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INNER HEALTH PLUS

## Today's issue of PD

*Pharmacy Daily* today has two pages of news, plus a full page from **Pharmacy 4 Less**.

## Pradaxa antidote

THE US Food and Drug Administration has granted accelerated approval to Praxbind (idarucizumab) for patients taking the novel anticoagulant Pradaxa (dabigatran) during emergency situations where there is a need to reverse Pradaxa's blood-thinning effects.

Praxbind is the first reversal agent approved specifically for Pradaxa, and works by binding the drug compound to neutralise its effect.

The Praxbind labelling recommends patients resume their anticoagulant therapy as soon as medically appropriate.

## National marijuana plan

HEALTH minister Sussan Ley has announced that the government is drafting amendments to the *Narcotics Drugs Act 1967* which would allow the controlled cultivation of cannabis for medicinal and scientific purposes in Australia.

A proposed Commonwealth licensing scheme would be implemented within the Department of Health, in order to ensure cultivation meets Australia's international obligations.

She said the move would provide the 'missing piece' to ensure a

sustainable supply of safe medicinal cannabis for Australian patients.

"It will also allow the government to closely manage the supply of medicinal cannabis products from 'farm to pharmacy,'" she said, in conjunction with necessary state or territory regulations.

The move follows the recent announcement of a cannabis cultivation plan in Vic (PD 07 Oct 15) as well as clinical trials on medicinal cannabis being conducted in NSW under the auspices of a state government-backed cannabis regulation agency (PD 28 Jul 15).

Ley said manufacture and supply of medicinal cannabis-based products can currently be done under existing systems, there is no mechanism to allow the production of a safe, legal and sustainable local supply which has created difficulties for patients, researchers and manufacturers.

The proposed amendments are planned to come before parliament before the end of the year.

## NPS codeine concern

NPS MedicineWise has highlighted a recent study of codeine-related deaths in Australia over a ten year period, saying the analysis has "shown some worrying trends, with deaths related to codeine use doubling over the study period".

NPS says continued vigilance is required to help minimise harm from codeine use, with the study showing codeine related to about half the number of deaths related to S8 drugs and heroin.

"As codeine is available over the counter, pharmacists are an important source of information and advice for consumers," NPS said, with consumer education also seen as essential to address the trend.

Accidental overdose was more common than intentional death, and almost all accidental deaths involved mixed-drug toxicity, with these fatalities linked to benzodiazepines, opioids and illicit substances as well as codeine.

## More opportunity to win a Harley

MEDADVISOR has extended the closing date for its "Harley or a Holiday" competition, with pharmacies now having until 31 Dec 2015 to enter for their chance to win a \$15,000 travel voucher or a Harley Davidson motorcycle.

As well as an entry for subscribing or resubscribing to the MedAdvisor Service, pharmacies will also gain one entry into the draw for every ten patients that they sign up to MedAdvisor before 15 Jan 2016.

Data from existing MedAdvisor participating pharmacies indicates patients using the platform are 97% loyal as well as being 20% more likely to adhere to their medication regimes.

The free MedAdvisor app used by patients links automatically to pharmacy dispensing systems to provide an intelligent training, information and reminder service.

The winner of the 'Harley or a Holiday' competition will be announced on 18 Jan 2016.

For more info [CLICK HERE](#).

## Nicepak celebrates

SEVERAL Nicepak products have received awards in the 2015 Mother & Baby Awards, including gold for Sudocrem in the "Most Popular Nappy Rash" product.

Silver awards were taken out by Baby U Goat Milk Body Wash in the "Most Popular Skincare Product [wash]" category, while Milton Antibacterial Tablets won silver in the "Most popular Steriliser product" category.

## New pharmacy health profession pact

THE Pharmacy Board of Australia and the Australian Health Practitioner Regulation Agency have published the health profession agreement for 2015/16, as part of their ongoing commitment to transparency and accountability.

The agreement sets out the services which will be provided by AHPRA in supporting the Board to carry out its functions, as well as lines of reporting and responsibility.

In the public interest, the Board and AHPRA will collaborate to implement the National Registration and Accreditation Scheme, with a shared vision for a competent and flexible health workforce that meets the needs of the community - for full details see [www.pharmacyboard.gov.au](http://www.pharmacyboard.gov.au).

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## DRUG MISUSE

Know the signs.  
Know what to say.

## New online learning course

Focuses on misuse of pharmaceutical opioids, including OTC codeine, and benzodiazepines.

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NPS MEDICINEWISE

## Weekly Comment

Welcome to PD's weekly comment feature. This week's contributor is **Nicole Hooley, Retail Projects Manager at Instigo.**



## Managing Supplier Relationships

AS dispensary margins shrink, we need to look at other ways to improve the bottom-line; having strong supplier relationships based on a developed strategy is vital in achieving this.

The key points to supplier relationship success are:

- Identify your core pharmacy business and strategy
- Classify your suppliers into Gold (based on sales in your signature categories) Silver (priority categories) and Bronze (basic categories)
- Link and build supplier relationships and partnerships based on your strategy
- Ensure you plan for supplier meetings and set an agenda based on "The Pentagon".

**Product:** Does the product or range fit in your business strategy? What are the ranging requirements? Is it a core or opportunistic range? Is the product sale or return?

**Place:** Where does the product sit in the current planogram (one-in-one-out policy)?

**People:** All Staff must be trained – Non Negotiable!!

**Promotion / Communication:** Coop Support available – lock in your yearly marketing calendar. In-store theatre – Windows, display ends, counter units, bin strategy. GWPs or other offers?

**Price/Value:** Not necessarily the lowest price, but the best value – service value position. Consider product discounts and parcel buys and PDE terms Vs turnover.

Ensure you "win" on each of these with suppliers to maximise GP and sales potential.

## Online assessments

**THE** Australian Pharmacy Council has launched a new online portal which allows overseas trained pharmacists to apply for an assessment to practice in Australia.

The first step is to complete an online eligibility check, with applicants then able to create a login for the system to allow them to upload documents and make payments, without possible delays in postal or courier delivery.

The APC will still accept hard copy applications until 31 Jan 2016, with the portal providing a list of required documents and fees.

See [pharmacycouncil.org.au](http://pharmacycouncil.org.au).

**MEANWHILE** the Council has also opened registrations for the December Intern Written Exam, with prospective participants able to sign up on the APC website.

## Petrol station pharmacies in Kenya

**PHARMACY** stores will be established in existing Shell service stations across Kenya, in a partnership with African pharmacy group Halton's Pharmacy.

The petrol outlets in the country are run by a company called Vivo Energy, with a spokesperson saying "convenience retail is an extension of our core business at Shell service stations".

## COPD, ezetimibe submissions open

**THE** Health Department has opened public submissions for a consultation on the draft terms of reference for post-market-reviews of COPD medicines and ezetimibe, looking at their utilisation, safety, efficacy and cost-effectiveness.

In the case of COPD concerns have been raised about co-administration of multiple LABA products in some patients, seen as a quality use of medicines issue.

For ezetimibe the review will consider the issue of whether it may direct use away from optimal dose titration of statins.

See [www.pbs.gov.au](http://www.pbs.gov.au).

## NCPA appoints

**AMERICA'S** National Community Pharmacy Association (NCPA) has named Bradley J. Arthur as its new president, during the organisation's 2015 Annual Convention.

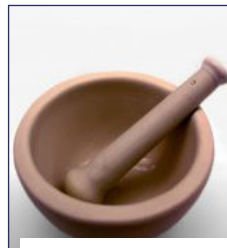
Arthur owns two full-line community pharmacies in Buffalo, New York and is a graduate of the University of Florida College of Pharmacy - and his father was also an independent community pharmacist and president of the NCPA, which was then known as the National Association of Retail Druggists.

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## DISPENSARY CORNER

**CHINA** faces a smoking "death epidemic," according to a study published last week in *The Lancet*, which estimates that a third of all men currently aged less than 20 in the country will die prematurely if they do not quit cigarettes.

The research was conducted by scientists from Oxford University, the Chinese Center for Disease Control and the Chinese Academy of Medical Sciences, who conducted two nationwide studies covering 15 years apart, reports the *BBC*.

Five years ago about one million people in China died from tobacco usage, with the researchers saying based on current trends this will double to an annual death toll of two million by 2030, described as a "growing epidemic of premature death".

More than two thirds of men in China begin smoking before they turn 20, with co-author Richard Peto saying the only hope is for people to quit the habit.

"The key to avoid this huge wave of deaths is cessation, and if you are a young man, don't start."

**AND** Russia is also addressing addiction - this time to vodka - in the form of a proposal to introduce alcohol-free Wednesdays.

St Petersburg-based politician Andrey Anokhin says his suggestion is a gentler way to tackle the problem than strict measures attempted by former Soviet leader and teetotaler Mikhail Gorbachev which resulted in widespread resentment.

Anokhin's idea of a weekly "Temperance Day" would be complemented by reduced hours for alcohol sales during the week, along with existing measures introduced some years ago which strictly restrict drinking in public venues.

## WAKE UP TO NEW SKIN

This week *Pharmacy Daily* and Plunketts are giving away a John Plunkett gift pack each day including Glyco Peel and Crème Cleanser.

Wake up to radiant, smooth and glowing skin with John Plunkett Glyco Peel. Glycolics gently dissolve dull, damaged skin cells, without visible peeling, revealing brighter, clearer new skin with reduced lines, surface discolouration and visibly refined pores. Special 5-minute Facial pack consists of Glyco Peel and a trial tube of Collagen Lift Moisturiser which contains Matrixyl 3000 and Hyaluronic spheres to firm, plump and smooth your skin. Australian owned and made.

To win, be the first from NSW or ACT to send the correct answer to [comp@pharmacydaily.com.au](mailto:comp@pharmacydaily.com.au)

What is the percentage of glycolic acid in John Plunkett Glyco Peel?

Hint: visit [www.johnplunkett.com.au](http://www.johnplunkett.com.au)

Check here tomorrow for today's winner.



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Western Australia Friday 6<sup>th</sup> November

Queensland Friday 13<sup>th</sup> November

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