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New Fever-Bugz deal

HMR Healthcare is offering pharmacists reading *Pharmacy Daily* a special launch deal on Fever-Bugz, the 48 hour temperature monitoring system for kids with a fever.

See [page three](#) for the deal.

90% funded Tas PSA courses

FOLLOWING the Pharmaceutical Society of Australia's (PSA) success in lobbying for more funding for government funded places in the PSA qualification courses, Tasmanians will have the opportunity to take three of the leading qualifications for one tenth the price.

PSA Tasmanian branch president Shane Jackson said the special funding arrangement would help many in the pharmacy profession expand their skills.

The three courses affected are Dip Mgt, Cert III in Community Pharmacy and Cert IV in Community Pharmacy.

[CLICK HERE](#) for full details.

Astellas takes over

ASTELLAS Pharma Australia has announced that from 01 Oct it will take back from bioCSL the promotion and distribution of Vesicare (solifenacin succinate) for the treatment of symptoms of overactive bladder and Flomaxtra(tm) (tamsulosin hydrochloride) for the treatment of symptoms associated with benign prostatic hyperplasia.

Call for 6CPA 2 year limit

THE government should consider limiting the Sixth Community Pharmacy Agreement (6CPA) to two years rather than the standard five years, it has been suggested.

Writing in the *AFR*, Herbert Smith Freehills partner Brendan Earle said limiting the agreement would give the Competition Policy Review time to receive more submissions on its draft report, which recommended removing pharmacy location rules (*PD* 23 Sep), and publish its final report.

Earle said the five year agreements paralysed holistic reform in the area because even if states lifted the ownership restrictions, Pharmaceutical Benefit Scheme (PBS) location rules would still restrict where pharmacies could be located.

"For example, pharmacies located within supermarkets cannot access

PBS subsidies."

Earle said no one had suggested that only doctors should own and govern Primary Health Networks, and it would be strange to do so.

"Pharmacy ownership restrictions are an anomaly in Australia's healthcare sector.

"This is a complex topic and needs time to be properly addressed.

"However, we don't need five years to analyse it."

A spokesperson for the Pharmacy Guild said the five year agreements gave some level of certainty and stability to underpin "significant personal investments" by community pharmacy owners.

"Pharmacy owners need to sign leases and long term financial arrangements which should not be thrown into doubt while economists ponder the merits of an economic theory."

The Minister of Health's office did not respond to a request for comment.

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

\$140K health challenge

JANSSEN Australia has launched its \$140,000 health and technology innovation challenge (HaTCH) 2014, calling for ideas to tackle the health challenges facing Australia, especially in relation to chronic disease states and their increasing cost burden.

Janssen's HaTCH 2014 will back four finalists with \$10,000 funding to help further develop their business ideas and one overall winner will receive a further \$100,000 to bring their idea to life.

Judging will be on 07 Oct.

For more details, [CLICK HERE](#).

Hospital admission up

THE rate of admission to private hospitals in Australia has risen since 2003-04 to 2012-13 to about 3.8m, representing 41% of all admissions according to a new report from the Australian Institute of Health and Welfare (AIHW).

Same day admissions increased 60% from 1.65m to 2.65m while overnight admissions increased 21% from 986,000 to 1.20m, AIHW spokesperson Jenny Hargreaves said.

Areas with the highest admission rates included Noosa, Ku-ring-gai and Holdfast Bay, she said.

Public hospitals same day admission increased by 35% and overnight by 28% in the same period, by comparison.

Same day admissions were dominated by haemodialysis and colonoscopies.

The ageing of the population and birth rate increases influenced the growth for overnight admissions with coronary angiography and caesarian section being the most common reasons, the report said.

Friday's Comp winner

FRIDAY'S winners of the Hydralyte Pack were **Adrian Sung, Amanda Pippia, Hayley Fejer, Sam Morgan and Lauren Forte.**

Remember that now, to make sure our readers from every state have a chance to win, *PD* offers state-specific competitions - today's competition on **page two** to win a Nad's wax pack is just for our NSW and ACT readers.

Diabetes wave slows

THE US diabetes runaway train may be showing the first signs of slowing down, researchers from the Centers for Disease Control and Prevention have said in a paper published in the *Journal of the American Medical Association*.

The study, covering both type one and two diabetes and looking at data for 664,969 adults aged 20 to 79 years, said there had been a doubling of the incidence and prevalence of diabetes during 1990 to 2008, followed by a plateauing between 2008 and 2012.

Subgroups such as non-Hispanic blacks, Hispanics and those with only high school education or less still showed an increase in prevalence or incidence, the authors said.

[CLICK HERE](#) to see the abstract.

Medicare \$42.5b bill

AUSTRALIA'S healthcare market is estimated to grow to US\$42.5b by the year 2020, according to research and consulting firm GlobalData.

Growing 5.1% annually, the pharmaceutical market, valued at US\$22.7b in 2013, will grow to US\$32.1b by 2020, the report said.

GlobalData director of healthcare industry dynamics Joshua Owide said that while Medicare and the PBS were the main drivers of growth, other factors included the increasing elderly population along with well-defined regulatory guidelines and the rising prevalence of non-communicable diseases due to an increasingly sedentary life.

On the other side of the ledger, generic product substitution and government cost-cutting would continue to slow the rise, he said.

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Weekly Comment

Welcome to **PD's** weekly comment feature.

This week's contributor is

Paul Rowe,
Managing
Director - The
Business Squad



More Tips to Beat PBS Reform

PBS price changes will have an effect on your pharmacy, especially if you stand by and do nothing.

Here are another five tips that will help:

- Over Gearing

Every business has a finite capacity to repay debt. Over-gearing will undermine your business. Review your debt and try to lower your repayments.

- Work in your Pharmacy

Working in your pharmacy will give you a better understanding of your customers, the needs of the business and the staff dynamics within.

- Work on your Pharmacy

Don't lose sight of the bigger picture. Work on developing your pharmacy and understand the product and advertising mix. What are your competitors up to and what else can you do to generate revenue?

- Staffing

This is one of your largest costs and the key to generating revenue. Make sure you have the right staff doing the right thing at the right times.

- Ask For Help

You are not an island and there are people out there that can help. The Guild, PSA, accountants, bankers, wholesalers and independent consultants are all there with different skill sets you can tap into.

You just have to ask!

The biggest part of any positive change is that first step. Good luck.

CMA \$70m savings call

SEEKING deregulation in three areas of complementary medicines, Complementary Medicines Australia (CMA) has submitted its solutions to Canberra's request for input, with a call for the government to operate with a 'Light Touch, Right Touch'.

CMA president Richard Henfrey said the organisation took up the challenge from the government to identify unnecessary regulation and red tape that created inefficiencies and costs to industry and taxpayers.

"We looked at regulatory duplication, unnecessary costs, time to market, impact on innovation or ability to effectively market products.

"And we found clear examples where the regulatory burden has outstripped the benefits, particularly in terms of reduced consumer risk."

CMA has identified a top three deregulatory agenda with a saving of \$70m per annum, said Henfrey.

These were deregulation of ingredient approvals, marketing approvals and manufacturing complexity.

Flinders' \$500k grant

FLINDERS University's Medical Device Research Institute has received a \$500,000 state government grant to improve the Hospital in Home service, a function of which was delivering therapeutics such as antibiotics to home-based patients.



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Don't rest on laurels

THE Grattan Institute has said Australia cannot rest on its laurels if it wishes to sustain and improve health in the future.

In a submission to the Senate Select Committee on Health, health program director Stephen Duckett and health fellow Peter Breadon said while Australia's health expenditure and outcomes compared well with similar countries, these results were the "fruit of reforms in previous decades."

There were major challenges faced by the health system, including high mortality rates for Indigenous people compared with non-Indigenous people, access to care in rural and remote Australia and the difficulties of federalism.

Such issues needed to be addressed over the longer term, the submission said.

"In many cases, this will mean difficult and complex reforms and standing up to vested interests.

"In some areas - such as coordinated care, new payments models, and Indigenous health-we need to increase our investment in experimentation and evaluation to find out what works."

The submission re-iterated the Institute's call for benchmark pricing of generic pharmaceuticals and savings from better use of patented pharmaceuticals.

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



DISPENSARY CORNER

COOKING up a krok.

A recent article by *The Conversation* has highlighted an unusual demonstration of bad drug policy and its effect on communities: the 'flesh eating zombie drug', krokodil.

No, it's not a scaly water-dwelling monster but a home-made illicit drug, containing phosphorus, paint thinner and lighter fuel, all of which sound like good reasons not to try it.

Impurities in the drug cause injuries in its use, resulting in gangrene and ulcers.

The publication said the drug's history was a case of health policy misadventure, including resistance to change from health bureaucrats and decision makers' views that interventions to reduce injecting-related harms were "unwelcome foreign ideas."

NINJA turtle shell armour.

We are still on the theme of water dwelling monsters, although you may not encounter this scenario in pharmacy.

A clumsy and potentially dangerous smuggling attempt by a 26 year old Windsor man involved 51 turtles strapped to his body and between his legs, *The Detroit News* reported.

The paper quipped it hoped they weren't snapping turtles.

Kai Xu was intercepted crossing the Detroit-Windsor border.

Valued highly on the Asian market, turtles could fetch up to US\$800 each, the publication said.

SOOTHING tones for primates.

Here's an option for customer and staff comfort - harp music.

Therapeutic harpist Terri Tacheny has used her musical skills to stimulate and soothe primates in the Como Zoo in St Paul, Minnesota.

"I don't speak gorilla, but there's a gorilla purr that occurs when I begin to play. And that's their happy sound," Tacheny told *Yahoo! News*.

WIN A NAD'S PACK

This week **Pharmacy Daily** and **Nad's** are giving five readers the chance to win a Nad's wax pack.

World First DIY nose wax is a specially formulated sensitive hard wax and comes with a unique SAFETIP™ applicator designed to comfortably remove nose hairs.

Facial Wand Eyebrow Shaper gives you salon finish eyebrows. This precision applicator makes ease of eyebrow shaping, giving you complete control and confidence.

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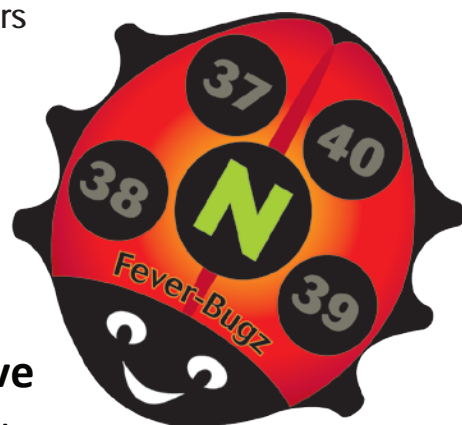
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