

## NEW LISTINGS & ACTIVITY - JULY / AUGUST 2015

### **NEW LISTING** July 28th - PHARMACY FOR SALE: 4275V

Pharmacy Type: Medical Centre Pharmacy  
Location: Melbourne - Northern Suburbs  
Annual Turnover: \$1,531,000 (approx.)

### **NEW LISTING** July 30th - PHARMACY FOR SALE: 3515V

Pharmacy Type: Strip Shop Pharmacy  
Location: Melbourne - South Eastern Suburbs  
Annual Turnover: \$1,484,000 (approx.)

### **FORTHCOMING LISTING** August 10th: 4385V

Pharmacy Type: Strip Shop Pharmacy  
Location: Melbourne - Northern Suburbs  
Annual Turnover: \$2,592,000 (approx.)

### **UNDER OFFER JULY 29th - PHARMACY 4065S**

Pharmacy Type: Strip Shop Pharmacy  
Location: Rural South Australia  
Annual Turnover: \$2,106,500 (approx.)

### **UNDER OFFER JULY 29th - PHARMACY 4165S**

Pharmacy Type: Shopping Centre Pharmacy  
Location: Rural South Australia  
Annual Turnover: \$2,805,000 (approx.)

### **SETTLED JULY 21st - PHARMACY 3335V**

Pharmacy Type: Strip Shop Pharmacy  
Location: Melbourne - South Eastern Suburbs  
Annual Turnover: \$1,833,000 (approx.)

### **SETTLED JULY 13th - PHARMACY 2215V**

Pharmacy Type: Strip Shop Pharmacy  
Location: Bayside Melbourne  
Turnover: \$2,339,000

### **SETTLED JULY 13th - PHARMACY 2115V**

Pharmacy Type: Strip Shop Pharmacy  
Location: Bayside Melbourne  
Turnover: \$4,847,000

## FIRST PHARMACY BUYERS

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Please call Stewart Grigg on 0434 095 592 to discuss our preferred business partners.

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## Don't Blink and miss these deals...

**BLINK** Pharmacy Brokers has listed a number of pharmacies for sale as well as recent purchases in the **front cover page** of today's *Pharmacy Daily*.

## Endeavour joins ASMI

**THE** Australian Self Medication Industry (ASMI) has welcomed its newest member, Endeavour Consumer Health.

Endeavour was formed last year via the amalgamation of Symbion Consumer Products in Australia and the consumer division of EBOS Healthcare in NZ and Australia.

It is responsible for a range of OTC brands including Ansell, Deep Heat, BioCeuticals and Philips Avent as well as Anti-Flamme, Faulding, Chemmart, Allersearch and Pharmacy Choice products.

Endeavour exec director Jennifer Luke said "we are proud to become a member of ASMI, who lead the way in advancing consumer health through responsible self-care".

## PSA unveils HDP program

**THE** Pharmaceutical Society of Australia has formally launched its new Health Destination Pharmacy (HDP) Program, described by national president Joe Demarte as a "financially viable and sustainable change platform for pharmacies".

Unveiled during the PSA15 conference in Sydney yesterday, HDP aims to help pharmacies transition from reliance on a "price-focused, discount model to a consumer-focused model.

"It is a program that is evidence based, allowing pharmacies to experience high levels of patient loyalty, pharmacists' satisfaction and financial sustainability less reliant on government funding," Demarte said.

The program uses an intense coaching model targeting business and financial planning, people and processes, marketing, layout and infrastructure.

HDP involves an "unprecedented" partnership between PSA and a range of industry stakeholders,

with an advisory group including representatives of Pfizer, Bayer, Reckitt Benckiser, J&J, Blackmores, Willach, NAB Health and Danone Nutricia, along with UTS Sydney's Professor Charlie Benrimoj, Bruce Annabel from JR Pharmacy Services & Glenn Guilfoyle of The Next Level.

Demarte said HDP was "a key strategy of the PSA vision for excellence in pharmacist care".

## Meds overuse forum

**A NATIONAL** meeting on *Quality use of Medicines to Optimise Ageing in Older Australians* to be held today at Sydney's Kolling institute of Medical Research aims to develop a strategy to tackle the "complex issue of overprescribing in our ageing population".

Hosted by NPS MedicineWise and the NHMRC Cognitive Decline Partnership Centre, the gathering will explore ways to address polypharmacy and inappropriate prescribing.

## Location rule review

**HEALTH** minister Sussan Ley says the forthcoming review of pharmacy location rules, which will formally kick off next month (**PD** Fri) should "put the matter to bed once and for all".

Speaking to **PD** at the PSA15 conference, Ley said she currently receives about 30 requests each month to use her discretion in connection with location rules, "so some fine tuning may be required".

But she said the Guild had been supportive of the review, and denied that it was a foregone conclusion that it would result in pharmacies within supermarkets.

"I have said, and the Prime Minister has said, we don't want to see any pharmacy in supermarkets," she reiterated.

Earlier during her PSA15 speech Ley stressed the key role pharmacies play in many communities, where in some cases they have replaced post offices as "the cornerstone...adding to the social fabric as well as individual health and wellbeing".

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## Sleep apnoea guidelines

**THE** Pharmaceutical Society of Australia has launched new guidelines which aim to promote the standardisation of sleep apnoea services within pharmacies.

PSA National President Joe Demarte said the guidelines promote “policies and protocols designed to ensure effective channels of communication and collaboration between healthcare providers,” in line with the PSA’s ongoing recognition of the importance of continuity of care.

The *Practice guidelines for the*

*provision of sleep apnoea services within pharmacy* have been developed in collaboration with the Australasian Sleep Association, under a memorandum of understanding with the PSA.

Demarte said moderate-to-severe sleep apnoea, if left untreated, could lead to a range of health problems including hypertension, cardiovascular disease, stroke, diabetes and depression.

The condition is also a safety risk for many people including long-distance drivers, he said.

## PSA names PSOTY winner



**SHANAE** Hancey from Curtin University in WA was named the PSA Pharmacy Student of the Year, during the PSA15 gala dinner in Sydney on Sat night.

Hancey also won the “audience choice” award for the event, with PSA national president Joe Demarte saying “this is a very prestigious recognition of a student’s commitment and knowledge, and their ability to communicate with consumers.”

Participants face a “very challenging counselling session,” with this year’s finalists displaying exceptional communication skills and “very deep and diverse clinical knowledge,” Demarte said.

This year’s finalists, who are pictured above with Demarte and NSW minister for mental health, Pru Goward, are William Caddy, University of WA; Brigid Carey, University of New England; Eloise Glover, Tasmanian School

of Pharmacy; Shanae Hancey, Curtin University; Amanda Horiniak, Monash University; Ashlei Mornement, University of Canberra; Julia Shatursky, Charles Darwin University; and Samuel Turner, Queensland University of Technology.

The sponsors of this year’s competition included Alphapharm and API.

**MEANWHILE** the awards continued during PSA15, with the inaugural PSA-MIMS Intern of the Year announced as Laura Norman.

The award recognises an intern pharmacist showing outstanding performance in their development in a community or hospital practice and is a “role model amongst early career pharmacists”.

Norman received \$4,000 for continuing education and career development courtesy of MIMS which sponsored the award both at a state/territory and national level.

## PSA15 photo wrap-up

**PHARMACY Daily** was on location at PSA15 and snapped these photos during the sessions on Fri.

Lots more pics from PSA15 are now online on our website and at [facebook.com/pharmacydaily](https://facebook.com/pharmacydaily).

**RIGHT:** Jody and Grand Kardachi, PSA; Pam Stone, Blackmores; and Kerry Cunningham, Blackmores.



**RIGHT:** Gerard Stevens AM from Webstercare.



**LEFT:** Caroline Andrivon from REST Industry Super.

**RIGHT:** Professor Louis Roller; Gary McCaw; and Qld PSA branch president Bruce Elliot.



**BELOW:** The Ethical Nutrients team: Miroslav Ivanovic, Alicia Davis and Kerryn Dingey.



**BELOW:** Penny Hatzis, Catherine Cooling and Lisa Carroll from Blackmores Institute.



**ABOVE:** Karren Budd from Novartis.







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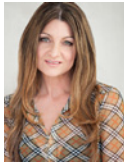
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to date with all the *Pharmacy Daily*  
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## Weekly Comment

Welcome to *PD's*  
weekly comment  
feature. This week's  
contributor is

**Catherine Cervasio,**  
Founder of  
**Aromababy Natural Skincare.**



### Building your Baby Category

**PHARMACIES** are often the first  
point of contact for new parents.  
Whilst competition does exist in  
some areas, for example nappies  
and formula, many parents will  
still opt to purchase their baby  
needs (including goods available  
in grocery) at a local pharmacy, if  
they feel a connection with their  
pharmacist and/or pharmacy  
staff.

With professional advice easily  
available for a range of issues,  
from skin conditions including  
cradle cap and nappy rash,  
pharmacies have a distinct  
advantage over grocery during  
these early months of new  
parenting.

Babies born to parents where one  
or both has a history of allergies  
including asthma and eczema,  
may be more susceptible to skin  
irritations. These parents will seek  
out advice on which baby product  
ingredients are likely to cause  
or exacerbate irritation. This is  
where you come in.

Pharmacy staff can equip  
themselves with basic skincare  
knowledge from pharmacy-loyal  
baby brands. By offering a good  
selection of non-grocery ranged  
skincare and baby gifts, pharmacy  
can attract new parent shoppers.  
Running baby 'workshops' or  
starting a club for new parents,  
can also be a great way to build  
a database and market baby  
specific activities, products and  
services to help build your baby  
department.

## PSA15 Excellence Awards

**PHARMACIST** excellence  
was celebrated on Fri during  
the opening session of  
the PSA15 conference and  
exhibition.

The PSA Lifetime  
Achievement Award went  
to pharmacist John Coppock  
(pictured), whose lifelong  
career has been focused on  
his vision that the profession  
needs to be as united as  
possible in all things.

Coppock, who was  
Chairman of PDL Ltd, was  
recognised for using his  
position and influence in  
encouraging various pharmacy  
organisations to work together for  
a united front in the face of issues  
of relevance or concern to the  
profession and health consumers.

Andrew 'Robbo' Roberts was  
named PSA Pharmacist of the Year  
for 2015 for his work advocating  
an extended scope of practice for  
pharmacists to improve health in  
rural and remote communities.

Travelling extensively throughout  
remote areas, Roberts is a bush  
pharmacist who is also known  
for his community work as well  
as providing pharmacist services  
to ten clinics which service 2500  
people across a practice area the



size of Victoria.

Melbourne pharmacist Amy  
Page was announced as PSA Young  
Pharmacist of the Year.

Page has developed a strong  
interest in deprescribing, Quality  
Use of Medicines, geriatrics,  
pharmacy education and herbal  
medicines.

She was also recognised for the  
unique balance of academic, clinical  
and policy development she brings  
to her work, said the PSA.

Page works in a GP clinic and  
is an accredited pharmacist  
who has completed a great  
many home medicines reviews,  
and is completing her PhD on  
deprescribing.

### Tillack to chair GBMA

**ALLAN** Tillack has taken on the  
role of Chair of the newly renamed  
Generic and Biosimilar Medicines  
Association (GBMA) with the  
appointment effective immediately.

Tillack is Australia/NZ head  
of Sandoz, with his extensive  
career also including roles with  
Alphapharm, Astra, Monsanto and  
Abbott Nutrition.

He was formerly GMiA deputy  
chair working with outgoing chair  
Mark Crotty to secure the recently  
signed Strategic Agreement with the  
government "and deliver a five year  
period of certainty" for the generic  
and biosimilar medicines industry.

### Brintellix or Brilinta?

**THE** US FDA has issued a Drug  
Safety Communication around  
the confusion that exists between  
the similarity of the brand names  
of antidepressant Brintellix  
(vortioxetine) and anti-blood  
clotting medication Brilinta  
(ticagrelor), with the regulator  
urging the use of the distinctly  
different generic names.



### DISPENSARY CORNER

**WHAT** a fizzer.

A website run by a team of  
pharmacists in the US has posted  
an infographic describing what  
happens to the human body upon  
ingestion of a can of Coca-Cola.

The article says that after the  
first ten minutes, 10 teaspoons  
of sugar (your full daily allowance  
by the way) hits your system,  
the overwhelming sweetness  
moderated by phosphoric acid,  
enabling you to keep it down.

The descriptions continue in  
this vein, describing the sugar  
spike, the caffeine absorption and  
effects on blood pressure, liver  
and brain, the dopamine effects  
and loss of calcium, magnesium  
and zinc, and the final indignity  
of a sugar and caffeine crash - see  
[therenegadepharmacist.com](http://therenegadepharmacist.com).

**A BRITISH** man is now breathing  
much more easily after being the  
first person in the world to be  
fitted with a revolutionary golf-  
ball-sized heart pump.

63-year-old Harry Chivers  
suffered a massive heart attack  
about a year ago and had been  
waiting in vain for a transplant.

Instead he opted to trial the  
Miniaturised Ventricular Assist  
Device (MVAD) which sits next to  
the heart and helps it to pump  
blood around the body.

Weighing just 78g, the pump is  
powered by a battery pack from a  
wire which protrudes through the  
patient's abdomen.

### CVS class action in US

**US** pharmacy giant CVS Health is  
facing a class action lawsuit alleging  
that the company overcharged  
millions of patients for generic  
prescription drugs.

According to the court  
documents, CVS is claimed to have  
"implemented and maintained a  
false and deceptive pricing scheme  
affecting more than 400 generic  
drugs," which forced customers  
with health insurance to pay  
copayments much higher than  
the prices charged to cash-paying  
customers.

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