

Simplifying your dispensary and increasing margin, that's Amneal's Range Expansion Program

Are you accessing a 7.5% discount on 100 innovator brands, representing over 200 SKUs?

Amneal 500 Partners have accumulated \$244,000 in rebates during the first half of 2015



Many off-patent lines are now approaching price parity with the innovator brands. These molecules often have low usage, low cost point and low average generic discounts. Generally, they need to be sourced across multiple generic manufacturers taking valuable time for very little financial reward.

Amneal's Range Expansion Program unlocks additional margin for no extra effort, while at the same time allowing for the simplification of dispensary ordering practices, enabling your staff to spend time where it is needed most, with the customers.

How much time is spent in your pharmacy ordering from multiple generic manufacturers?

Want to know how Australia's fastest growing generic company can help you simplify your dispensary and much much more? [**Click here for more information**](#)

Generic's New Generation



Amneal range prog

AMNEAL is highlighting its Range Expansion program which aims to simplify dispensaries and increase margin, reducing the complexity of ordering processes.

For details see the **cover page**.

TGOs versus pharmacopoeias

THERAPEUTIC Goods Administration Scientific Operations Management director Jenny Burnett presented on the question, *TGOs or Pharmacopoeias, Do I have a choice?* at the RACI Pharmaceutical Science Group Seminar on Monday.

The presentation in slideshow, transcript and printable pdf form has been posted on the TGA site.

The material covers the rationale for having both TGOs (Therapeutic Goods Orders) and Pharmacopoeias, how they are incorporated into the Australian legislation, when the standards are applied and where to find information on the requirements.

CLICK HERE to access.

IDT to sell generics in US

MELBOURNE-BASED IDT Australia has signed a new agreement with US drug distributor ANI Pharmaceuticals, which will see up to 18 IDT generics distributed in the American market.

IDT will receive US\$1 million from ANI giving it the exclusive rights to commercialise the products in the US market, plus further milestones and a share in the profits.

"IDT's portfolio of products are fully genericised pharmaceuticals, most with stable or growing markets and prices," the company said in an ASX statement yesterday.

"They are to be sold into the US market, to large pharmacy chains such as Walmart, CVS, RiteAid and Walgreens," as well as other potential health customers.

ANI ceo Arthur S. Przybyl said the company was excited to be expanding its marketed generic product portfolio.

"We see IDT as a high quality global generic supplier with similar ambitions and culture," he said.

IDT was established in 1975 and

is commercialising a portfolio of specialty generic drugs from its base in Boronia, Vic.

IDT also operates a clinical research services business called CMAX at the Royal Adelaide Hospital in South Australia and offers trial packaging, distribution and pharmacy services from its cGMP-compliant facilities in Vic.

The first IDT product launch via ANI in the US is expected next year.

GuildCare prepared for 6CPA

GUILDLINK has today launched a new subscription offer for its GuildCare suite, with the price remaining steady at \$1450+GST.

GuildLink ceo Ross Gallagher said for the first time the offer also includes the MemoCare integrated communication platform at no extra charge.

With the Sixth Community Pharmacy Agreement allocating up to \$1.26 billion for "evidence-based patient-focused professional pharmacy programs and services" GuildCare is an ideal solution because it enables subscribers to record interventions "providing the necessary evidence the government requires".

More than 3,000 pharmacies already subscribe to GuildCare, with over 7 million cases conducted on the platform.

Gallagher said several more patient services are in development, "providing additional opportunities for community pharmacy to positively impact the health of Australians".

A key feature of MemoCare is that it does not encrypt patient data, meaning details always remain with the pharmacy even if it does not renew its subscription, he said.

Today's issue of PD

Pharmacy Daily today has two pages of news, a front full page from **Amneal Pharmaceuticals** plus a full page reminding pharmacies to order their **API Calendars**.

Bisolvon competition

PHARMACY Club and Bisolvon are giving away ten \$100 gift cards to pharmacists and pharmacy assistants.

To enter the competition register at www.pharmacyclub.com.au (pharmacy assistants) or at www.pharmacistclub.com.au (pharmacists), watch the Bisolvon video feature and answer a quiz for an opportunity to win.

DB stocking fillers

DESIGNER Brands has created a new Christmas gift range for 2015 with make-up kits, nail care products, beauty bags and palettes for all ages priced between \$10 and \$30 available to be on counter in Nov - details 1300 765 332.

Meta-analyses multiply

THERE has been an exponential increase in the number of systematic reviews and meta-analyses in the past 40 or so years, according to Giovanni Domenico Tebala from Noble's Hospital in the UK in *Medical Hypotheses*.

His concern with the trend is that randomised controlled trials are harder and more expensive than meta-analyses and systematic reviews which can be relatively easy to perform but can still get published in high impact journals.

Unless we can invert this trend, he writes, we will have fewer raw data upon which to draw conclusions.

CLICK HERE for the abstract.

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ADMA workshops

THE upcoming Australian Disease Management Association (ADMA) conference will include pre-event workshops on "Integrated approach to self-care" and "program evaluation in the 'real world'".

The conference takes place 09-11 September in Brisbane with registrations still available.

For full details see the flyer at www.adma.org.au.

Travel Specials

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Chronic disease hits 50%

AROUND half of all Australians have a chronic disease, and almost 40% aged 45 and over are living with two or more of the eight chronic diseases reviewed, according to new data published online by the Australian Institute of Health and Welfare (AIHW).

The eight chronic diseases include arthritis, asthma, back problems, cancer, chronic obstructive pulmonary disease, cardiovascular disease, diabetes and mental health conditions.

AIHW spokesperson Louise York said that in the over 45s, arthritis and cardiovascular disease are the most common.

"When looking at particular combinations of diseases in this age group, we found that arthritis and cardiovascular disease occurred together most frequently, in 16% of the population, followed by arthritis and back problems (10%) and back problems and cardiovascular disease (8%)," she said.

Under 45s were plagued primarily by mental health and back problem comorbidities followed by asthma,

the report said.

"Comorbidities are associated with poorer health outcomes, more frequent use of health services, and higher healthcare costs," York said.

"But studying comorbidities allows preventive, management and treatment services to be better planned to meet the needs of those affected."

Minister for Health Sussan Ley said the new figures highlight the value of the decision to establish a Primary Health Care Advisory Group (PHCAG) (PD 05 Jun), which is travelling the country over the next three weeks to discuss primary health care reform.

"As our population ages, we know that the prevention and treatment of chronic disease is an increasing challenge for the health system and Australians generally," Ley said.

CLICK HERE for the AIHW report.

To submit to the PHCAG consultation, **CLICK HERE**.

Another F2 revision

THE Health Department has again reissued the originator list for PBS medicines on the F2 formulary as part of its stakeholder consultation (PD Mon) with the new document including the previously omitted Sandostatin 0.5 brand of octreotide.

Naloxone phcy study

BOSTON Medical Center (BMC) researchers, with help from CVS Health and Rhode Island Hospital, plan to examine pharmacy-based naloxone rescue kits to help prevent opioid overdoses and deaths.

Using a US\$1.3m grant from the Agency for Healthcare Research and Quality (AHRQ), the BMC will track and analyse data from the participating pharmacies in Massachusetts and Rhode Island to develop best practices for a national pharmacy-based naloxone rescue kit program.

The study will look at how pharmacies can be leveraged in both settings to increase naloxone distribution.

Eaton Apothecary sites and 418 CVS pharmacies will be involved.

DISPENSARY CORNER

SCIENTISTS from the UK's University of Manchester have created a unique training program for midwives in Africa.

It's a board game called Progression, created by the university's School of Nursing and Midwifery, which aims to help reduce the rates of women dying in childbirth.

It's been designed to help the midwives use a "partograph" - a special chart which records heart rate, blood pressure and temperature, and which is used to detect problems during labour.

Project leader Professor Dame Tina Lavender said midwives often struggle to use the chart to make decisions which could help improve outcomes.

As players move around the board they land on spaces which trigger a random question which they must answer correctly, using the chart, in order to keep moving.

A pilot program involving 165 midwives in east Africa was well received, with Lavender saying "the crucial benefit of using this game is that it allows midwives to make mistakes without endangering lives".

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Thanks to HOYTS Corporate Solutions you can win two tickets to see any film at your nearest HOYTS cinema. Valid until November 2015 you have plenty of time to see a film of your choice.

To win, be the first person from NSW or ACT to answer the question correctly. Send your answers to comp@pharmacydaily.com.au

As featured on the HOYTS Corporate Solutions movie planner, name two movies releasing in October.

Congratulations to yesterday's winner, Christian Rossi from Maddington Village Pharmacy.

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