Pharmacy DAILY -

"The Times Are A-Changin"

(Bob Dylan 1964)

What is your pharmacy worth in today's market?

Free and Confidential Appraisal

Email: info@ravens.com.au or Freecall: 1800 670 440



Wednesday 26 Jun 2013

PHARMACYDAILY.COM.AU

Pharmacy Sales Established since 1987

Australia's largest & longest established pharmacy broker

Parcels for pharmacy

pharmacies to become part of its national network of pick-up sites, with key advantages including driving foot traffic in store and becoming a convenient local hub for customers shopping online.

There are already more than 1000 ParcelPoint locations signed up, making it Australia's leading network of local stores offering extended hours parcel services.

Pharmacies earn commission on every parcel collected and returned, and there are no setup costs required.

Participating shops need a secure storage area and a computer with internet access, with users of the service simply specifying their local ParcelPoint agent as the delivery location for their online shopping so they can collect when required.

For details see page four.



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



Dosage data for PBS items

THE July PBS schedule will include dosage data for a number of drugs with multiple active ingredients, as a means of addressing concerns raised by the PSA, Guild and others over the recent change to alphabetic listings (PD yesterday).

Coalition commitment

MEDICINES Australia has hailed confirmation by the Federal opposition that if elected in Sep it will "move swiftly towards a nationally consistent approach to the way clinical trials are overseen and conducted in Australia".

In 2011 the government said it would implement all the recommendations from the Clinical Trials Action Group, and also committed \$10m in Feb to expedite reforms in the area.

MA ceo Brendan Shaw said last night's coalition announcement meant there is now "bipartisan political support to implement these important reforms".

Non-S2 cough syrup

MELCARE Biomedical has highlighted its locally produced children's cough syrup, in the light of the drop in S2 remedy sales due to new TGA guidelines (*PD* yest).

Melcare's 'Manuka Family Dry Cough Syrup' includes Eucalyptus and Manuka Honey, and is recommended to be taken orally 30 minutes before bedtime or as needed

The product is available through PharmaLink on 1800 474 276.

According to *Pulse IT*, the Dept of Health says that the changes aimed to make the PBS consistent with the Australian Medicines Terminology developed by the National E-Health Transition Authority, and had been the subject of wide consultation.

However in response to concerns raised, the department "is assisting prescribers and dispensers in their transition to the AMT by providing the strength of ingredients as part of the brand name in the July 2013 PBS Schedule for several multi-ingredient drugs," the DoHA said.

The Medical Software Industry Association has recommended that dispensing software include an alert to pharmacists for Coveram prescriptions to ensure they check the required dosage.

The Department said the extra dosage data would help dispensers more easily identify a match between the PBS listing and the product name and packaging.

Meningitis protection

TWO meningitis jabs are now needed for a child to be considered 'fully immunised' from 01 Jul.

Govt immunisation guidelines are being expanded to include two children's meningitis vaccines - meningococcal C and pneumococcal meningitis.

Meningococcal Australia is also warning that 'fully immunised' does not mean 'fully protected' as the scheduled vaccinations do not provide protection against meningococcal B, the most common strain of the disease.

DAAs go online

APHS Packaging is claiming a first for Australian dose administration aids, with the launch of new collateral using online video service YouTube as a way to support patients' understanding of their DAA product.

APHS medication sachet containers supplied to pharmacies from this week will include QR coded labels, which when scanned by a smartphone will automatically direct customers to a short YouTube video that will help them get to know the product, explaining exactly how the drugs are packed into the sachets.

There are two videos available, which are part of APHS Packaging's newly launched *Medicines on the Go* YouTube channel, with more to follow.

To view the APHS channel see youtube.com/MedicinesOnTheGo.







SITE DESIGN

WILL MAKE GRABBING THE BEST DEAL

EVEN EASIER

More Categories, Improved Navigation, Better Looking!

Coming July 1

www.gopharm.com.au

on 1800 474 276. common strain of the

PHARMACY ON



RETAIL GUIDE \$14:95

FOR INFORMATION OR TO ORDER CALL
YOUR REPRESENTATIVE OR PHONE
1300 650 087

VICTORIA

IAN BLACKBURN 0478 686 287

NTH NSW & QLD

PETER ELLIOTT 0478 684 360

NSW

AMANDA SULLIVAN 0410 819 873

Pharmacy

Wednesday 26 Jun 2013 PHARMACYDAILY.COM.AU

SA pharmacists tell their story



PHARMACY will be front and centre in an episode of a new ABC television series called Dream Australia, which aims to showcase migrant success stories in a similar format to the popular Australian Story program.

The South Australian government is involved in the first season, with exclusive promotional rights to the show which will be broadcast on the international Australia Network reaching about 50 million viewers across Asia, South Pacific and the Indian subcontinent.

Pharmacist couple Irfan and Sobia Hashmi's participation in the program was showcased last weekend in a major story in the Adelaide Advertiser.

The couple moved to Australia from Pakistan in 2003, and have set up successful outlets under their Risdon Pharmacy Group in a number of remote SA locations which previously were without a pharmacy, including Coober Pedy, Quorn and Orroroo.

And ironically they decided to settle in SA after seeing the Pakistani flag flying in the main street of Port Pirie.

"We drove into Port Pirie just to look around and there in the main street we saw the Pakistani flag with other flags of the world flying," Irfan said.

"We were amazed and the local people told us the mayor had started flying the flag to celebrate some other health professionals, and we decided to stay," he added. At the time there was a significant shortage of regional pharmacists in SA, with the couple both studying for registration and postgraduate qualifications.

Prior to opening their outlets in the small towns locals were forced to rely on the post for medications.

They're PSA members and part of the Pakistan Medical Association of South Australia and (of course) the South Australia Cricket Association.

Irfan was the 2009 South Australian Pharmacist of the Year.

And they're also proud Pharmacy Guild members, as evidenced in the photo published in the paper on the weekend (above) where Irfan and Sobia are wearing their Pharmacy Guild tie and scarf.

Accreditation event

THE Australian Pharmacy Council will hold an Accreditation Colloquium in Melbourne at the end of next month.

Speakers will include Pharmacy Board of Australia chair Steve Marty, who will discuss the future regulation of pharmacy, as well as Professor David Wright, who's head of pharmacy at the University of East Anglia in the UK, who will give an international context.

Australian Pharmacy Council CEO Bronwyn Clark will present a case study on Pharmacist Prescribing, and the event will conclude with a panel discussion on what stakeholders need from the future of pharmacy education.

RSVPs are required by 15 Jul to rsvp@pharmacycouncil.org.au.





START SCANNING

eRx means faster dispensing and fewer errors

CHC conf regos open

THE Complementary Healthcare Council of Australia has announced that delegates can now register for its upcoming National Conference and Industry Awards, which will take place 03-05 Sep at Sydney's Sofitel Wentworth Hotel.

The CHC industry awards event will be held at the same venue on the evening of 04 Sep, with the conference featuring high profile speakers including TGA head Dr John Skerritt.

For more info CLICK HERE.

Diabetes and aspirin

DIABETICS are more likely to be resistant to aspirin than the general population, and higher doses are associated with higher resistance according to a study presented to the 73rd Scientific Sessions of the American Diabetes Association.

Scott Simpson from the University of Alberta presented the metaanalysis of 31 studies.

Other analyses have shown that aspirin resistance is associated with a higher risk of adverse cardiovascular events.

CM support for research

THE Complementary Healthcare Council of Australia (CHC) has issued a statement of support for the Government's National Research Investment Plan, saying that more publicly funded research into complementary medicines should be a key priority.

Outgoing CHC executive director, Wendy Morrow, said the organisation is in favour of research which promotes population health and wellbeing, as well as lifting productivity and economic growth.

"A review every three years of research priorities will assist with identifying emerging issues and proactively move to make

Australia more competitive", said Dr Morrow, adding that Australian consumers increasingly support the complementary medicines industry as part of their overall health and wellbeing.

Asian markets and industries also recognise Australian companies as quality manufacturers, and innovators of complementary medicines products, Morrow said.

"The complementary medicines industry is well poised to continue to support health outcomes as well as further develop a strong Australian economic and technical resource base in the Asian region," she concluded.

WIN A CEDEL HAIR CARE PACK

Every day this week *Pharmacy Daily* is giving one lucky reader the chance to win a Cedel hair care prize pack.

Proudly Australian owned and made, Cedel has been the 'go to' hair care brand for women since 1932 and continues to provide an evolving collection of products that people love and use every day.

To win this great prize pack, simply be the first person to send in the correct answer to the question below.

With what charity are Cedel products partnered?

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

Hint! Visit: www.cedel.com.au

Congratulations to yesterday's lucky winner, Debbie Ma from Supersave Discount Pharmacy.

Pharmacy DAILY —

Wednesday 26 Jun 2013

PHARMACYDAILY.COM.AU

Advertice with us

For details call us today: 1300 799 220

- Cost Effective
- Targeted





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

Fabfol Plus for healthy mums to be



Most women know that their dietary needs change when they are pregnant and breastfeeding, but even with the best intentions it can be hard to meet all of their nutritional needs with diet alone. **FABFOL PLUS** is based on an Australian diet and specially designed to provide essential daily nutritional support with vitamins and minerals in just the right amount for optimum health before, during, and after pregnancy. FABFOL PLUS is also Kosher and Halal approved and suitable for vegetarians.

Stockists: 1800 788 870

RRP: \$18.95 (28 tablets); \$29.95 (56 tablets)

Website: www.fabhealth.com.au

Go tribal with Lady Jayne

Lady Jayne has taken inspiration straight from Australian and international runways by re-inventing their hair essentials and adding fashion forward products such as pony cuffs and hair ties to create their new Aztec Collection. The Lady Jayne Aztec Collection includes Aztec Pony Cuffs; Aztec Travel Brush; Aztec Headband; and Aztec Hair Ties and Bobby Pins and Slides. With bold, bright, Aztec inspired prints and tribal inspired motif, the range is right on trend and available for a limited time only.

Stockists: 1800 651 146 RRP: From \$4.99 - \$9.99

Website: www.ladyjayne.com.au





Clearasil's new range is all grown up

Clearasil has launched a new Daily Clear Vitamins & Extracts range, in a fruity formulation which aims to give users the confidence to put their best face forward every day. Available as a **Daily Wash** and **Daily Scrub**, both are scientifically formulated and dermatologist approved, and are gentle enough to be used on a daily basis. They're formulated with avocado extracts and vitamin E, glycerine for hydration and pomegranate and contain less salicylic acid than other Clearasil products.

Stockists: Wholesalers

RRP: \$10.99

Website: www.clearasil.com.au

Spa in a bottle from Clarins

Clarins has launched a range of limited edition botanicallyenriched fragrances guaranteed to leave skin feeling soft, silky and smelling beautiful this winter. The **Clarins Limited Edition Treatment Fragrances** range includes: Eau Dynamisante, with the mood-lifting essences of lemon, ginseng and white tea; Eau des Jardins, combining the refreshing scents of beech, sorbier and blackcurrant



buds; Eau Ressourcante with extracts of basil, iris, cedarwood and sarsaparilla; and Sunshine, with twists of mandarin, grapefruit, ylang-ylang and patchouli. On counter from 1 July.

Stockists: (02) 9663 4277

RRP: \$30 (50ml)

Website: www.trimex.com.au

TGA CPD form update

THE Therapeutic Goods
Administration has released an updated form for sponsors to prepare Certified Product Details (CPD) for chemical prescription medicines.

The form is used on request by the TGA, and includes details of drug substance, dosage form, strength, specifications and methods of container sterilisation.



DISPENSARY CORNER

HEALTH authorities in the UK are warning people about the disease risks of visiting petting zoos.

Public Health England says that so far this year there have been twelve significant outbreaks of illness linked to baby animal rams across the country, with 130 people affected by gastric sickness.

Officials are reminding people to wash hands properly using soap and water - particularly children and before eating.

"Although we can avoid obvious dirt there will be millions of invisible bacteria spread all around the farm which can get onto our hands," said Bob Adak, head of gastrointestinal diseases at Public Health England.

"We want to remind people not to rely on hand gels and wipes for protection because these are not suitable against the sort of germs found on farms," he said.

SILVER is a special element, and not just for the way it looks when made into jewellery.

US research published this week in the *Science Translational Medicine* has shown that adding silver to existing antibiotics could make them significantly more effective.

According to Jose Ruben Morones-Ramirez from Boston University, experiments in mice showed the metal "disrupts the biological processes of bacteria," which can make them more susceptible to antibiotics.

The findings may help address the rise of drug-resistant Gramnegative bacterial infections.

DRIVE LOCAL CUSTOMERS **TO YOUR PHARMACY** WITH PARCELPOINT













COLLECT when it

suits you

online at your favourite sites

ParcelPoint is revolutionising the way parcels are sent and received in Australia.

Customers using ParcelPoint can collect and return their online purchases the easy way - at their local store, when it suits them.

With over 1,000 locations already signed up, ParcelPoint is Australia's leading network of local stores offering extended-hours parcel services.

ParcelPoint is all about convenience. It's designed to suit customers with modern lifestyles, which makes pharmacies a perfect fit for this innovative service.



WHY BECOME A PARCELPOINT AGENT?

- Earn commission on every parcel collected and returned.
- Increase foot traffic to your store.
- Access new customers and sales channels.
- Become a convenient hub for local customers shopping online.
- No setup cost.

WHAT DO I NEED?

- A computer with internet access.
- A secure storage area.
- Great customer service.

HOW DO I FIND OUT MORE?

It's easy! Contact Duncan at ParcelPoint: Call 0449 666 500 or email Duncan@parcelpoint.com.au. Or go to parcelpoint.com.au/agents and submit your details.