

“eRx Express creates loyalty with customers helping them return to us rather than have scripts dispensed elsewhere”

Steve Speirs – Exhibition Pharmacy

HIV Rx PBS listed

TIVICAY (dolutegravir) will be listed on the Pharmaceutical Benefits Scheme (PBS) as of 01 Apr.

Tivicay is an integrase inhibitor which blocks the HIV virus from spreading through the immune system, manufacturer ViiV Healthcare said.

St Vincent's Hospital Immunology and Infectious Diseases Unit director of HIV Professor Andrew Carr said the listing was an important development in the treatment of HIV.

Antibiotic use & abuse

CONCERNS over antibiotic usage and resistance are a theme of this year's meeting of the Australasian Society for Infectious Diseases (ASID) in Adelaide from 26 to 29 Mar.

Research presented at the conference shows that one in five prescriptions in Australia do not comply with prescribing guidelines, while a separate report shows that short-term pressures such as management of immediate clinical risk and time pressure influences doctors' prescribing decisions more than long-term concerns over development of antibiotic resistance.

Sigma programs future

SIGMA ceo and md Mark Hooper commenting on the company's full year results (**PD** Breaking News yesterday) has flagged that structured programs supporting pharmacists caring for the health and wellbeing of customers would drive brand awareness and loyalty as a basis for future growth.

“Sigma is taking a leading position in actively introducing a number of structured Professional Service initiatives into the Amcal, Amcal Max and Guardian pharmacy networks,” he said, adding that pharmacies can play an important role as the third pillar of primary healthcare.

“In addition, over 100 exclusive and private label products have been launched during the past 12 months with another 200 in the pipeline to be launched.

“These are products that are only available through Sigma's pharmacy network.”

The company reported a sales increase of 3.3%, and revenue up 1.1% to \$2.973b despite the impact of PBS price disclosure reform in the last 12 months, and with record return on invested capital (ROIC) of 14.6% and no debt drawn with cash reserves of \$67.5m.

The company estimated that without that impact revenue would have grown to 4.1%.

Significant initiatives include the introduction of the multi-channel online platform, the launch of the colour THEORY private label beauty range, and the development of the Amcal pilot stores.

“The acquisition of Central Healthcare (**PD** 25 Mar) represents a strategic opportunity for Sigma to open up avenues for growth in the retail pharmacy and hospital network,” said Hooper.

Reported in *The Australian* this morning, Sigma has been holding discussions with health funds with the aim of entering into funding arrangements to enable provision of pharmacy professional services.

Health economic arguments are being developed to support the case for these less expensive treatments.

CVD down, still major

DEATHS from cardiovascular disease (CVD) have seen the biggest drop in 15 years, according to figures released by the Australian Bureau of Statistics (ABS).

Around 20,046 people died of CVD in 2012 compared with 28,299 in 1998 while the proportion of deaths caused by heart disease has fallen from 22.2% in 1998 to 13.6% in 2012.

ABS data also showed a 40% drop in heart attack death rates during the past 15 years.

While cautioning that now is not the time to become complacent in efforts to stem the tide of the effects of CVD, NHF national director of CV health Dr Rob Grenfell said the next task was to address the resulting burden on the health system as more people are living with heart damage and disability.

Creating New Future

‘CREATING a New Future’ is the theme for this year's Pharmacy Management Conference to be held 30 Jul to 01 Aug at Surfers Paradise Marriott Resort & Spa on the Gold Coast.

With the future of Australian community pharmacy in mind, the cumulative impact of PBS reform means that in 2014 it is critical that everyone involved in pharmacy management focuses on the drivers of high performance.

CLICK HERE for more detail.

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APP Winner Announcement

The winner of the Raven's Recruitment competition held at the recent APP conference on the Gold Coast, is Matt Pilkington from the Terry White Chemist Fourways in Devonport Tasmania.

Matt wins a \$500 flight centre voucher to put towards travel of his choice.

Congratulations Matt!

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Events Calendar

WELCOME to *Pharmacy Daily's* events calendar, opportunities to earn CPE and CPD points.

If you have an upcoming event you'd like us to feature, email info@pharmacydaily.com.au.

4-6 Apr: Australian Fitness & Health Expo; Melbourne; see: www.fitnessexpo.com.au

5 Apr: Clinical Trials Seminar; Melbourne; for more info go to: www.shpa.org.au

5-6 Apr: Pharmacy in Focus; Armidale, see: www.psa.org.au

11-12 Apr: 2nd BioCeuticals Research Symposium; Sofitel Sydney Wentworth; see: www.bioceuticals.com.au

12-13 Apr: Pharmacy in Focus; Orange, for details go to: www.psa.org.au

12-14 Apr: FIP Fifth Pharmaceutical Sciences World Congress, Melbourne - for details [CLICK HERE](#).

3-4 May: 4th International Conference on the Science of Nutrition in Medicine and Healthcare Conference; Gold Coast; for more info see: www.nutritionmedicine.org.au

5-6 May: Pharmacy "Essential Financial Skills"; Perth; see: www.fmrbusdev.com.au

17-18 May: Early Career Leadership Seminar; Adelaide; for more info go to: www.shpa.org.au

30 May - 1 Jun: Clinical and Practice Expo 2014, Sydney; see: www.psa.org.au/cpexpo or email cpexpo@psa.org.au

1-3 Jun: ConPharm 2014; Port Douglas; for more info go to: www.conpharm14.com.au

1-3 Jun: 20th International AIDS Conference (AIDS 2014); Melbourne; see more at: www.aids2014.org

3-4 Jun: Pharmacy "Essential Financial Skills"; Melbourne; see: www.fmrbusdev.com.au

20-22 Jun: National Convention & Exhibition; Sydney; details: www.nswpharmacy-nce.com.au

Patients at funding centre

CANCER groups have said patient needs should be "front and centre" of treatment funding decisions and pharmacists can play a central role in these discussions.

Groups at the Cancer Drugs Alliance Stakeholder Forum this week, included Bowel Cancer Australia, Leukaemia Foundation and Lung Foundation Australia.

Rare Cancers Australia co-founder Richard Vines said the forum had called for a co-ordinated effort by consumer groups to make sure patient needs were foremost when deciding what treatments should be funded, as well as for a more transparent and easily understood process.

"So if a patient is to be denied funding for their treatment it's important that they can easily understand why."

Vines said pharmacists were important community touch points and could play a central

role in discussions, as they were very knowledgeable about cancer medicines and could play an educational role in upskilling the community on these, particularly newer medications, he said.

"We would really like to see pharmacists play a central role in running community information sessions on cancer medications for instance."

The forum heard that patients in Canada were consulted before full assessment of a new therapy was made, allowing them to provide their considerations before the submission and review process began, he said.

Pharmacy Bulletin

THE Department of Human Services has said the pharmacy bulletin reminding pharmacists to check patients' PBS eligibility (**PD** 27 Mar) was a standard reminder and did not stem from reports of pharmacists not being paid.

FIP Bangkok mtg OK

THE International Pharmaceutical Federation (FIP) said that the state of emergency imposed on Bangkok, Thailand was lifted last week and that there are "no safety concerns for the FIP Congress."

Thunderbirds are go!

FOLLOWING the announcement of a three-year sponsorship deal late last year, Priceline Pharmacy has launched a new television commercial featuring the Adelaide Thunderbirds netball team, the newest Priceline Pharmacy 'Sisters'. To view it, [CLICK HERE](#).

WIN AN ORGANIC DETOX

Everyday this week *Pharmacy Daily* will be giving you the chance to win a 4.3.2.1 Organic Detox from **Key Sun**, valued at \$39.95.

4.3.2.1 Organic Detox provides 14, one-a-day, liquid herbal doses to supplement your detox program. Combine 4.3.2.1 Organic Detox with your healthy eating plan to enjoy the organic goodness of 4.3.2.1's certified organic herbal detox formula.



For your chance to win this great prize pack, simply be the first person to send in the correct answer to the question below to:

comp@pharmacydaily.com.au.

How many different herb extracts does it contain?

Congratulations to yesterday's lucky winner, **Amanda Seeto** from **Good Price Pharmacy Ashmore**.

DISPENSARY CORNER

FAMILIES that share everything. While not really a light-hearted matter it is hard to read this without some sense of "I hope I never need this."

The National Institute for Health and Care Excellence (NICE) is examining faecal microbiota transplant for recurrent *C. difficile* infection and will publish guidance on its safety and efficacy to the NHS in England, Wales, Scotland and Northern Ireland.

While it sounds a bit yucky, it has strong evidence to support inserting healthy faecal bacteria into an infected gut to restore the balance.

The transplant is usually inserted via a naso-gastric tube or colonoscopic tube using a family member's faeces.

NOT the most obvious trend. North Korean men have now

to face the prospect of being blessed with their leader's haircut.

Instead of mocking the less-than-flattering

haircut, the state has decreed that men will be required to mimic it the *BBC* reports.

"Our leader's haircut is very particular, if you will," one source told *Radio Free Asia*.

North Korea's state TV had previously launched a campaign against long hair, called "Let us trim our hair in accordance with the Socialist lifestyle".

YOUR face here.

Dallas Miller, 21, from Tennessee, found her Facebook account image being used for prostitution advertisements when she neither gave permission for her images to be used and, incidentally, is not a prostitute.

She has decided to tighten the security setting on her account.

