

Sigma brand champs

SIGMA Pharmaceuticals has announced the appointment of new Brand Ambassadors to champion its flagship pharmacy brands Amcal, Amcal Max and Guardian.

Channel 7 TV personalities, medical expert Dr Andrew Rochford joins Amcal as Professional Services Ambassador and model Rachael Finch as Beauty Ambassador across its retail network.

Rochford's appointment was intended to emphasise the renewed focus on pharmacy professional services lending credibility to the Sigma brands, Sigma said.

He said the role tied in with his interests in communicating health information people could understand, and Amcal was headed toward providing expert advice.

TGA website for AEs

THE Therapeutic Goods Administration (TGA) has launched a new web-based service to make it easier for consumers to report adverse events (AE), associated with medicines and vaccines.

[CLICK HERE](#) to access.

Action to survive SPD

PHARMACY Guild executive director David Quilty has written again on managing the impact of Simplified Price Disclosure (SPD) in the latest issue of the Guild's newsletter *forefront*.

He reminded pharmacists of two dates, 01 Oct 2014, and the second round of SPD from 01 Apr 2015.

Quilty said owners needed to work with accountants and business advisers, including to review business plans.

He said the Guild was "strongly encouraging" banks to work with pharmacies, and that it was also important for pharmacies to look closely at their rental agreements.

"The Guild is strongly encouraging the major shopping centre landlords to be reasonable and realistic with their rental asks and will continue to push for appropriate protections for pharmacies against unfair contracts."

[CLICK HERE](#) to read in full.

Palliative med spend up

GOVERNMENT spending on palliative care Pharmaceutical Benefits Scheme (PBS) and RPBS medications increased by an average 21.6% from 2008-09 to 2012-13, according to a new report from the Australian Institute of Health and Welfare report.

In 2012-13, about \$3.6m was paid for medications included on the palliative care schedule, which was a rate of \$15,825 per 100,000 population, or \$185 per patient, the report found.

Analgesics were the majority of medications paid for, at \$2.89m

or 79.8%, up from 67.7% over five years, while laxatives followed at 12.3%, or \$446m, down from 17% over five years.

Overall, palliative care related hospital admissions rose by 52% between 2002-03 and 2011-12, it found, with 57,614 hospitalisations during the 2011-12 financial year, with patients aged 75 years or over making up 49.1% of admissions.

Info sharing online

NPS MedicineWise and Lab Tests Online Australasia have collaborated to give access to reliable information about medical tests and conditions.

The pilot would allow access to Lab Tests Online-Au content about medical tests from the NPS MedicineWise website, and access to NPS MedicineWise information about medical conditions from the Lab Tests Online-Au site, NPS said.

The content covered "highly accessed" medical test and condition pages, including liver function tests, influenza and more, the organisation said.

NPS ceo Dr Lynn Weekes said it could be difficult to find trustworthy information online.

Lab Tests Online-Au chairman Professor Leslie Burnett said the information was prepared by pathologists and scientists, with many contributors being leaders in their specialities.

Blackmores dividend

BLACKMORES has announced its 2014 final dividend with price for the shares to be allocated under the Dividend Reinvestment Plan (DRP) to be paid 03 Oct 2014 being \$29.76.

Pricing was calculated in accordance with the DRP T&C and a 5% discount has been applied.

Shares will be allocated to shareholders participating in the plan on 03 Oct.

MUSCULAR ACHES, PAINS, CRAMPS AND SPASMS?

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AF pts not receiving optimal therapy

MANY atrial fibrillation (AF) patients at risk of stroke are not receiving optimal therapy, according to data from the Global Anticoagulant Registry in FIELD-Atrial Fibrillation.

Australian principal investigator Dr Harry Gibbs said results from the first cohorts of the study, with 33,497 patients enrolled globally, 677 in Australia, showed patients at low risk of stroke were over treated while high risk patients were under treated, with 40% of at risk patients not receiving oral anticoagulants, which was similar to global data.

For the first cohort, one year outcomes showed 43% of patients had well-controlled warfarin treatment, Gibbs said.

To view more data presented at the ESC Congress, [CLICK HERE](#).

Reclassify drugs call

PHARMACISTS could have a bigger role to play in supporting patients if more drugs with a known safety profile were reclassified from prescription to non-prescription, according to a new study published in *PLOS One*.

Dr Natalie Gauld of Auckland and her international co-authors evaluated the international variation in accessibility of medications with established safety profiles in six countries from 2003 to 2013.

NZ and the UK were the most progressive countries when it came to allowing consumers to self-treat, while Australia, the US and the Netherlands were the least active.

"The difference in consumer access between countries suggests that the health system in some countries could be unnecessarily burdened by conditions that may reasonably be self-managed or pharmacist-managed instead."

[CLICK HERE](#) to access the paper.

Chemmart growth

CHEMMART Pharmacy has said it is opening the equivalent of one new pharmacy every week, with 15 stores opened since June.

Nine pharmacies opened in the month of June, a spokesperson said.

The company said there were now 330 Chemmart pharmacies trading or in the process of opening, with a Chemmart pharmacy in every state and territory.

Executive director Jonathan Layton said the store refit support program helped members control costs and improve experience.



Get the insider's guide to success after PBS reforms.

[Read more >](#)

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EBOS growth rewards

FOLLOWING EBOS' posting of \$92m net profit with 226% growth after tax last month (**PD** 27 Aug), the company has published its annual report disclosing director remuneration data.

Chairman Rick Christie's remuneration was up 40% over the previous year to \$215,000, while ceo and managing director Mark Waller's package totalled \$3.475m, up 60% over the previous year, including a one-off long term incentive, performance bonus and other emoluments.

Travel Specials

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

Tempo Holidays

Exclusive River Cruise

Tempo Holidays has an exclusive 10 day river cruise for departure on 24 Oct.

Come onboard the brand new *MS Amadeus Silver* built in 2013 and launched for the 2014 season and immerse yourself in five star luxury cruising three stunning European rivers.

Departing Vienna, be spoilt on the newest ship in the Amadeus fleet as this fascinating cruise goes upstream to Wurzburg, joining the Danube with the River Main, then cruise the Rhine River from Koblenz to Basel.

The **Three Rivers Cruise** includes nine nights cruising, with the usual inclusions for the incredible price from \$3,939 per couple.

Tempo also has the **Classical Rhine River Cruise** from Basel to Amsterdam as a two for one deal on board the *MS Amadeus Princess*.

You'll cruise through Switzerland from Basel to Strasbourg through France then onto Mainz and Mannheim, Koblenz and Cologne in Germany and finally into cosmopolitan Amsterdam - seven nights cruising from \$2,621 per couple - departs 09 Oct. For more, go to res@tempoholidays.com.

TWC posts \$2.8m loss

TERRY White Chemists Group Investments Limited (TWC GIL) posted a statutory loss of \$2.8m, on net profit after tax of \$1.6m.

The Group previously advised it expected a loss due to an impairment charge from the sale of its Pharmacy Direct brand assets for \$2.57m (**PD** 17 Sep).

In its full year results to 30 Jun, the company said it posted total operating revenue of \$55m, up 5% year on year, with EBITDA clocking in at \$2.62m, up 2% year on year.

Its net profit after tax and before the impairment charge was \$1.6m, up from \$0.9m year on year, which, with the impairment write down of \$4.4m, saw the Group post a statutory loss of \$2.8m.

Chair Terry White said the board had identified potential growth opportunities via merger and acquisition, and was reviewing options for further capital raising.

The board declared a fully franked final dividend of 5c per share.

The report showed White received \$105,000 in remuneration, up from \$92,575, with \$33,818 from 676,360 shares, while ceo Anthony White had remuneration

of \$498,386, up from the previous year's \$496,883.

The Group said it added 23 new stores, increasing the network to 176 stores.

Ownership of the Terry White Chemist brand transferred to the company as of 01 Jan, six months ahead of schedule, Anthony White said.

To read more, **CLICK HERE**.

Call to save \$2.1b p.a.

THE Australian Self Medication Industry (ASMI) will use the presentation of one of its key speakers at the 18 Nov conference to push for a saving of \$2.1b in healthcare costs through the increased access to prescription medicines as non-prescription pharmacy only products where the safety profile of the product is established.

Professor Koslow, from the Macquarie University Centre for the Health Economy, has conducted research surveying 1,146 Australians over the age of 18 around their use of OTC and prescription medicines.



DISPENSARY CORNER

SWITCH off to lose weight.

This weight loss method is one you probably could have worked out for yourself, and one you may already be recommending to customers, but the National Institute for Health and Care Excellence has recommended having TV-free days or limiting viewing to no more than two hours a day, in order to tackle obesity, *BBC News* reported.

The draft guidance targeted increased activity, so cutting down on TV time, as well as cutting down on sugary drinks and take aways could help, the publication reported.

YOU'RE named after the dog?!

Yesterday's Dispensary showed you research doesn't have to be boring, and a new study from the US has certainly proved that right.

The research looked into the dreams of more than 111,300 adults, finding residents of Indiana were the most lustful, with about 14% of residents dreaming about sex with an ex or a person of interest, *USA Today* reported.

That compared with about 8% of people nationally, the publication reported.

The statistics come from DreamsCloud, a database of users' dreams, co-founded by Jean-Marc Emden, who told *USA Today* he didn't know why Indians were the most lusty.

"I'm not an American. I don't know the intricacies of being from Indiana, New York or Texas."

LET'S call it 'S.C.I.E.N.C.E'

In your time in the pharmacy sector, you may have come across some interesting trial names - as one person suggested, researchers might pick the acronym before deciding on the trial name.

PD stumbled across ARISTOTLE and ROCKET the other day, studies for AF, not space flight.

WIN A HYDRALYTE PACK

This week **Pharmacy Daily** is giving five readers the chance to win a **Hydralyte** pack.

Did you know? Dehydration is the biggest health risk associated with vomiting and diarrhoea - you can lose up to 3L of fluid.*

Hydralyte's scientific formulation contains the correct balance of fluid, glucose and electrolytes for rapid and effective hydration. When sickness strikes, offer fluid replacement (Hydralyte) immediately.

*Mild Hydration, 4% fluid deficit, in an 80kg adult.

See **HERE** for more details.

To win, be one of the first from SA or NT to send the correct answer to: comp@pharmacydaily.com.au.



What should you do when
vomiting and diarrhoea strikes?

Congratulations to yesterday's winners,
**Donna Delgado, Arwen O'Connor, Ghazal Ghodosi,
Irene Vergos and Cathy Portolesi.**