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Tablets for PAC13

FULL registration delegates to the Pharmacy Australia Congress in Brisbane this Oct will each receive a 7-inch Android tablet containing the conference handbook and other features as part of their conference satchel.

Registrations are now open, with PAC13 themed as ONE profession, ONE focus, ONE voice focusing on unity in the profession.

See psa.org.au/pac.

NITP second intake

ENROLMENTS are now being accepted for the 2013 second intake of the PSA's National Intern Training Program.

PSA interns receive eMIMS, eTG, PSA online CPD and PSA Self Care - see psa.org.au/intern.

More chemo drug funds

FEDERAL health minister Tanya Plibersek yesterday announced an interim budget measure for the funding of chemotherapy medicines, with the new arrangements in place for six months from 01 Jul this year "allowing time for a thorough review of the funding of chemotherapy services".

The \$30m funding boost aims to "ensure cancer patients don't experience any interruption in their treatment, while we get to the bottom of how much we should be paying to support the ongoing viability of chemotherapy providers," Plibersek said.

The move follows the entry of generic versions of docetaxel onto the market, with price disclosure cuts from last Dec meaning that previously cross-subsidised

chemotherapy services were in danger of becoming uneconomic.

The interim measure will increase the amount paid to pharmacists from \$76.37 to around \$136 for the preparation of chemotherapy medications, "acknowledging the costs entailed in the safe supply of these medicines," according to a statement from Pharmacy Guild executive director David Quilty.

He said the move was the fulfilment of a promise by Plibersek that cancer patients would not miss out as a result of funding changes.

"We also welcome the fact that this interim funding has been found from outside the Community Pharmacy Agreement," he said.

"This means that the vast majority of community pharmacies which are not involved in the provision of chemotherapy medicines will not be disadvantaged, and is a clear demonstration of the Government and the Minister's strong ongoing commitment to the wider community pharmacy sector".

Singapore fast track

CHANGES to pharmacist regulations in Singapore could see the internship period for new graduates reduced to six months, according to Singapore Pharmacy Council president Wu Tuck Seng. "Fast-tracking" plans are being drawn up by health authorities to improve the current system, but the proposals wouldn't be implemented until 2017, according to *The Straits Times*.

Currently pharmacists in Singapore undertake a four year degree which includes a three month job placement, and after graduation they then take up a nine month internship at a retail or hospital pharmacy before they can be registered.

Currently only 16 locations in Singapore are certified to be able to supervise the interns, and this is not enough to handle an expected rise in pharmacy graduates.

There are currently 2300 registered pharmacists in the country, including 174 who graduated this week.

Conference speakers

GUILD National President Kos Slavos and Bruce Billson MP are among key speakers at the upcoming NSW Pharmacy National Convention & Exhibition which kicks off in seven weeks.

The event costs \$99 for three days of education, networking and a trade exhibition, with organisers saying everyone in pharmacy nationally is welcome.

The conference includes a range of new additions including refresher training for pharmacy assistants, a three hour Sleep Apnoea session and workshops for Pharmacy Guild members.

See nswpharmacy-nce.com.au.

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Pharmacy Daily is Australia's favourite daily pharmaceutical industry newsletter, read by more than 10,000 people across the industry each day.

We are currently recruiting for two roles to support our ongoing strong growth.

News Reporter

This is a permanent part-time role, working five mornings per week from our offices in Epping, NSW. The successful applicant will be an experienced writer with a good sense for news, preferably with knowledge of the pharmacy industry. As well as sourcing the latest pharmacy industry news you will be helping with the production of the newsletter so desktop publishing experience (Adobe Indesign) will be well regarded. On-the-job training will be provided.

Business Development Manager

Pharmacy Daily is seeking a Business Development Manager, to promote our popular newsletter to pharmacy suppliers. This is a part-time contract role with flexible hours, which would ideally suit someone with pharmaceutical or medical industry sales experience. Duties will involve sourcing new business from advertisers and developing relationships with clients with the aim of further growing the business.

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Weekly Comment

Welcome to **PD's** weekly comment feature.

This week's contributor is **Shannon Kerr**,

Marketing Manager at instigo.



It's all about the execution

EXECUTING exceptional business and retail program's and promotions requires meticulous project management. Many businesses expend all their energy in the creative 'fun' phase of the development and of a new business venture with the actual execution an afterthought.

When developing new strategies to grow your business it is imperative to break down the phases and ensure you have champions to drive each element.

When looking at a new promotional or retail idea (or Professional Service implementation) a few key 'high level' things to remember are to:

- ensure it aligns with your business strategy and the message you want to give to your customers
- ensure you have a budget and the clear definitions of success

Once you hit the all important implementation phase - have you set a plan to ensure the execution is as efficient as possible?

Remember to:

- hold a team meeting and ensure that all staff are clear as to WHAT we are doing, WHY we are doing it, HOW we will be executing our new plan and what the definition of success is (KPI's).
- ensure there are simple steps to get the project moving and to gather momentum
- ensure there are regular Work in progress (WIP) meetings to update the team and generate a sense of progress and achievement.
- remember to celebrate successes at key milestones along the way.
- analyse your results and learn for next time

All great business, marketing, retail or professional service initiatives require great project management to ensure you turn the idea into profit.

PDL issues Coveram alert

PHARMACISTS are being warned to make sure they ensure they check the original prescription for Coveram and Reaptan, because of potential for the incorrect product to be dispensed.

The combination products come in many strengths, and according to a bulletin issued by Pharmaceutical Defence Limited, there's a discrepancy between the manufacturer and PBS listings of the perindopril and amlodipine components, with the manufacturer listing the perindopril first in contrast to the PBS data, which has the amlodipine first.

PDL says there's a "particular risk with the 5mg/10mg and 10mg/5mg strengths, which creates the potential for the incorrect product to be dispensed if there is confusion about the strength of each ingredient prescribed."

"PDL recommends **EXTREME** care to be taken when dispensing Coveram or Reaptan," the bulletin advises, with pharmacists urged to contact the prescriber if there is any uncertainty.

A number of pharmacists have contacted **PD** about the issue, with dispensing software providers

reportedly attempting to rectify the problem but without a timeframe for the resolution.

In particular, with Fred Dispense if a pharmacist scans an old repeat for Coveram 5/10, the repeat will come out Coveram 10/5, so that the drug is the correct strength.

However if the repeat is then used at another pharmacy there's a potential for confusion.

No Alphapharm info

ALPHAPHARM says that it will no longer provide medical information about its products direct to consumers and health care professionals, according to an email to pharmacists on Fri.

The company said that changes to the PBS mean it needs to find "more efficient and even better ways" to service the market.

CEO Martin Cross said "we have made this decision reluctantly, but trust you understand the reasons this change must be made," with the company to henceforth refer drug information queries to "a health care professional, the appropriate Consumer Medicines leaflet of the National Prescribing Service".



DISPENSARY CORNER

HERE'S a great way to ensure staff retention.

A real estate firm in New York is offering its employees a special pay rise, as long as they demonstrate their commitment to the business in ink - by getting a tattoo of the company's green and black logo.

So far 40 workers have taken up the offer, and are being rewarded with a 15% wage hike.

LEGISLATORS in the US state of South Carolina are doing their bit for the obesity crisis, with a proposed ban on junk food in the Governor's mansion.

The budget proposal includes a special clause which would prohibit Governor Hikki Haley's office from purchasing meals such as takeaway pizza or hamburgers with public money, whether for employee treats or entertaining.

It mirrors a welfare plan from the governor which limits what people are able to buy using food stamps, with the senators saying it's only fair that the Governor also comply with the healthy purchasing requirements she's promoting for poor people.

MOVE over sniffer dogs...this gives new meaning to the term "sting operation".

London Heathrow Airport is training bees...yes...bees, to detect concealed explosives in the ongoing war on terrorism.

Hailed as cheaper and easier to train than dogs, the bees, which have been cleverly labelled 'bomble-bees', are packed inside a hand-held detector and are trained to poke their tongues out upon sensing an illegal chemical or potential explosive.

Upon this reflex, infra-red sensors inside the container pick up that the bees have sensed something, at which point a customs official will step.

Tests have apparently shown the bees have the ability to detect tiny traces of Semtex, which is used to make plastic explosives.

WIN THE LATEST FROM SUKIN!



Every day this week, **Pharmacy Daily** is giving two lucky readers the chance to win Sukin's hottest **NEW** skincare products. Each pack includes: Rose Hip Hydrating Day Cream, Sensitive Soap Free Body Wash, Sensitive Soothing Body Lotion, valued at \$55.85 each.

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