

Pharmacist Club

LAUNCHING the new free-to-join one-destination for pharmacists to access online training for CPD points, product training and information, business tips and advice, samples, deals, rewards and jobs. The Pharmacist Club has full details on **page 4** of today's *Pharmacy Daily*.

Health Navigator

METRO North Brisbane Medicare Local has launched a new mobile website intended to make it easier for people to find out if they are at risk of chronic disease.

Metro North Brisbane Medicare Local chief operations officer Shelley Kleinhans said Health Navigator, funded by the Australian National Preventative Health Agency, would also make it easier to navigate local health services.

"When visiting the site, you will be asked to complete a simple health assessment.

"The questions have been based on the latest clinical evidence and validated by the National Vascular Disease Prevention Alliance."

CLICK HERE to visit the site.

Weight loss program

CHEMMART pharmacies are offering a weight loss program developed by Probiotec and the CSIRO Impromy health and weight management program.

The program uses a CSIRO developed eating plan and Guildcare.

Booking can be done online or in store.

API posts \$114.9m loss

AUSTRALIAN Pharmaceutical Industries Ltd (API) has posted a statutory loss of \$114.9m in its half year results (**PD** breaking news yesterday).

This follows an impairment charge of \$131m, signalled in mid-April (**PD** 17 Apr).

The company said its underlying net profit after tax was up 29% year on year to \$16.2m, on gross revenue of \$1.67b, up 4.6% year on year.

Priceline Pharmacy reported overall sales growth of 11.5% and gross profit up by \$6.2m to \$101.3m, with 10 more stores.

The company expected to roll out 20 stores per year, with another 10 stores added this financial year.

Its pharmacy division had underlying sales growth of 8%, excluding Pharmaceutical Benefits Scheme reforms, on revenue of \$1.17b, up 2% year on year.

The New Zealand segment had a \$767,000 loss for earnings before income and taxes (EBIT), with sales flat due to the strong New Zealand dollar and declines in Australian contract volumes, API said.

It was set to improve, with a focus on delivering more private label categories and would be profitable in the second half of the year, the company said.

API said the government was late in paying its February Community Service Obligation (CSO) payment of \$6m, which came in early March and was "never usually late," API chief financial officer Graeme Fallet said.

Of the total impairment charge,

\$52m related to pharmacy loans, for which a heads up agreement was signed in October to extend the loans for a further five years but an agreement on a final documentation form has not been reached.

These negotiations and the need for some customers to renew their bank finance facilities meant the carrying value of the loans had been determined on the basis that they were due now, API said.

Financial guarantees of \$25.3m which had previously been reported as contingent liabilities had been recognised as a liability at the reporting dates, API said.

The remaining \$27m was what API expected to be repaid by the customers over the next five years, API said.

A bullet payment of \$62m was expected, meaning API would recover its loan, Fallet said.

New FDA Med Guides

THE US FDA has added two new product to their Medication Guides Page: Rebif (interferon beta-1a) and Suboxone (buprenorphine and naloxone).

CLICK HERE to access.

Pharmacy "Essential Financial Skills"

Perth 5-6th May

Melbourne 3-4th June

Sydney 22-23rd July

Brisbane 19-20th August

Click here for detailed brochure

"With the impending PBS changes this workshop has empowered me to analyse my business and put strategies in place to reduce the impact. Geoff is a vibrant presenter"

Fiona Mann, Mannum Chemplus



Pharmacy Accredited A1403FMRC1 This course has been accredited for 28 group 2 CPD credits and 10 group 1 CPD credits for inclusion on a pharmacist's CPD Record. Participants can convert the 10 group 1 CPD credits into 20 group 2 CPD credits by completing an optional assessment within 3 months.

Like hospital work?

THE Society of Hospital Pharmacists of Australia (SHPA) is running a foundation seminar in clinical pharmacy practice designed for pharmacists seeking to improve or update their knowledge of current clinical practice to suit the hospital environment.

It focuses on general tasks undertaken by pharmacists in the hospital setting as well as key therapeutic areas such as pain management, endocrinology and mental health.

CLICK HERE to register online.

FDA nods Zykadia

NOVARTIS has been granted US Food and Drug Administration (FDA) approval for Zykadia (ceritinib).

This was the first therapy for patients with ALK+ non-small cell lung cancer (NSCLC) previously treated with the ALK inhibitor crizotinib, Novartis said.

Zykadia demonstrated an overall response rate of 54.6% in patients with ALK+ metastatic NSCLC who have no other treatment option with a median duration of response of 7.4 months.

The approval is part of the FDA's Breakthrough Therapy designation.

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AF detection tech

COVIDIEN is distributing blood pressure monitors that measure blood pressure and atrial fibrillation (AF) simultaneously.

The device was not a diagnostic tool but could be used for "opportunistic screening", to identify those with undiagnosed AF, the company said.

The Microlife AFIB home monitoring models include the pharmacy exclusive 'Microlife A200AFIB' with an RRP of \$190, or the 'Microlife Watch BP Home A' for an RRP of \$325.

Pharmacies that purchased six units will receive a free trial unit for in-store screening.

The Watch BP Home A was recommended by the UK's National Institute for Health and Care Excellence, with Centre for Health Technology Evaluation director Professor Carole Longson saying evidence indicated the device would offer advantages in detecting AF opportunistically while measuring blood pressure.

New Discount portal

DISCOUNT Drug Stores is using a new online portal connecting buyers with suppliers.

RANGEme streamlined the buying process and was a marketplace for brands to connect with retailers such as Coles and Kmart, Discount Drug Stores said.

The tool highlighted potential products best suited to a user's brand and categories, Discount Drug Stores national merchandise manager Adam Goss said.

Pharm helps smokers quit

RECENT Australian-led research has highlighted the role of community pharmacy in effective smoking cessation interventions.

Published in the June 2014 issue of *Journal of Clinical Pharmacy and Therapeutics*, the meta-analysis drew on data from 1,168 articles and five studies, involving a total of 1,426 smokers.

Pharmacist interventions showed better abstinence rates as compared with controls, leading the authors from the University of Sydney and Naresuan University in Thailand to conclude that health policy makers should direct incentives to community pharmacists to provide these services.

Pharmacy Guild of Australia executive director David Quilty said in *forefront* that this was a similar set of results to previous research the Guild has reported on.

"Governments in a number of countries including New Zealand, the United Kingdom and Canada currently fund pharmacist-led smoking cessation services.

"However, in Australia there is little or no funding to support community pharmacies to provide counselling and advice to assist smokers to quit."

With nicotine addiction responsible for eight percent of the total health burden in Australia and as the nation's most expensive lifestyle-related health condition, Quilty said it was "indisputable" that funding community pharmacy smoking cessation services would

be offset by reduced costs across the wider health system from increased smoking abstinence rates.

Australian Association of Smoking Cessation Professionals (AASCP) vice president Dr Colin Mendelsohn said the paper was the first analysis to show that smoking cessation counselling in the community pharmacy setting was effective.

Up until now there had been very little research to make any firm conclusions, he said.

"AASCP strongly supports trained pharmacy staff providing a smoking cessation service."

The Department of Health had not replied at time of writing to queries about whether funding for smoking cessation services in community pharmacy would be considered.

To read the study, [CLICK HERE](#).

ACMD statement

THE meeting statement for the Advisory Committee on Medical Devices is now available online.

To read it, [CLICK HERE](#).

Aussie flu hotspots

RECENT research by Roy Morgan Research found Newcastle and South Western Sydney were the areas in the country where influenza has had the most impact.

Newcastle just pipped South-Western Sydney as Australia's flu capital at 31.9% of residents who reported having the flu in the previous 12 months, compared with 31.8%.

The flu rate in Newcastle had until last year been close to the national norm, averaging 25.8% from 2009 to 2013, but swelled up by almost 20% in 2013.

Coming in at number three in 2013 is another chronic influenza hotspot, Townsville, at 31%, which has made the top five for the fourth time since 2009.

The research is based on self-reporting with a range of symptoms likely to be rated as 'flu' which could introduce biases around regional differences in perceptions.

E-cigarette fact sheet

THE Australian Association of Smoking Cessation Professionals (AASCP) has published a fact sheet on the use of e-cigarettes, following concerns at usage levels.

An International Tobacco Control study in 10 countries found that one in five Australian smokers had tried e-cigarettes, but the Therapeutic Goods Administration (TGA) has not undertaken an assessment of e-cigarettes.

A spokeswoman for the Federal Department of Health said health authorities are concerned about the use of electronic cigarettes because of a lack of evidence on their safety and efficacy; e-cigarettes containing nicotine are therefore illegal for sale.

The fact sheet aimed to help smokers and healthcare professionals make informed decisions about e-cigarette use, the AASCP said.

Vice president Dr Colin Mendelsohn said there were no long term studies on e-cigarettes and further research on safety was needed.

In the US, the Food and Drug Administration (FDA) has proposed that its authority be extended to cover additional tobacco products, such as e-cigarettes, which would allow scientific review of the products (*PD* 28 Apr).

The Department of Health spokeswoman said manufacturers had not yet provided evidence that products were a safe and efficacious form of cessation therapy.

"Nor have they provided any evidence to authorities of the overall safety, quality or efficacy of these products."

To download the fact sheet, [CLICK HERE](#).

LANTERN sheds light

NOVARTIS has announced that the Phase III head-to-head, double blind, double dummy LANTERN study has shown that Ultibro Breezhaler demonstrated superiority in lung function compared to Seretide Accuhaler in chronic obstructive pulmonary disease (COPD).

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PSA election results

THE Pharmaceutical Society of Australia (PSA) has elected new branch committee members, effective as of 01 Jul.

The PSA said a record number of members voted in the elections and national president Grant Kardachi said this reflected a growing desire to have a greater say.

"It is very encouraging to see that a wide range of pharmacists from many sectors of the professional are now represented on the Branch Committee and this reflects the changing nature of the profession and the needs and aspirations of those in it."

To read the results, **CLICK HERE**.

Travel Specials

WELCOME to *Pharmacy Daily's* travel feature. Each week we highlight a couple of great travel deals for the pharmacy industry.

Posh Family Special

The eco-chic five star all-villa resort - The Vijitt Resort Phuket - is offering families unprecedented value and relaxation with a Posh Family Special, designed to entertain & feed the kids whilst giving Mum & Dad some well-earned, blissful down-time.

On sale until 30 Jun (Australian & NZ markets only), for stays between 01 Apr - 31 Oct 2014, this offer is combinable with the resort's 35% off special currently in the market.

So, families that take advantage of the Posh Family Special will enjoy:

- Nightly villa rates discounted by 35% (stays 16 Apr 2014 - 31 Oct 2014)
- Daily breakfast
- Kids stay free
- Kids enjoy free half-board dining (breakfast & dinner)
- Kids Club is free, as are all Kids Club activities

• There's also a little something for Mum & Dad (but mostly Mum) with 30% off the resort's V-Spa a-la-carte treatment menu.

The Vijitt Resort's Posh Family Special with more details is available through major Australian & New Zealand wholesalers.

Blackmores looking up

BLACKMORES Ltd has reported net profit after tax (NPAT) was down 5.5% for the nine months to 31 Mar to \$17.5m.

However, in its third quarter results, the company said its NPAT for the third quarter was up 8.9% to \$5.4m, compared with the previous quarter, which it said followed improved sales and profit in the second quarter.

This is close to its 2013 third quarter NPAT, of \$5.7m, itself down 13% compared with the second quarter of 2013.

For the nine month period for March 2013, NPAT was down 7.2% to \$18.5m year on year.

Group sales for the nine month period to March 2014 were up 5.5% to \$254m year on year and group earnings before interest and tax for the nine month period were \$28m, down 4.1%.

Blackmores ceo Christine Holgate said momentum had continued to build throughout the third quarter, with strong sales and profits partially mitigating the first quarter shortfall.

This first quarter saw NPAT down 31% year on year to \$5.4m.

Blackmores Australia sales

were up 15% for the quarter compared with the prior period, and Blackmores Asia sales were up 8%, with Blackmores set to benefit from the Korea-Australia Free Trade Agreement that would provide tariff-free entry for Australian health supplement products, the company said.

The company said the continued growth of the last two quarters indicated a full year NPAT "broadly" in line with last year's result.

\$11.4m health research

THE Federal Government has granted \$11.4m to Australian researchers who formed community partnerships to improve health outcomes in the country.

The grants include \$135,633 in funding for Professor Nicholas Zwar, the National Prescribing Service and Asthma Australia to reduce pressure on the PBS by providing financial incentives to adopt lower cost asthma medication over higher cost alternatives.

The funding is provided by the National Health and Medical Research Council and other partners.

DISPENSARY CORNER

ANTIQUES doorstop.

If you're using any old furniture or household items as decoration in your pharmacy, get them to an antiques expert ASAP.

In an Antiques Roadshow gold star moment, an 18th Century Chinese pot which was used as a doorstop for 40 years has been sold for £150,000 (about AUD\$273,000).

A woman in the UK had been hoping to make about £10,000 from selling the pot, which she had used to keep the door of her north Hertfordshire cottage open for about 40 years, and was looking to use the money to buy a car, the *Telegraph* reported.

The pot was likely to be more than 200 years old, it said.

NEXT, drive-in pharmacy?

An Austrian GP has created what he believes to be the first drive-in doctor service using a petrol station which enables patients to fill up their car while waiting to see him.

According to *Orange News*, he promised to see everyone within 15 minutes without appointment with a fixed cost of €50.

The local chamber of doctors have criticised his approach, saying that quick turnaround drive-in medicine is not the way for the future.

What next - drive-in pharmacy?

IT'S for science, honestly.

Scientists are arguing that the best beverage to partake of in the air is a Bloody Mary.

University of London Centre for the Study of the Senses founder Professor Barry Smith has hypothesised that the Worcestershire sauce affects the nose which stimulates the taste buds, while the tomato juice is one of the few flavours that could survive air travel, as they are full of umami, the *Telegraph* reported.

Apparently, salt and sweet tastes are affected by loud background noise, but umami is not, it said.

WIN A LAPURETE OKURU PACK

Every day this week *Pharmacy Daily* is giving five lucky readers the chance to win a **Lapurete Okuru** Pack, valued at \$119.80 each.

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

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Congratulations to yesterday's lucky winner **Lisa Poston** from **Marden Amcal Chemist**. Yesterdays answer was **Monash University**.



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