

\$40K guaranteed

PHARMACY Alliance is guaranteeing to boost pharmacy bottom lines by \$40,000 through implementing its programs- for details see **page 3** of today's **PD**.

**PHARMACY
OF THE YEAR 2014**

**THE
SEARCH
IS ON ...**

ENTRIES NOW OPEN

COMPETITION CLOSING 12 NOV 2013

Entries are now open for the Quality Care Pharmacy Program Pharmacy of the Year awards, which provide the highest recognition of superior achievement in the industry.

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Quality Care
Pharmacy Program
An initiative of The Pharmacy Guild of Australia



The Pharmacy
Guild of Australia

API profit dips to \$24.3m

AUSTRALIAN Pharmaceutical Industries this morning revealed its full year results to 31 Aug, with overall revenue stable at around \$3.2 billion and profit declining 20% to \$24.3 million for the 12 months.

However ceo Stephen Roche said the underlying net profit after tax was up 9.6% on the prior year, with the result showing "steady improvements in key operational and financial measures".

The pharmacy distribution division "continued to perform solidly," with underlying sales growth of 6%, and Roche reiterated his determination to maintain dialogue with the new government to ensure wholesalers are included in discussions on PBS reforms.

Another highlight of the result was the ongoing growth of Priceline Pharmacy, which Roche said "further cements our first mover advantage."

"Our overall sales and gross profit are up for the year, store numbers have increased to 363 and our

unrivalled loyalty program has now topped 4.3 million Sister Club members," he said.

Overall Priceline Pharmacy sales growth was 4.9% (but 3.5% excluding dispensary) while gross profit margin grew 4.7%.

The Priceline Pharmacy online store also recorded sales of \$1.8m, and Roche also said there were encouraging early signs of a lift in consumer confidence.

He said upcoming PBS reform measures would further hit retail pharmacy, putting "further onus on front-of-store sales to make up for lost pharmacy revenue."

"Our task is to ensure we continue to have the most appealing mass market range of beauty and health products for Australian women and then communicate that proposition effectively," Roche said.

Bush fire elixir of life

HYDRALYTE & Priceline Pharmacy have together donated over \$20,000 worth of Hydralyte bottles to the Rural Fire Service and Bush Fire support teams currently fighting the bushfires in NSW.

Hydration is critical to the lives of the men & women at the forefront of the fire battle, and this donation aims to meet that need.

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Tassone for Guild Vic

ANTHONY Tassone has been named as the new President of the Vic Branch of the Pharmacy Guild.

He takes the place vacated by George Tambassis, who was named Guild National President with the departure of Kos Sclavos (**PD Mon**).

**EVERYONE
LOVES IT!**

"In the time since we installed our robot, we've eliminated the "mosh pit" of sick and busy clients waiting for their scripts. I've fitted a large CCTV screen in the pharmacy so clients can see what's going on inside the Rowa - kids love it! I love it!"

Guy Ewing
Owner of Barossa Chemplus Pharmacy

Pharmacies for Sale

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- * Established in 2005
- * Modern, bright with excellent positioning
- * Pharmacy area 560 sqm
- * Medical centre with 7 doctors in the centre
- * Turnover: \$3,595,946 (2012/13)

Sale Price \$2,600,000

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PBS bushfire guidance

THE Department of Health has introduced temporary arrangements to assist residents and pharmacists in fire-affected areas in NSW to maintain medicine supplies.

The document: *Advice for approved pharmacists supplying PBS medicines to patients in areas affected by bushfire in NSW* advises pharmacists how they can manage supplies where medicines and prescriptions have been lost.

CLICK HERE to access the paper.

Intern exam dates

THE Australian Pharmacy Council says it's responding to demand by allowing interns greater flexibility in choosing examination dates by offering seven intern Written Examination sessions in 2014.

An additional session will take place in May, with exams next year to be delivered in all Australian capital cities as well as in Townsville in May, June and August only.

For details of session dates and to view the online tutorial for the Intern Written Examination see the APC website by **CLICKING HERE**.

Registration and payment for the exams is taken by Pearson Vue at www.pearsonvue.com/apc.

UTS Innovative Pharmacist

GOLD Coast pharmacist Joyce McSwan was awarded the *UTS Innovative Pharmacist of the Year Award* for 2013 for her commitment to pain management education for health care professionals and patients.

The award, sponsored by AstraZeneca and announced at a ceremony hosted by the University of Technology Sydney Graduate School of Health on Tuesday night, honours the achievements of pharmacists across Australia who create industry, professional or community solutions to current challenges facing the pharmacy sector.

McSwan is a consultant pharmacist, community pharmacist and pharmacy educator who has driven exciting innovation in the field of pain management in Qld over the last three years.

In 2011, she founded MedRN, a company dedicated to medication education for nurses working in the aged care sector in Mackay.



More recently she has been leading the Turning PAIN into GAIN patient program, in collaboration with Gold Coast Medicare Locals, helping patients to access primary care services and improve their management of persistent pain.

Prof Shalom Benrimoj, the Head of School at the UTS Graduate School of Health said McSwan's approach is a snapshot of the future of the pharmacy sector.

He said her achievements show that pharmacists have a much greater reach than even 5 years ago.

And UTS Pharmacy Industry Advisory Board chair, Warwick Plunkett, said "We congratulate Joyce on her achievement, and thank her for showing pharmacists everywhere that pharmacy remains an extremely innovative, challenging and exciting sector in which to pursue a career".

As the winner of the UTS Innovative Pharmacist of the Year award, McSwan received \$5000.

She's **pictured** above with her commemorative medal, alongside UTS Vice Chancellor Ross Milbourne (left) and AstraZeneca md Mark Fladrich.

Invokana approval

JANSSEN-CILAG Australia has welcomed the TGA approval of Invokana (canagliflozin), an oral once-daily sodium glucose co-transporter 2 (SGLT2) inhibitor, for type 2 diabetes mellitus.

The new product is approved for both monotherapy in lieu of metformin, and as combination therapy with other agents including insulin, when these plus diet and exercise don't provide adequate glycaemic control.

Neo-Mercazole alert

THE TGA has issued guidance for patients in the light of the global shortage of Neo-Mercazole (carbimazole) (**PD** 26 Sep), confirming that an alternative supply will not be available from pharmacies until mid-November.

In the meantime carbimazole is only available in Australia from Link Healthcare through the Special Access Scheme, and the company will provide the item at a price such that the usual concessional payment of \$5.90 is maintained.

However compounding pharmacy Slade Pharmacy is also able to supply carbimazole 5mg capsules and can fulfil orders nationally with 48 hours notice - for more information call 03 9565 4400.



DISPENSARY CORNER

BRITISH chemist chain LloydsPharmacy is trialling a new approach to pain management, implementing the results of a study which found that listening to music can ease symptoms.

The pharmacy group commissioned a poll of 1500 pain sufferers, with University of Utah Pain Management Centre spokesman David Bradshaw saying "people in pain should try to find some activity to get fully involved in."

"Listening to favourite music is excellent for that because it can involve both thoughts and feelings...no matter how anxious you may feel, if you can get absorbed in music this can help".

More than 40% of people with chronic pain told the researchers that music helped them to relax and feel better, with the most effective songs apparently including Simon & Garfunkel's *Bridge Over Troubled Water* and *Angels* by Robbie Williams.

Customers seeking pain relief at LloydsPharmacy outlets in London, Coventry, Torquay and Manchester are now being advised to listen to music in conjunction with other treatment options such as analgesics.

WIN A DERMA E TEA TREE PACK

Every day this week **Pharmacy Daily** is giving one lucky reader the chance to win a **Derma Tea Tree Pack**, including Tea Tree & E Antiseptic Crème, and Tea Tree & E Face and Body Wash.

Get fresh and clean with Derma e Tea Tree!

The Derma e Tea Tree range includes Tea Tree & E Antiseptic Crème, and Tea Tree & E Face and Body Wash, to refresh your skin and help remove bacteria. The Derma e Tea Tree range uses the highest-quality tea tree oil in effective quantities. It also contains Vitamin E, to soothe and nourish the skin, as it disinfects.

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

Hint! Visit: www.dermaenaturalskincare.com.au



Which skin types does Derma e Tea Tree and E Face and Body Wash suit?

Congratulations to yesterday's lucky winner **Marissa White** from **University of Queensland**. The correct answer was: yes.

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