckham is a woody citrus spicy scent which captures the unique spirit of the football legend's celebrated look. **David Beckham Classic** evokes David's embodiment of 21st century masculinity, with his undeniable ability to wear classic looks with his own modern twist, creating trend-setting styles. The fragrance includes notes of gin tonic accord, lime and galbanum along with cypress, nutmeg, mint and addictive ambermax.

Stockist: Coty Australia 1800 812 663

RRP: Eau de Toilette 60ml \$39, 90ml \$49, Deodorant Spray \$6.99

Website: www.cotyinc.com



DISPENSARY CORNER



A SOMEWHAT unhealthy sandcastle has been erected on Brighton Beach in the UK to celebrate a long weekend public holiday, made using 90,000 Cadbury Dairy Milk Pebbles.

The delicious construction, pictured **below**, involved the use of 250kg of fondant icing and 20kg of icing sugar, which were used to adhere the thousands of chocolate buttons onto a specially constructed frame.



SINGLE men should be rushing to pharmacies for their deodorant based on a report that claims they only change their bedsheets on average four times per year.

Special conditions contribute to this fact - namely that they spend a lot of evenings in other people's beds or crashing at mate's places.

Single women have a more believable record of changing their bedsheets every two weeks, while couples have a surprising two and a half weeks between changes - but 80% of the time it's the female partner who does the laundry.

According to the survey, people between the ages of 35 and 50 are the most likely to wash their bedsheets each week.

WE all feel like this sometimes.

A young woman in Tokyo has tied herself up at home because she just didn't want to go to work.

The 25-year-old was found with her hands and legs bound with ropes and belts at her apartment, unconscious but otherwise unhurt.

Police were called to investigate, and grew suspicious when they didn't see any evidence of forced entry, with the woman eventually breaking down during questioning and admitting she had done it as an excuse to have the day off.

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