



Dengue breakthrough

UNIVERSITY of Queensland scientists say clinical trials for a new dengue fever treatment could start within 12 months, after they identified similarities in how the body reacts to dengue virus and bacterial infections.

The dengue virus NS1 protein acts as a toxin in the body in a similar manner to the way bacterial cell wall products lead to septic shock in bacterial infections - meaning existing drugs could possibly be repurposed to treat dengue fever.

Sigma builds non-PBS income

SIGMA Pharmaceuticals says its half year results confirm the success of a strategy to diversify the business to be less reliant on PBS revenue to deliver growth.

Yesterday ceo Mark Hooper revealed an 11.5% rise in revenue to \$1.67 billion for the six months to 31 Jul, with underlying net profit after tax up 23.35% to \$27.6 million.

The statutory result, an \$18.9 million net profit after tax (down 15.7%), was impacted by a one-off \$7.8 million adjustment (**PD** 10 Aug) as a result of extra payments to the vendors of CHS and DDS, which have performed above expectations.

Hooper said the Sigma business "continues to hold a unique position in the industry," combining a strong wholesale presence with a network of 700 branded pharmacies as well as long-term strategic partnerships supporting independent pharmacies.

He highlighted a range of pharmacy initiatives launched during the year including the Signal data analytics tool, the Sigma Generics Program, Sigma Financial Services and a suite of professional services.

"These initiatives form part of the

broader Sigma Resource Centre that collectively assists pharmacists to compete in their local community, providing a position of strength to grow for our customers and Sigma," Hooper said.

Other developments included the ongoing growth of Sigma's private label range which now extends to over 800 products including items exclusively available via the company's pact with UK group Boots (**PD** 12 Dec 13).

A new CHS distribution centre in Sydney's Eastern Creek has been built, and is on target for opening late next month.

Hooper said the outlook for Sigma was positive, with the company continuing to broaden its revenue base to deliver higher grade earnings that are less reliant on declining PBS revenues.

Non-PBS sales revenue accounted for about 43% of the company's turnover, up from 40%.

Despite this, PBS income remains important, with the 6CPA negotiations having "delivered a great outcome for our pharmacy customers and provided Sigma with the flexibility to charge in certain circumstances to help offset the impact of PBS reform," Hooper said.

Mater's marked

MATER Mothers' Hospitals have announced that their maternity and baby skin care products have received certification to display the green-and-gold Australian Made and Owned trademark.

The products which have been co-created by Midwives and Mums, are produced locally in South East Queensland.

Roy Morgan Research says the Australian Made logo enjoys a 98.8% recognition level amongst Australian consumers.



PHARMACY'S CASH BUCKET

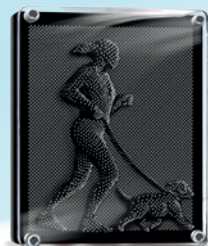
**FREE
WEBINAR EVENT**



**CLICK TO
REGISTER!**

**NORMAN THURECHT
& HILARY KAHN**

**10:30am AEST
Wed 16th September**



Maltofer
Body-friendly iron

**For bodies that need iron
with less side effects^{1,2*}**

References: 1. Ortiz R, Tobli JE, Romero JD et al. Efficacy and safety of oral iron(III) polymaltose complex versus ferrous sulphate in pregnant women with iron-deficiency anaemia: a multicentre, randomized, controlled study. J Matern Fetal Neonatal Med 2011;24:1-6. 2. Tobli JE, Brignoli R. Iron(III)-hydroxide polymaltose complex in iron deficiency anaemia / review and meta-analysis. Arzneimittelforschung 2007;57:431-438.

ALWAYS READ THE LABEL. USE ONLY AS DIRECTED. Maltofer contains Iron as Iron Polymaltose. For the treatment of iron deficiency and prevention of iron deficiency in high risk adults and adolescents where the use of ferrous iron supplements is not tolerated, or otherwise inappropriate. Maltofer® is a registered trademark of Vifor Pharma used under license by Aspen Pharmacare Australia Pty Ltd. For more information, visit maltofer.com.au

*versus ferrous sulphate

NOT ALL FORMS OF MAGNESIUM ARE THE SAME

ETHICAL NUTRIENTS
PROFESSIONAL NATURAL MEDICINES

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



**HIGHLY
ABSORBABLE
MEGA
MAGNESIUM**

The Next BIG Thing

**5 Internationally Renowned
Speakers Confirmed.
Including Michael Smith
of the American Botanical
Council.**

REGISTER NOW

**Discounted Early Bird
Registrations Close Today.**

cma Complementary
Medicines
Australia
ANNUAL CONFERENCE
29 OCTOBER 2015
DOLTONE HOUSE - JONES BAY WHARF, SYDNEY

Xarelto real world data

ATRIAL fibrillation (AF) patients treated with Xarelto (rivaroxaban) for stroke prevention have low rates of bleeding and stroke, reveals real-world data from the XANTUS study presented at the European Society of Cardiology (ESC) Congress.

"With 10 million people in Europe alone affected by AF, a number that is only expected to increase, real-world insights on routine anticoagulation management in everyday clinical practice is increasingly important for physicians and patients with AF," said principal investigator Professor A. John Camm, professor of clinical cardiology at St George's University.

Bayer and Janssen said the results were generally consistent with those observed in Phase 3 research with the XANTUS study and post-marketing safety surveillance for Xarelto involving 45,000 patients.

Compounding advice

THE Therapeutic Goods Administration has issued guidance for compounding pharmacies in relation to the advertisement of extemporaneously compounded medicines to consumers.

In Australia advertisements for medicines must comply with the *Therapeutic Goods Act 1989* and other relevant laws, including the Health Practitioner Regulation National Law and associated advertising & dispensing guidelines, as well as state & territory legislation and the Australian Consumer Law.

"Extemporaneously compounded medicines, although exempt from some parts of the Act, are not exempt from the advertising provisions of the Act," the TGA said.

It is generally unlawful to publish or broadcast an advertisement to the general public for an extemporaneously compounded medicine that refers to a substance containing an S3, S4 or S8 substance, or that has not been pre-approved by the Secretary of the Department of Health if the advertisement is for a 'designated therapeutic good' published or broadcast in 'specified media'.

More info at tga.gov.au.

New dementia app

THE Dementia Collaborative Research Centres (DCRCs) have launched a dementia care app to provide guidance to carers about the behavioural changes that can occur in dementia, reports PULSE+IT.

The *Care4Dementia* app is based on printed guides developed by the DCRC for Assessment and Better Care (DCRC ABC) at the University of NSW, with the same material also being made available in app form for clinicians, the report said.

PSA CM position

THERE has been significant interest from *Pharmacy Daily* readers in the new Pharmaceutical Society of Australia position paper on complementary medicines (PD yesterday), with the full document now available on the PSA website at www.psa.org.au.

SORT YOUR CLAIM IN THE CLOUD



FREE
for eRx Express
pharmacies

- Sort claims automatically
- Respond to audits instantly

eRx EXPRESS

eRx.com.au/paperless

Wizard's magical gift



WESTERN Australian group Wizard Pharmacy made the most of the flu season this year, pledging \$10,000 to the Starlight Children Foundation as part of an influenza vaccination campaign.

Wizard Pharmacy Group director Lyndon Dyson said there had been a fantastic consumer response to the 2015 program, with just under 4,000 vaccinations being performed across the network.

"We were very pleased to provide such a strong community-based health service," Dyson said.

"Immunisation rates in the western world have been falling recently so it is indeed very pleasing to see that Wizard Pharmacies were able to deliver such a well-received service to our

local communities.

"It also gives Wizard pharmacies a great sense of satisfaction and pride that by delivering our immunisation program we were also able to donate \$10,000 to the Starlight Foundation."

Wizard Pharmacy has been working with the Starlight Children's Foundation since 2008, donating over \$240,000 to help grant more than 37 wishes.

CMs evidence debate

INTERNATIONAL CM expert Dr Mary Hardy, will shed light on the subject in her plenary session at the ASMI Conference on 11 Nov.

CLICK HERE for conference details and registration.

Mater Mothers' Hospitals
maternity
baby care
products



Now available
from Symbion*



*Click for details



Your Pharmacy Recruitment Experts

FreeCall: 1800 429 829

Email: info@ravensrecruitment.com.au

Web: www.ravensrecruitment.com.au

Jobs of the Week

- **Pharmacist In Charge** - Mid North Coast NSW (Job# 2011586)
Get out of town launch your career; go surfing b4/after work year round.
- **Pharmacist** - Coastal Eastern Victoria (Job# 2011657)
Full service pharmacy in a small tourist town 1.5 hours from Melbourne.
- **Rotational Pharmacist** - Brisbane, QLD (Job# 2011678)
Permanent role 76hrs/fortnight - loads of diversity - career progression.

Australia's largest and longest running specialist pharmacy employment agency



Events Calendar

WELCOME to *Pharmacy Daily's* events calendar, opportunities to earn CPE and CPD points.

If you have an upcoming event you'd like us to feature, email info@pharmacydaily.com.au.

16 Sep: Pharmacy's Cash Bucket Webinar; to register [click here](#)

16 Sep: Cardiovascular Update: The Role of Pharmacy; St Leonards; more info at: www.guild.org.au

17-19 Sep: Pharmacy Business Network; Etihad Stadium, Melbourne; details at: pharmacybusinessnetwork.com

19 Sep: PSA Immunisation Training; St Leonards; visit: www.psa.org.au

22 Sep: Excellence in Allergic Rhinitis CPD Seminar and Webcast; The Arena - NAB Docklands, Vic; more info at: www.guild.org.au

26 Sep-3 Oct: Kota Kinabalu Conference; Kota Kinabalu, Borneo; for details visit: www.cpdconferencing.com.au

7 Oct: Understanding the NES and Your Award; Brisbane; info and registration: www.guild.org.au/qldcpd

15-17 Oct: The Pharmacy Assistant National Conference; QT Gold Coast; details at: www.pharmacyassistants.com

23-24 Oct: Blackmores Institute Symposium 2015; Pullman Melbourne Albert Park; visit: www.ivvy.com/event/BIS15

29 Oct: Complementary Medicines Australia (CMA) 2015 Annual Conference; Doltone House - Jones Bay Wharf; Sydney; more details at: www.cmaustralia.org.au

11 Nov: ASMI Annual Conference, AGM & Awards Dinner; Waterview Convention Centre, Homebush; visit: www.asmi.com.au

CMA slams NHMRC review

COMPLEMENTARY Medicines Australia (CMA) has responded to the CM position statement by the Pharmaceutical Society of Australia (*PD* yesterday), by acknowledging the provision of complementary medicines guidance but including a caution with regard to endorsement of the National Health and Medical Research Council's (NHMRC) report on homeopathy.

Carl Gibson, ceo of CMA said, "We are very disappointed that the homeopathy report is being endorsed by health associations, given that a number of independent experts in the sector have expressed strong concerns with the methodology of the review, according to information obtained from NHMRC under Freedom of Information laws."

While the homeopathy debate has been considered dead for some time now (*PD* 04 Jun), Gibson, keeping it very much alive, critiqued NHMRC's approach to the subject saying, "Papers released under Freedom of Information show that the NHMRC failed to appoint a homeopathic expert to the Review Panel, left out randomised controlled trials, excluded all studies not published

in English, and limited the choice of databases searched, which basically meant that the balance of complementary medicines specific content was omitted.

"The NHMRC accepted that some studies reported homeopathy was effective – but ruled them out of the review, presumably because they did not meet the narrow orthodox pharmaceutical view."

Gibson argued the only valid conclusion to be drawn from the review "is that the NHMRC failed to uphold its own standards of ethics and quality research".

He said the CMA considers it "alarming that the report is being used as a basis for advice to pharmacists with regard to the sale of these products."

With around 75% of the Australian population using CMs, Gibson added that it is crucial that all HCPs are able to discuss the use of these medicines.

PHARMAC approvals

NZ'S PHARMAC has approved funding for adalimumab (Humira) and etanercept (Enbrel) and listed Apex and EBOS peak flow meters, spacer devices and a paediatric mask for use with spacer devices.

Win with HOYTS

Looking for a new way to engage clients and guests at your next conference, product launch or training seminar? Think HOYTS Corporate Solutions! With tiered style seating, high-definition projectors and the latest in surround sound, you can deliver everything at HOYTS – and in a more stimulating environment than traditional venues. Call 1300 345 664 to make your next function a HOYTS experience!

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 **TAS** or **VIC** to answer the question correctly. Send your answers to comp@pharmacydaily.com.au

Name the two cinema locations in VIC that start with an 'F'.

Congratulations to yesterday's winner, Chi Nguyen from the Queen Elizabeth Hospital Pharmacy.



DISPENSARY CORNER

HOLY flapping moth hunters!

Barbastelle bats use special stealth tactics to get close to their eared moth targets, according to a study published in *PLOS One*.

German scientists have detected two separate weak echolocation signals simultaneously emitting from the bat's nose (upward) and mouth (downward) that are up to 100 times weaker than those of other hawking bats - so weak in fact that the moths can only hear these signals at very close range, which is too late to avoid becoming a dinner snack.

CLICK HERE for the study.

A COUPLE in the US state of Wisconsin are extremely relieved as their 6 week baby daughter recovers from an alcohol overdose.

The near tragedy happened due to a mix-up with the infant's formula, when the mother accidentally mixed it up with two shots of vodka rather than water.

Paramedics say the baby had a blood alcohol level of 0.294 after receiving the vodka-tainted drink.

Investigators have confirmed it was a very unfortunate mistake, and the parents won't be charged over the mishap.

Apparently the mother had filled a container with water to be used for the baby's bottle, put it on a counter in the kitchen and left the room to get something.

The girl's father then came in, emptied the container and filled it with vodka which he intended to take when visiting a friend.

After the mixup they realised the error when the baby began acting abnormally, and "then the blame game started," said a local police spokesman.

"Several fights ensued" between the girl's parents, other family members and paramedics before the child was rushed to hospital.