

Grow your OTC profit

APOTEX is reminding pharmacists to grow their anti-fungal nail category and OTC profit with Aporyl (amorolfine 5% w/v as the hydrochloride).

See details of the bonus stock offer with free point of sale materials and product training on **page three**.

Managing your RUM

THE National Return and Disposal of Unwanted Medicines Limited (NatRUM) has been a victim of its own success as 13% increased uptake of the program exhausted allocated funds.

As a result, the Government provided a further \$800,000 to maintain the project through to June 2015 when the funding agreement would conclude, NatRUM said.

To ensure that the funds were used efficiently, pharmacists were asked to exclude all packaging, including Dose Administration Aids packaging, from NatRUM containers and ensure bins were full before returning them, it said.

WIN A SPOTNER PACK

This week **PD** is giving five readers the chance to win a **Spotner** pack.



New Spotner Agespot Corrector Pen revolutionises the treatment of age spots. Spotner's precision pen applicator and unique formulation combine to visibly reduce the appearance of age spots. With a simple twice daily treatment, results may be seen in as little as two to three weeks.

Spotner is available in two varieties, Spotner Hands & Body and Spotner Face & Decolleté.

To win, be first to send in the answer to:
comp@pharmacydaily.com.au

Age spots are also known as what?

Congratulations to yesterday's winner **Kaye Hazel** from **Angel Medicine**.

EBOS posts \$92m profit

THE EBOS Group has posted net profit after tax of NZ\$92.1m (A\$82.5m) for the full year, up 226% year on year, on revenue of NZ\$5.8b (A\$5.19b)

The results included Symbion, acquired last year, the benefits of which md Mark Waller said could be seen in the 34% increase in earnings per share to NZ\$.628 and "record" cash flow from operating activities of NZ\$114.2m.

About 80% of EBOS' revenues are generated in Australia.

The company said the breadth of Symbion's healthcare business had enabled it to grow its profitability, even after allowing for

Pharmaceutical Benefits Scheme (PBS) price reforms.

This was reflected in flat sales revenue for the Australian pharmacy business compared with the prior period as, excluding PBS reforms, revenue growth would have been 3.8%, EBOS said.

The Group also announced a 25% investment in the Good Price Pharmacy Warehouse brand through Symbion (**PD** breaking news yesterday) which EBOS ceo Patrick Davies said paved the way for wholesale supply of pharmaceuticals to all the group's stores, while Good Price Pharmacy Warehouse would leverage Symbion's supply chain systems to reduce costs.

Other news included that Chemmart opened 28 new stores this year, taking it to 328 in total and the Melbourne Distribution centre was ready to go live next month, EBOS said.

RGH E-Bulletin

THE latest RGH Pharmacy E-Bulletin concerns midodrine for orthostatic hypotension.

CLICK HERE to read more.

AusPARs updates

FOUR new AusPARs have been added for Sorafenib (Nexavar by Bayer), Adalimumab (Humira by AbbVie), Aflibercept (Eylea by Bayer) and Tenofovir disoproxil fumarate / emtricitabine / rilpivirine (Eviplera by Gilead).

CLICK HERE for details.

Blackmores profit up

BLACKMORES has posted full year profit of \$25.4m, up 1.8% year on year, on sales of \$346.8m, up 6.2% year on year.

The company had net profit after tax for the nine months to 31 Mar were down 5.5% to \$15.5m.

Its net debt was down by \$14.6m.

Blackmores said it returned to profit growth in the second half of the financial year, saying it furthered its commitment to the education of healthcare professionals and pharmacy assistants, more than 15,000 of which completed an accredited program, developed with the Pharmacy Guild, during the year, Blackmores said.

It would continue to expand its digital platform and invest in growth in Asia, it said.

For more, **CLICK HERE**.

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Always read the label. Use only as directed. If symptoms persist consult your healthcare professional.

Inquiry: Review PBS

THE Community Affairs References committee report 'Out-of-pocket costs in Australian healthcare' has recommended the government review the Pharmaceutical Benefits Scheme (PBS) to identify where efficiencies could be gained, particularly in areas such as procurement and pricing structures, looking at benchmarking, monitoring of GP prescribing practices and evaluation of reasons for patient non-adherence to prescribed medication.

The committee suggested price disclosure be continued to reduce pharmaceutical costs, saying it acknowledged the evidence that greater savings could be possible with more regular price reviews.

Government should not adopt further co-payments, it said.

CLICK HERE for more.



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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

TabTimer launches 'internet-ready' pill dispenser

The **MedReady MR-357FL Automated Medication Dispenser** is a timed-alarm system which holds 28 doses of medicines that are automatically provided at the programmed times up to four times daily. The locked and tamper-resistant lid keeps medicines securely stored until the programmed times arrive. At medicine time, the powerful godB, 400Hz audible alarm beeps and a light flashes continuously, until the medicine door is opened to allow access to the pills.

Stockist: 1300 822 846

RRP: \$359 + web portal notifications

Website: www.TabTimer.com.au



Get the most out of your exercise with FAB IRON Liquid Iron

Finding energy to incorporate the recommended 60 minutes of daily exercise into your day can be a struggle for most, but this can be even more difficult when suffering low iron levels, which leave you feeling tired, fatigued and generally lacking in stamina. New research from the *Journal Of Nutrition* found daily iron supplementation significantly improved the exercise performance in women experiencing low iron levels, iron deficiency and anaemia. **Fab Iron Liquid Iron**, an organic form of iron called ferrous gluconate which is easily absorbed, is the ideal daily iron supplement, as its daily 10ml dose contains just 10mg of iron – not too much, not too little.

Stockist: Major pharmaceutical wholesalers

RRP: \$18.95 250 ml, \$18.95 box of 20 x 10ml sachets

Website: www.fabiron.com.au

What do Dads really want for Father's Day?

Forget the socks and jocks and 'soap-on-a-rope', surveys show that men want more energy, and as a close second, more time for sport. With the **Gaia made for men** portable toiletry kit, he can fit in a quick gym session before work, have an invigorating shower and shave before heading on into the office looking forward to getting stuck into the day. Everything he needs is in the one compact wet pack, all refillable.

Stockist: 03 9703 1707

RRP: \$17.95

Website: www.gaiainnaturals.com



Cruise through the party season with Hydrodol

Party season often brings with it splitting headaches and cravings for fried food. Plans for boot camp are made pre-party, but the morning after, you've easily consumed enough breakfast calories to last the week - a scenario that could be avoided with **Hydrodol** hangover relief. It is designed to alleviate the adverse effects of excessive alcohol consumption and to be taken whilst drinking.

Stockists: 1300 790 978

RRP: \$13.95 2 doses (8 caps), \$19.95 4 doses (16 caps)

Website: www.hydrodol.com.au



DISPENSARY CORNER

AND also for adults.

Any of our pharmacy student readers under 20 will most likely agree with the largest US paediatrician group, which has said that delayed start times for classes was an effective countermeasure to insufficient or erratic sleep patterns in teens.

Of course, the American Academy of Pediatrics was talking about teenagers and moving school classes to 8.30am or later, *USA Today* reported, so alas, University students still may have to attend 8am classes.

Many things, including biological changes in sleep and academic demands, affected teenagers' sleep patterns and pushing school start times was "key" to helping them achieve optimal levels of sleep, the publication reported.

BLOOD or plasma alcohol levels.

Whoops - a good case for improved science and clinical testing communication was made in the US when drivers tested for alcohol levels in Pennsylvania had their cases reviewed after it was discovered that the office of the district attorney was not measuring the hospital test correctly.

The hospital provided blood plasma levels which differed by a known algorithm from blood levels, but the conversion was not made by the attorney's office.

Consequently, some 750 cases needed to be reviewed, reported *Yahoo! News*.

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1. Apotex Pty Ltd, Data on file. 2. Apotex Pty Ltd, Aporyl Consumer Medicine Information, December 2012. 3. A. Menarini Australia Pty Ltd, Rejuvenail Instructions for use, Rejuvenail website. <http://www.rejuvenail.com.au/about-rejuvenail>; Accessed May 01 2014.

ALWAYS READ THE LABEL. USE ONLY AS DIRECTED. IF SYMPTOMS PERSIST SEE YOUR HEALTHCARE PROFESSIONAL.

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