

Literature monitoring

THE European Medicines Agency has fully implemented its new medical literature monitoring service (PD 14 May), covering 400 active substance groups and claimed to benefit more than 4,000 companies - see ema.europa.eu.

Terry White profits \$1.2m

TERRY White Group Limited has announced a net profit after tax of \$1.2 million for 2014/15, on total revenue of \$48.8 million, up 16%.

The company saw product sales reach \$18.3 million, almost double the \$9.3m in FY14, along with an increase in EBITDA from continuing operations of 6% to \$3.7 million.

Net operating cashflow increased dramatically, from \$370,000 in FY14, to \$3.7 million in FY15.

Terry White Group ceo Anthony White said the past year has been transformational, with the Group's acquisition of Chemplus pharmacy franchise and brand.

"Chemplus has been an important strategic acquisition for our Group, adding 60 additional stores to the network and creating increased distribution points for our private label products," White said.

The acquisition was completed on 31 Jul and is expected to be earnings accretive, before transition costs, in the first year of operation.

"With the Chemplus acquisition now complete, we are actively pursuing our strategy to consolidate with other 'like-minded' pharmacy brands," White said.

The Group is now seeing the benefits of investments made over the past four years in systems, platform and the capability to grow the network, he added.

"In-store efficiencies have improved, local marketing and merchandising activities are more efficient and pharmacists are now better able to focus on their customers."

White expects industry

consolidation will continue in the short-medium term, which will present "attractive opportunities".

"We are well placed to take advantage of the opportunities for the greater benefit of our entire network," White said.

"The investments we have made in our retail infrastructure, systems and platforms have us strongly positioned to capitalise on industry shifts and to support pharmacy owners to grow and succeed, particularly given the impact of the 6CPA."

The Group declared a dividend of eight cents per share, which is consistent with the previous period.

He also confirmed that shareholders had unanimously resolved to change the company name to Terry White Group at an Extraordinary General Meeting, to "enhance and capitalise on the strength, credibility and recognition" of the Terry White brand.

CM exports double

AUSTRALIAN complementary medicines exports to Asia more than doubled in the last year, according to new AusTrade data.

South Korea has now overtaken NZ as Australia's top export market, with continued health demand for local products right across the region, according to Complementary Medicines Australia ceo Carl Gibson.

He said key factors for the surge included a "rapidly developing middle class that embraces complementary medicines".

Keytruda PBS 01 Sep

ONE of the largest PBS bills will accrue from the 01 Sep listing of Ketruda (pembrolizumab) for patients with metastatic melanoma.

Each patient will cost up to \$156,130 per year (PD 29 Jun) but will only pay \$37.70 per month.



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Sun Pharma settles

SUN Pharmaceutical Industries has completed its acquisition and begun the integration of its new opiates business in Australia.

Sun Pharma bought the division from GlaxoSmithKline earlier this year (PD 04 Mar), including two opiates manufacturing facilities in Port Fairy and Latrobe.

The acquisition allows Sun Pharma to expand its narcotics raw material market share and enhance its opiate alkaloids portfolio, as well as strengthening its strategic position in global opiates.

Anil Kumar Jain, ceo of API Business, Sun Pharma, said the company will be able to capitalise on its "global ranking in the specialty generics market."

PPDC Update

THE Pharmacy Practitioner Development Committee (PPDC) is expected to release a consultation draft on the *National competency standards framework for pharmacists in Australia* before the end of the year.

Key areas include: revising leadership and management competency standards as well as integration of interprofessional learning competencies.

The PPDC will also work to create a single competency framework by integrating the standards from *An advanced pharmacy practice framework for Australia* into the revised competency standards.

6CPA consumer-needs focus

FOCUSING on an evidence-based platform of pharmacist services, the Pharmaceutical Society of Australia (PSA) has summarised its proposed means of "meeting consumer needs through optimising pharmacists' contribution" within the Sixth Community Pharmacy Agreement (6CPA).

An 11 point document published by the PSA identified dispensing as part of a "medication management continuum", seeking remuneration based on the complexity of the service provided.

The document calls for greater investment in evidence-based pharmacist services, including more HMR, RMMR, MedsCheck and Diabetes MedsCheck funding.

In addition the Association refers to enhance primary care and prevention activities with heightened public awareness of services aligned with national health priorities such as tobacco, obesity and alcohol, as well as formalised recognition of the role of pharmacists with relation to management of minor ailments, screening and vaccination services.

The PSA believes around \$270m, or \$10,000 per pharmacy, is needed to enable pharmacies to implement and sustain an integrated suite of evidence-based improved practices.

Rural and remote pharmacy practices are flagged for greater support especially in relation to travel allowances and the provision

of a range of services.

A significant section of the PSA document highlights the needs of Aboriginal and Torres Strait Islander people, seeking increased investment of some \$200m to effectively fund proposed arrangements outlined in the 6CPA.

Clinical placement of pharmacy students will need around \$18m, or \$10,000 per student, to ensure provision of accredited community pharmacy training sites with "appropriate staffing levels, a system of continuous improvement and ultimately a positive training experience".

The final note of the document hits upon the delicate subject of governance, pointing out that if the PSA's input and advice are being actively sought "to design the professional programs in 6CPA, then it is reasonable that PSA be a joint signatory to the parts of the Agreement dealing with professional programs and services" - **CLICK HERE**.

AMH on ibuprofen

NEW advice in the Australian Medicines Handbook indicates that ibuprofen can now be taken with water alone.

The change of advice follows Nurofen maker Reckitt Benckiser engaging UK pain expert and Cochrane reviewer Professor Andrew Moore to prepare a submission for the AMH editorial board citing research and clinical data indicating taking analgesics with food is unnecessary.

PSA MMR course online

PHARMACISTS pursuing accreditation for the delivery of Medication Management Reviews (MMRs) as an accredited pharmacist can now follow this career path through new online resources provided by the Pharmaceutical Society of Australia.

A recent study of MMRs in Australia highlighted their benefits and found they are valuable in identifying medication-related problems, improving medication adherence, reducing hospitalisations and minimising the use of potentially inappropriate medications, the PSA said.

PSA's MMR Stage 1 is now a fully online certificate run on the basis of self-paced learning providing four Group 1 and 12 Group 2 CPD credits - for info see psa.org.au.

MedAdvisor float

PHARMACISTS are being invited to become shareholders in the soon to publicly-list MedAdvisor, with proceeds from the float to be invested in consumer marketing initiatives to drive patients to pharmacies using the platform.

MedAdvisor has also recently committed to a "Patient Accelerate Program" giving pharmacists \$1 for every patient signed to the system.

Data from existing MedAdvisor pharmacies shows patients are 97% loyal and 20% more adherent than those not using the system.

MedAdvisor ceo Robert Read said pharmacy customers would have priority status in the float and access to an ongoing 25% discount - see medadvisor.com.au/priority.

Win with DESIGNER BRANDS

This week Pharmacy Daily and Designer Brands are giving away a prize pack each day containing products from the Designer Brands Special FX Collection including a DB Contour Kit (RRP \$9.99), Instant Face Bronzer (RRP \$12.99) and Invisible Lip Liner (\$8.99).

The Designer Brands Contour Kit comes with step-by-step instructions on the back of the palette to help you contour like a pro! Featuring a highly blendable and buildable formula, it's perfect for contouring and highlighting the face. Sculpt, shape and define your features with this trio of contouring and highlighting shades.

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

How many shades are there in the Contour Kit?

Need a hint? [CLICK HERE](#)

Congratulations to yesterday's winner, April Pearce from Ayr Hospital.



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Acure Aromatherapeutic Argan Oil - Citrus Ginger

Acure Aromatherapeutic Argan Oil - Citrus Ginger combines argan oil with the therapeutic benefits of essential oils. Argan oil helps to combat fine lines, improve cell regeneration and minimise scars and stretch marks while restoring texture, elasticity and tone. The addition of citrus and ginger works to invigorate the senses. The lightweight oil is rich in vitamin E, essential fatty acids and proteins. The product is suitable for the face, eye area, neck, chest, hair and any areas in need of moisture.

Stockist: 1800 787 904

RRP: \$24.95

Website: www.acureorganics.com



New fungus module

A NEW CPD accredited online learning module for pharmacists on fungal infections of the skin and nails has been produced by Pharmacist Club & Bayer.

The module is accredited for 3 group 2 CPD credits - [CLICK HERE](#).



DISPENSARY CORNER

TIGER couch pregnancy power.

One enterprising seller from Los Angeles is aiming to cash in on the insecurity of couples struggling to fall pregnant by offering up a special couch which he claims will definitely help the process.

The Craigslist advertisement reportedly says, "Are you having a difficult time conceiving? Your problems are solved!

"The last 3 couples within 50 feet of this couch have ALL gotten pregnant. Including one whose doctor said there was a 1% chance."

How much for this almost guaranteed pregnancy boost? US\$7,000, apparently - probably about the same cost as a round of IVF in the USA, and a lot more fun!

"Tiger Couch is 100% down, super comfortable, 8-feet long, 40-inches deep ... Excellent nap or cuddle couch," the ad continues.

The report also explains that Tiger Couch even has its own Facebook page.

Perhaps it's no coincidence that the first PDE5 inhibitor, sildenafil, used a fluffy and very cute baby tiger toy to promote the product, with the theme "Welcome back, tiger" - back in the day when that was MA compliant.



Kids Finger Spray SPF 50+ from Banana Boat

Banana Boat Kids Finger Spray SPF 50+ is easy to apply and ideal for those who prefer the texture of a lotion and convenience of a spray. The fragrance-free non-greasy, broad spectrum UVA and UVB protection is up to four hours water resistant to ensure protection hour after hour for those active little bodies that never stop. Active Ingredients: octyl methoxycinnamate 10.00 % w/w, 4-methylbenzylidene camphor, 4.00%, octocrylene 2.00% w/w, butyl methoxydibenzoylmethane 3.0 % w/w

Stockist: 1800 761 186

RRP: \$17.49

Website: www.bananaboat.com.au

Advanced Grooming For Men Treatment Pack from Davinci

Davinci Advanced Grooming For Men Treatment Pack is designed to refresh and nourish men's skin. The pack includes: Davinci Facial Scrub to resurface the skin, Davinci Mud Mask to deep cleanse and renew, Davinci Eye Relief for those tired eyes at the end of the day and Davinci Recover Gel to refresh, enliven and enrich the skin. As more and more men are grooming themselves more thoroughly, the Davinci Treatment Pack makes the ideal new-man gift.

Stockist: 1800 651 146

RRP: \$9.99

Website: www.davincimen.com



DB Luxe Candle Set

The Designer Brands Luxe Candle Set is one to soothe the soul. This set includes beautifully scented products including a Luxurious Roller Ball Fragrance, a Bath Soak and a Luxe Candle to create the perfect ambience to relax, all packaged in a gorgeous light pink and gold gift box.

Stockist: 1300 765 332

RRP: \$14.99

Website: www.dbcosmetics.com.au

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Part of the Travel Daily group of publications.

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