

Axiron on the PBS

AXIRON (testosterone), an Aussie development in testosterone replacement therapy and the first-ever to be administered through the axillae, has been listed on the PBS for the treatment of confirmed androgen deficiency in males.

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Blackmores sales strong

BLACKMORES has reported an impressive 29% year-on-year increase in its group sales, to \$164 million in the first half of 2013.

Speaking about the results, company ceo Christine Holgate said "we've enjoyed strong sales growth from across our business."

"Even excluding BioCeuticals, our new acquisition, sales grew by 12%," she added.

In addition, the results also showed that in the first half of the financial year Blackmores Australia delivered \$108 million in invoiced sales, up 10% in a highly competitive market.

"Blackmores is not immune to the pressure of retailing in such a challenging and changing market and significant investment was made in both marketing and trade support in the period," the company said in a statement.

Meanwhile, the company's core Asian markets delivered sales growth including a 22% lift in sales from Thailand, and 26% sales growth in Malaysia.

Blackmores also noted that its Korean operations experienced some delays in new product approvals "but confidence remains in the health of this business".

Moreover, the company confirmed that it has progressed with its entry into China, and that it now has trading agreements in place with major pharmacy groups and 70 staff trained and operational.

"The first half results capture expenses associated with the launch of Blackmores in China

however revenues from China have not yet been fully recognised in the Groups reported sales as a result of the nature of the trading agreements," the company said.

Meanwhile, Blackmores has said that it is pleased with the progress of BioCeuticals, reporting that in the first six months since the acquisition, sales have grown by 8% to \$21.5 million.

Blackmores also said that it has developed a new growth strategy for the BioCeuticals.

"After considering the additional debt required to fund the acquisition, the business is already positively impacting our earnings," Holgate said.

Net debt at period end was \$81.9m (an increase of \$48.9m), which according to Blackmores, reflects the funding required for the acquisition of BioCeuticals in July 2012.

Discussing the newly created Blackmores Institute, Holgate said that the Institute is currently overseeing investment in 25 clinical trials in partnership with leading hospitals and universities.

Today in PD's pages

TODAY'S Pharmacy Daily features two pages packed with news, plus a full page on **p3** from Reform detailing its services, and a full page from the Pharmacy Guild calling for registrations to APP2013 see the **last page**.

Infections and hearing

RESEARCHERS from the Australian National University have found that children with chronic ear infections (otitis media) may be more likely to have hearing loss issues later in life.

The study, conducted with funds provided by GSK, looked at 4,000 children and found a strong association between kids who suffered chronic ear infections in early childhood and hearing problems further along the line.

As such, researchers noted that children between the ages of four and five who suffered ear infections had a whopping four-fold risk of hearing problems four years later, at age eight.

Speaking about the link, researchers said it was "both striking and alarming".

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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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Daydream Island Resort and Spa is offering an Easter long-weekend deal including five-nights accommodation for the price of four.

Priced from \$598, the deal includes five nights' accommodation, a full buffet breakfast daily and access to over 20 activities including kayaks, stand-up paddle boards, a stingray and shark feeding show and open air cinema.

As an added extra guests will score a free shell necklace and mocktail on arrival.

See www.daydreamisland.com.

Mental health framework

THE Pharmaceutical Society of Australia, in partnership with mental health consumers, carers and care coordinators, mental health policy and practice experts

NZ baby bottle blunder

SOME baby bottles in NZ have been found to have wrong volume indicator markings on them, according to the Pharmacy Guild of NZ.

"The bottles tend to be unbranded and sold in low-cost or discount stores," the NZ Guild said. "European standard EN14350 stipulates that the 100ml mark on baby bottles must be accurate to within 5%.

"Some NZ-sold bottles meet this standard, but they tend to be better known, more expensive brands," the Guild added.

As such, the NZ Guild is advising caregivers to visit their local pharmacy where a pharmacist or other staff member will be able to check bottle volume markings using trade-standard measuring equipment, and mark a corrected volume where appropriate.

and health professionals, has released a mental health framework.

The framework articulates the expertise of pharmacists and the roles they do and can fulfil as partners in mental health care; and is intended to be used as the basis for exploring future pharmacist roles as partners in mental health care.

The framework explains how the role of pharmacists can be categorised into: indirect services, including education, academic detailing and policy development; and direct services, such as medication adherence support, crisis intervention or medication review, which are aligned broadly with four main aims for mental health care service delivery: health promotion, supporting early detection and intervention, minimising illness, and maximising recovery.

DISPENSARY CORNER

STAND up, it's good for you!

Sitting less could be more important than vigorous activity when it comes to preventing diabetes, according to a new study.

The study involved 153 people, and was led by a team from the University of Leicester, with researchers examining how sitting time, breaks in sitting time, moderate to vigorous activity and total activity independently affected the likelihood of developing type 2 diabetes.

According to the results, in adults at high risk of type 2 diabetes, time spent sedentary is strongly and adversely associated with cardiometabolic health and may be a more important indicator of poor health than moderate-to-vigorous physical activity.

WIN AN INVISIBLE ZINC PACK



Every day this week *Pharmacy Daily* is giving two lucky readers the chance to win a **Invisible Zinc** prize pack, valued at over \$90 each.

Having spent all summer carefully protecting your skin from the sun's rays with diligent application of sunscreen, it is easy to neglect your skin coming into the autumn and winter months, abandoning a sun-care regime and leaving your skin vulnerable to those same harsh

environmental elements that damage your skin in summer.

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

What SPF is Invisible Zinc Environmental Skin Protector?

Congratulations to yesterday's lucky winner, **Morag Horton** from **Welland Plaza Chemplus**.

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