BECONASE

Allergy & Hayfever

ONE WEEK ONLY DEAL

ENDS FRIDAY 25TH JULY 2014



Stock up for the Allergy season ahead!

THE OFFER 12+ units = 10% Discount*

Product Description	API	Sigma	Symbion	RRP^ (Incl GST)	MOQ	Order Quantity
Beconase Allergy & Hayfever 12hr 200D	688266	539098	088625	\$14.99	12	

ORDER FORM

Please complete your pharmacy details and the required quantity.

To order, PDE or fax/email this form to your wholesaler before **5.00pm on Friday 25th July 2014**.

Contact Name:	Pharmacy Name:	
Pharmacy Address:		
Pharmacy Phone No:		
Wholesaler Name:	Account No:	

Always read the label. Use only as directed. If symptoms persist, please see your healthcare professional.

Offer period: 21/07/14 to 25/07/14 or whilst stocks last.

^RRP=Recommended Retail Price. The recommended retail price(s) referred to in this document are recommended only and there is no obligation on the retailer to comply with these recommendations. # Discount off wholesaler list price. A 10% discount off the Wholesaler List Price will apply to all units in an order of 12 or more units. Beconase* is a registered trade mark of GlaxoSmithKline group of companies. Aspen Pharmacare Australia Pty Ltd, of 34-36 Chandos Street, St Leonards NSW 2065, Ph: 02 8436 8300.





Monday 21 Jul 2014

PHARMACYDAILY.COM.AU

Step 5 Streamline operations Step 4 Train for better results Step 3 Ramp up marketing Step 2 Improve layout Step 1 Buy better Call Now 1800 036 367 A retail program for independent pharmacies

Friday's comp winner

FRIDAY'S winner of *Pharmacy Daily's* competition prize of a
Caroline's Skincare Pack was
Sherree Walters from the
Pharmacy Guild of Australia.

This week's competition prize is a 50ml bottle of RosehipPLUS Rosehip Oil - see Page 2.

MH₁₇ condolences

A JOINT communiqué from the offices of the Minister for Health Peter Dutton and the Shadow Minister for Health Catherine King has been inssued expressing deepest condolences to the family, friends and colleagues of those affected by the flight MH17 tragedy associated with the 20th International AIDS Conference.

They said the people of Australia shared in the heartbreak of all the families involved.

Connecting you to new business opportunities.

Introducing a new mobile health range for pharmacy.

CLICK HERE for an appointment or call 1300 367 611.





Food facts from pharm

THE Pharmaceutical Society of Australia (PSA) has reminded people of the need to speak with their pharmacists about the medications they are taking.

This follows a warning from an article in *Choice* about the dangers of mixing some foods and drinks with prescription medicines.

The article says those taking ACE inhibitors such as captopril and enalapril should not eat bananas, as too much potassium can cause an irregular heartbeat, as well as avoiding grapefruit while on a range of medications including buspirone and erythromycin.

PSA national president Grant Kardachi said that in today's information rich environment, conversations with a pharmacist took on a new relevance, as consumers had access to "unprecedented" levels of information about many topics including all types of medicines such as complementary medicines.

"The use of complementary is popular among many consumers and more information is becoming available about possible interactions with prescribed medicines so talking to the pharmacist is important.

"Pharmacists are the medicines experts and are trained in possible interactions and adverse events."

NPS MedicineWise Medicines Line manager Sarah Spagnardi said people were probably not as informed about the potential for interactions between medicines and food as they could be.

Some of the medicines involved

FedEx charged

THE FedEx Corporation has been charged with conspiring with two online pharmacy organisations to distribute controlled substances and prescription drugs without requiring the customers to have a valid prescription in the US.

The Food and Drug Administration (FDA) said it was hopeful that this would reinforce the message that publich health takes priority over a company's profits.

For more, READ HERE.

were very common, including cholesterol and blood pressure medications, she said.

Complementary medicines were another thing people might not think to ask about when it came to possible interactions, she said.

NPS would encourage people to seek more information about potential interactions from a healthcare professional, such as a pharmacist, she said.

Complementary Healthcare
Council ceo Carl Gibson said it
advised consumers to speak with
health care professionals when
thinking about supplementation
needs, and it was essential
pharmacists were able to converse
knowledgeably about this.

"Complementary medicines are just that - complementary." To read more, **CLICK HERE**.

Continuum of Care

SANOFI Pharmaceuticals is offering the Pamela Nieman Continuum of Care Research Grant, valued at \$10,000, to members of the Society of Hospital Pharmacists of Australia to enable research into processes and outcomes that optimise medication management.

CLICK HERE for details.

Webster design award

WEBSTERCARE'S newly designed range of Webster-pak and Unit Dose 7 Webstersystem Folders has received a Finalists Award at the recent Good Design Australia Awards in the Selection section.

Statins up diabetes T2

ADHERENCE to statin therapy has been associated with increased risk of diabetes type 2, according to a new observational study.

The authors of the research, which involved 115,709 participants, concluded that even though in the real world setting, the risk of new-onset diabetes rises as adherence with statin therapy increases, the benefits of statins in reducing cardiovascular events still overwhelmed the diabetes risk.

CLICK HERE to source the abstract.

Beconase deal week

ASPEN urges pharmacists to stock up for the allergy season and is offering customers a special Beconase deal for this week only, closing 25 Jul.

For more details, see Front Page.

New HIV target

HIV and Aboriginal and Torres Strait Islander organisations have upped the ante on the government's National Strategies for blood-borne viruses and sexually transmissable infections.

The Eora Action Plan's targets go beyond the government's, including a target of reducing new HIV infections by 50%, the Australian Society for HIV Medicine said.

It said the number of new HIV cases attributable to injecting drug use was 12 times higher in Aboriginal and Torres Strait Islander populations - CLICK HERE for more.

Breathe Easier With AEROSURE MEDIC+



New AEROSURE Medic for respiratory disease drug free & easy to use

Order through wholesalers

Pharmacy DAILY -

Monday 21 Jul 2014

PHARMACYDAILY.COM.AU

Looking for help with your FOS and professional services marketing?

An independent group with a plan to grow sales and build professional service marketing.



Contact: Leanne Bauckham on 02 9248 2614 or leanne@instigo.com.au

Weekly Comment

Welcome to PD's weekly comment feature.
This week's contributor is Dr Rahul Patel, Lecturer in Pharmacological Sciences at the



School of Medicine, University of Tasmania

Can laboratory-based research skills help pharmacists improve patient outcomes?

IT IS now recognised that apart from dispensing prescription medications, pharmacists are also involved in a more expanded and team-based clinical role, providing evidence-based information on quality use of medicines to improve patient care. In Australia, the pharmacy curriculum is constantly evolving to equip pharmacists with the advanced clinical skills and knowledge necessary to fulfil and extend their roles in hospitals or community pharmacies. However, pharmacists often face unique challenges other than quality use of medicines. For example, extemporaneous formulations are often prepared by pharmacists and the stability of many extemporaneously prepared formulations is currently unknown. Therefore such formulations are prepared on a daily basis, resulting in subsequent limitations and problems including patients returning to hospitals every other day for medication supply. Various postgraduate programs including Master of Pharmaceutical Science can provide pharmacists with laboratorybased research skills that can be effectively utilised to offer creative solutions to some of those unique challenges. Such postgraduate programs can provide pharmacists with the opportunity to develop a solid grounding in laboratorybased research methodology and enhance their problem solving skills. Then pharmacists with specialised laboratory skills can be more actively involved in basic or applied research such as establishing the long-term stability of extemporaneously prepared formulation. This additional knowledge has great potential to improve patient care.

Next CPSA stage agreed

THE New Zealand 20 District
Health Boards (DHB) Collective
has agreed to Stage Four of the
Community Pharmacy Services
Agreement, effective on 01 Aug.
Recommendations accepted by
the Collective include the Case
Mix Services Fees' model, which
provided funding to recognise the
number of patient visits per day
and the number of items dispensed
to that patient on that visit.

The Central Region's Technical Advisory Services (TAS) said this meant funding packages including a

NEHTA invites EOIs

AS THE official Australian member of the International Health Terminology Standards Development Organisation (IHTSDO), the National E-Health Transition Authority (NEHTA) is inviting expressions of interest from Australian clinical informaticians to be nominated as independent experts on the IHTSDO Standing Committees.

For application forms please email christine.borthwick@nehta.gov.au.

NICE 15 year review

THE UK's National Institute for Health and Care Excellence (NICE) Annual Review 2013/14 has now been published summarising the organisation's work over the past 12 months, as well as a look back as NICE celebrates its 15th anniversary.

CLICK HERE to access the review.

Long Term Conditions (LTC) Service with a monthly service payment of \$20 per patient and Core Service Base Fee and LTC Service Base Fee for initial items of \$4.38; for repeat items, this would be \$3.

Importantly, initial and repeats would see the application of relative value units to reflect patient complexity, it said.

The Handling fee would remain \$1 per item and the transition pool funding would be reduced to 0% of the funding envelope, which had been signalled at the start of CPSA 2012, it said.

There will also be four evening meetings to demonstrate the use of Community Pharmacy Portals with regards to pharmacy payments and reports.

CLICK HERE for more.

TGA cost recovery

THE Therapeutic Goods
Administration (TGA) has issued a
new set of cost recovery statements
relating to their activities, including
that the estimated revenue from
complementary medicines was
\$11.9m in 2013-14, while expenses
were \$16m, leaving a deficit of
\$4.1m.

The forecast for 2014-15 was expenses of \$15.6m and revenue of \$11.6m

Estimated application fees amounted to \$2.4m in 2013-14 and were forecast to be \$1.8m in 2014-15.

For details go to www.tga.gov.au.

DISPENSARY CORNER

SERIOUSLY hot marketing.

If you make breakfast at your pharmacy, now you can burn your pharmacy logo or brand indelibly into the brain of your staff and any attendant customers.

A US company has created what they call the Toaster Selfie - send the Vermont-based Burnt Impressions company a photo of yourself, or your logo or brand, and for around US\$75 you will receive your own customised toaster (pictured) which will burn a copy of your graphic onto every slice of toast it cooks.



A YETI by any other name.
A discussion in the *Pharmacy Daily* office about whether a colleague needed Diamox, or acetazolamide, for altitude sickness on a trip to Ladakh in India led, naturally, to a discussion about whether or not yetis really did exist.

A tale about a trigger-happy yeti hunter who claimed to have shot the Abominable Snowman but lost the body was pronounced by various staff as "hog wash", with the travelling colleague tasked with determining the truth.

DOWNLOAD the FREE *Pharmacy Daily* iOS App, **CLICK BELOW.**



Win a bottle of RosehipPLUS Rosehip Oil

This week *Pharmacy Daily* is giving five readers the chance to win a 50mL RosehipPLUS Rosehip Oil.

RosehipPLUS™ Rosehip Oil is a 100% pure and natural Australian Certified cold-pressed organic skincare product. It is rich in vitamins, antioxidants and fatty acids. It will assist with reducing stretchmarks, scars, skin hydration, dry and sensitive skin, fine lines and wrinkles, and promote skin elasticity and texture.

Visit: www.rosehipplus.com.au

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

What country is RosehipPLUS Rosehip oil sourced from?