

We're looking for people...



but think the box doesn't exist.

With almost 500 independent pharmacy members, our membership is growing faster than any other group or banner in Australia.

We are re-creating Australian pharmacy. So, we need talent that can take advantage of the changes in the industry and make a real difference to our members' businesses.

If you think the 'box' doesn't exist and can:

- Find opportunities where others haven't—we want you to join our Business Development team.
- Find ways to solve problems that others haven't—we want you to join our Operations team.
- Find new product or service trends that others haven't—we want you to join our Merchandise team.

Be part of the winning team in pharmacy with great career opportunities and great incentives.

For a confidential discussion regarding a career with Pharmacy Alliance
please email hr@pharmacyalliance.com.au or phone Dara Banouvong 03 9860 3336.



Alliance seeking staff

PHARMACY Alliance has today launched a major recruitment campaign, seeking people for its business development, operations and merchandise teams to support ongoing rapid growth.

For details see the **front full page** of today's *Pharmacy Daily*.

S3 analgesic training

THE Pharmacy Guild of Australia has released the next instalment of its online 'Pharmacist Only Health Solutions' training program for pharmacists.

Titled 'Pharmacist Only Health Solutions – Analgesics', the course was developed by subject matter experts at the Guild, incorporating expert product knowledge from training development partner AFT Pharmaceuticals.

Free to all pharmacists via myCPD, visit www.mycpd.org.au or ring the Guild on 03 9810 9930.

PSA Qld president

BRUCE Elliot has been elected as the new president of the Queensland branch of the Pharmaceutical Society of Australia.

He takes the place of Professor Lisa Nissen, who has resigned from the role to concentrate on her position as head of the School of Clinical Sciences at the Queensland University of Technology.

Nissen will, however, remain on the PSA Qld branch committee.

Elliot is a community pharmacist from Yeppoon, and was formerly a PSA Young Pharmacist of the Year.

He's also chairman of Central Queensland Medical Local.

PSA national president Grant Kardachi welcomed Elliot to the role, saying he has demonstrated experience in primary health care as well as strong clinical and corporate governance skills.

EBOS earnings surge 9%

EBOS Group - parent company of Symbion, Chemmart, minfos, Faulding and more - has this morning reported a strong profit result for the six months to 31 Dec, with the company's Australian business "particularly strong," according to ceo Patrick Davies.

Overall EBOS reported a 4% lift in total revenues to NZ\$3.1b, with a 9.2% rise in net profit after tax to \$53.9m (**PD** breaking news).

Davies said the performance had been underpinned both by organic growth and strategic acquisitions - which included the purchase of a 25% stake in Good Price Pharmacy Warehouse (GPPW) during the half year period.

He said this had generated additional sales and profit, saying "we are particularly pleased with the level of wholesale conversion for GPPW stores we were able to achieve during the first half, which puts us on track to realise the full benefits of our investment in the second half of FY15".

EBOS also opened its new \$31m pharmacy distribution facility in Keysborough, Vic during the second half, which Davies said was

New chair for NPS

NPS MedicineWise this morning announced the appointment of Peter Turner as its new chairman.

Turner has more than 40 years experience in biopharmaceuticals, and was previously chief operating officer and executive director of CSL Limited.

He's been on the NPS board since Dec 2012, and is the fourth chair since the organisation was formed in 1998.

Turner takes over from outgoing chair, GP Janette Randall, who will continue as a director of NPS MedicineWise until May 2015.

a reflection of the company's long term commitment to the industry.

The company's Australian healthcare revenue was up 6.5% to NZ\$2.285b, with a 14.1% lift in EBIT to NZ\$63.4m.

Pharmacy sales here grew 5% due to customer growth and new wholesale business, and there was also strong growth in the firm's Institutional Healthcare division with Symbion Hospitals recording sales growth of 10.6%.

He said EBOS remains the largest diversified Australasian marketer, wholesaler and distributor of healthcare, medical and pharmaceutical products.

BioCeuticals CPD

THE upcoming third BioCeuticals Research Symposium, taking place 17-19 Apr at Sydney's Hilton Hotel, will incorporate a total of 24 hours of applied learning, allowing attendees to satisfy their entire yearly CPE/CPD requirements.

The three day program will feature four international speakers and specific key focus topics "to expand the theoretical and practical knowledge of health professionals.

It's being billed as an "intensive medicine master class" with pharmacist delegates able to receive 48 group 2 CPD points.

Earlybird registration is available until 20 Mar for \$750 - for info see www.bioceuticals.com.au.

Lobbying outside the lobby



A CONTINGENT of 55 Pharmacy Guild member pharmacists (**pictured above** outside the lobby of Parliament House in Canberra) have been attending meetings with 70 MPs and Senators from all sides of politics over the past few days, lobbying for positive outcomes for the Sixth Community Pharmacy Agreement (6CPA).

The delegates divided into groups of three or four to conduct a series

of presentations to the members.

The Guild said the key message was the need for the 6CPA to underpin the viability of community pharmacies so that services to patients and employment in the industry can be maintained.

Dispensary viability was also a vital part of the equation, the Guild delegation told the MPs.

The current Community Pharmacy Agreement (5CPA) expires 30 June.

for kids immunity

Inner Health Immune Booster for kids may help reduce the frequency and severity of cold symptoms, such as runny noses and coughs, and reduce the days away from childcare and school.

innerhealth.com.au

ETHICAL NUTRIENTS **INNER HEALTH**

PROFESSIONAL NATURAL MEDICINES

Always read the label. Use only as directed. If symptoms persist consult your healthcare professional.

PH03192 - 07/15

NSW compounder concern

THE NSW Department of Health has launched a formal investigation into adverse events reported in seven patients, following intravenous administration of a glutathione solution prepared by an unnamed compounding pharmacy in the state.

Judith Mackson, NSW chief pharmacist and associated director of the department's pharmaceutical services unit, has written to all NSW pharmacists about the issue, with microbiological testing of the compounded intravenous products currently under way.

The glutathione solution was prepared from L-Glutathione powder, packed in a 25kg container recently imported from China.

It was manufactured by Zhejiang Senyo Biotech Co. Ltd, and supplied via a wholesaler called Cheung Wing Pharmchem Limited.

One of the adverse events resulted in hospitalisation, according to Mackson's letter.

She said that in order to minimise the risks to the health or safety of any patients who may be recipients of compounded medicines containing glutathione from the above source, pharmacists who may be involved in compounding medicines containing glutathione from batch no. SY51.898-20141209 are urgently requested to advise the ministry.

They should immediately quarantine any of the glutathione in their possession from the affected batch, and cease supply of medicines which may contain the compound.

The department can be contacted by calling 02 9391 9944 or emailing pharmserv@doh.health.nsw.gov.au.

Advisor vacancy in NZ

THE Pharmacy Council of New Zealand is looking for a Professional Standards Advisor, with the position description accessible by [CLICKING HERE](#).

SECURE YOUR PLACE AT PHARMACY'S PREMIER EVENT

The Pharmacy Guild of Australia

APP2015
12-15 March

[CLICK HERE TO REGISTER NOW!](#)



Blackmores talks up potential

BLACKMORES Australia & NZ managing director David Fenlon & Associate Professor Lesley

Braun (pictured) were keynote speakers at a special pharmacy event hosted in Sydney earlier this week.

More than 150 pharmacists gathered at Doltone House near Hyde Park, with Fenlon sharing his vision of the growth potential for Australian pharmacies.

The event was part of a national roadshow which wrapped up in Brisbane last night.

Fenlon shared Blackmores' appreciation for pharmacy support of the brand, and shared shopper insights into the pharmacy channel as well as the company's approach to its channel and category strategy. Particular challenges cited included the softening performance of "commodity segments" such as multivitamins.

"Brands and pharmacies have been rewarding existing customers by asking them to spend less and now they expect to see continuously lower prices," he said - a dynamic Blackmores is seeking to change.

Key areas of action include lifting purchase frequency, a wider product repertoire and boosting customer loyalty.

In the last year Blackmores has extensively researched buyers, with the main shopper being females of all age ranges who buy 3.6 times a year on average, with an average basket for the category of \$119.

Pharmacies do "particularly well" out of the sector, with a 55% market share, with other Blackmores findings including that vitamins and supplements

are a planned purchase in 65% of cases, and that promotions often stimulate purchase.



31% of customers "don't mind paying a little more for the right product in the right size," while 41% were found to leave the store without buying anything if their preferred product was out of stock.

The Blackmores pharmacy focus includes a heavy investment in its field force, including more in store advisors and naturopaths.

The company has also developed an extensive training schedule for pharmacists and pharmacy assistants, with strong results including a 28% lift in first half sales.

FDA favours Farydak

THE US Food and Drug Administration has approved Farydak (panobinostat) for the treatment of patients with multiple myeloma.

Farydak works by inhibiting the activity of histone deacetylases (HDACs) which may slow the over-development of plasma cells, or cause them to die.

The product was granted orphan status in Australia 21 Jan this year.

[CLICK HERE](#) for more.

WIN WITH FAB IRON

This week *Pharmacy Daily* and FAB IRON are giving readers the chance to win a prize pack of FAB IRON+ Liquid Iron 250mL and FAB IRON sachets.



FAB IRON Liquid Iron is a low dose iron supplement that gives you all the benefits of iron with a natural fruity taste, the company says. Containing an organic form of iron that is gentle on the digestive system, FAB IRON is suitable for the whole family including children and pregnant women.

To win, be the first person from WA to send the correct answer to the following question to: comp@pharmacydaily.com.au

What vitamin assists with the absorption of iron?

Need a hint? [Click here](#).

Congratulations to yesterday's winner April Pearce from Ayr Hospital!

MEMBERS' FORUM 2015

Creating the new rules for **SUCCESS**

Waikiki, Honolulu USA

Monday 6th July - Thursday 9th July 2015



Allan Border, Cricket Legend: Building a winning team



Dirk Broeckx, European Pharmacy Expert: Global paradigm shifts in pharmacy



Michael Lovsin, Former VP Health & Wellness, Loblaws Canada: Retail pharmacy innovation





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Just one click away from keeping up to date with all the *Pharmacy Daily* breaking news as it comes to hand



Health, Beauty and New Products

Welcome to our weekly promoted feature with all the latest health, beauty and new products for pharmacy.

Suppliers wanting to promote products in this feature should email newproducts@pharmacydaily.com.au

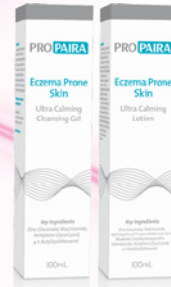
Propaira Ultra Calming Cleansing Gel and Ultra Calming Lotion

Propaira Ultra Calming Lotion and Cleansing Gel have been designed for eczema sufferers to combat itchiness, dryness, redness, burning, stinging and tingling, and support the integrity of the skin barrier. Apply the Cleansing Gel to wet skin, lather, then rinse and dry gently. Apply the Calming Lotion once or twice per day to affected areas after cleansing. Both the lotion and the gel are suited for use on the face, body and hands at all ages.

Stockist: 0421 482 829

RRP: \$48.95 package price for both products

Website: www.propaira.com



DISPENSARY CORNER

BRITAIN'S Cystic Fibrosis Trust is set to benefit from the sale of a curiously shaped egg.

Presumably containing all the same vital nutrients as a normal egg, the special one has been placed on auction website eBay because it's perfectly round.

44-year-old Kim Broughton from Essex found the egg, **pictured below**, in her henhouse and immediately knew she had found something very unusual.

So far bidding has reached almost \$500 in the auction, with proceeds going to the CF charity.



Jardinière Collection Aromatic Reed Diffuser La Bohemienne

MOR Jardinière Collection Aromatic Reed Diffuser La Bohemienne is designed to create the ambiance of a traditional Victorian conservatory. The diffuser features top notes of blackberries, apple blossoms and purple orchids and base notes of jasmine and vanilla. The alcohol-based formula allows a stronger scent, and it is made from a blend of natural vegetable-based ethanols that disperse fragrant oil for up to six months. The diffuser features rattan reed sticks. It is housed in a navy blue box with a fruity, floral design.

Stockist: 03 9600 4599

RRP: \$49.95 for 230 ml

Website: www.morboutique.com



ModelCo FIBRE LASH mascara

ModelCo FIBRE LASH mascara comes in an easy-to-use kit containing two formulations: extension mascara and lash fibres. After one application of the extension mascara, the brush-on lash fibres adhere to the lash follicles, acting like an instant false eyelashes. Another coat of the lightweight extension mascara formula secures the fibres in place. The unique technology nylon fibres give high-impact length, while beeswax and carnaubu wax help keep lashes soft and nourished. The mascara is smudge and tear-proof.

Stockist: 02 8354 6700

RRP: \$36.00

Website: www.modelcosmetics.com



Activance Hypoallergenic leave-in hair treatment

Activance Hypoallergenic is a leave-in treatment that helps to soothe scalp irritation, seborrhea, dandruff and psoriasis, the company says. It is formulated with rhodanide, dimethylsulfone (MSM), vitamin B12 and amino acids to revive and thicken thinning hair. It is also fragrance-free, making it suitable for people who suffer from allergies. Active ingredients include stabilised rhodanide complex, dimethylsulfone, and cyanocobalamin (vitamin B12).

Stockist: 03 9326 8844

RRP: \$65.00

Website: www.activance.com.au



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