

Today's issue of PD

Pharmacy Daily today has three pages of news, plus a full page from **Amcal**.

Guild eye care course

THE Guild Pharmacy Academy, Optometry Australia and Alcon Pharmaceuticals are working together on a new online course titled 'Pharmacy Health Solutions: Eye Care'.

The program aims to assist pharmacists in the appropriate management of self-limiting conditions of the eye with non-prescription medicines.

Optometry Australia national professional services manager Luke Arundel said the project was an important collaboration, which would help strengthen relationships between the professions.

See www.mycpd.org.au.

EBOS reports 2016 record

EBOS Group this morning unveiled its financial results for the year to 30 Jun, with EBIT earnings surging 16.3% to exceed NZ\$200 million for the first time.

The net profit after tax was NZ\$127 million, achieved on total revenues of NZ\$7.1 billion, with ceo Patrick Davies saying "the result reflects our ability to capture the growth opportunities that continue to emerge within our prime business segments".

In the key Australian pharmacy market EBOS saw "solid wholesale revenue growth" which was boosted by increased levels of activity in the OTC channel.

Revenue jumped 19.6%, accelerating in Mar 2016 when the government PBS listed the new specialty Hepatitis C medicines.

As well as wholesaling the Hep C drugs, EBOS was contracted to

ETHICAL NUTRIENTS
PROFESSIONAL NATURAL MEDICINES



NATURAL MEDICINE
FOR TODAY'S PHARMACIST

INTEGRATING NATURAL MEDICINES WITH PHARMACEUTICALS

BRAY COHEN

BPharm, DipCouns, DipAdultEd
Pioneer of pharmacy and
complementary medicine
integration



provide the third party logistics for the medicines.

"EBOS today continues to expand the breadth and depth of services it offers multinational suppliers, well beyond that of the traditional wholesale model," Davies said.

"We are actively working on further opportunities to expand our unique trans-Tasman business solutions model by partnering with manufacturers to provide a wide range of valued services," he said.

During the year EBOS invested \$17.6 million in capital works, including a new \$3.9 million Sydney warehouse specifically commissioned to undertake the NSW Government's medical consumables contract.

The company is also developing a new \$58 million distribution facility in Brisbane, which is expected to be operational by Jun 2018, as well as another new warehouse in Sydney to cater for growth in the EBOS contract logistics operations, at a cost of about \$15.5 million.

Davies said the company was confident of further profit growth into the current financial year.

ASMI earlybird

PROSPECTIVE attendees at the upcoming Australian Self-Medication Industry conference are reminded earlybird registration expires on 31 Aug - **CLICK HERE**.

PSA CPD workshops

THE Pharmaceutical Society of Australia says there's been a huge response to its current series of Continuing Professional Development workshops, with more than 1,500 pharmacists already registered to attend the events in Aug and Sep.

The sessions are to showcase the new free PSA CPD Planning Tool, which was officially launched at PSA16 Sydney (PD 04 Aug).

"This user-friendly learning tool has been embraced by the entire pharmacy profession and it's fantastic to see so many pharmacists - including PSA non-members - registering for PSA workshops to learn more about CPD learning," said PSA National Vice President, Michelle Lynch.

For details of upcoming workshops in each state and territory see psa.org.au.

Have You Got the Advantage?



Talk to us today about flexible business models tailored to suit your pharmacy



By Pharmacists
For Pharmacists



THE ULTIMATE
BUSINESS SUPPLEMENT



THE ULTIMATE
MULTI-STRENGTH FORMULA



For further information contact:

STEVEN KASTRINAKIS

M. Pharm, B. Pharm, MPS MACPP
CEO-Head of New Business

E: Steven.kastrinakis@advantagepharmacy.com.au

Perjeta AusPAR

PERJETA (pertuzumab) from Roche Products has had its extension of indication approved and detailed in the latest AusPAR addition.

The product is now indicated in combination with trastuzumab and chemotherapy for the neoadjuvant treatment of patients with inflammatory or locally advanced HER2 positive breast cancer as part of a complete treatment regimen.

Visit www.tga.gov.au for details.

Discount
CincottaChemist™
Famous for value, famous for care.

PROVEN MODEL • PROVEN RESULTS!

- ✓ Symbion
- ✓ Alphapharm
- ✓ Fred NXT
- ✓ Pharmacy Choice OTC Generics

CONTACT US TODAY!

CLICK HERE
OR PHONE (02)8841 8919

A Member Of The 80+ Ventura Health Group



Zero Out of stocks

Want to know
how Amneal can
eliminate costly
out of stocks in
your pharmacy?

Click here

As of 25 August 2016

HCH plans need pharmacy

GOVERNMENT plans to rollout Stage One of its Health Care Homes (HCH) plan as announced earlier this year (**PD 01 Apr**) has drawn widespread support but serious urging from The Pharmacy Guild and the Pharmaceutical Society of Australia (PSA) around engagement of pharmacists, to make the program broadly viable.

Yesterday, Prime Minister Malcolm Turnbull announced the ten regions across the country that will participate in this first stage of the Health Care Homes model.

Led by their local GP, patients will find their health care needs coordinated in a way that aims to keep them out of hospital, especially those with chronic disease profiles, Turnbull explained.

The first stage will be an investment of \$120 million in the Primary Health Network regions of Western Sydney (NSW), Perth North (WA), Tasmania, Hunter New England and Central Coast (NSW), Brisbane North (QLD), South

Eastern Melbourne (VIC), Adelaide (SA), Northern Territory, Nepean-Blue Mountains (NSW) and Country South Australia.

While the Guild says it recognises the central role of the GP in the program, it considers the the criticality of the role of the community pharmacy in working collaboratively with GPs and other health professionals in delivering Quality Use of Medicine outcomes for patients isn't always sufficiently recognised or remunerated in collaborative care models.

The Pharmaceutical Society said it welcomes the plans and is committed to working with the HCH Advisory Group to co-design a HCH model for the Australian context, which is based on best practice and evidence-based models of care.

The PSA said pharmacists were key to maximising patient health benefits by cutting polypharmacy, reducing medication-based hospital admissions and in turn impacting overall primary care costs.

OPTIMISE CARE TO THE ELDERLY WITH THE NEW 2016 AMH AGED CARE COMPANION



The May 2016 release contains new content including topics on actinic keratosis, deprescribing and a simple diagrammatic guide to inhaler devices. Topics reviewed include asthma, COPD, gout, hypertension, dyslipidaemia and dyspepsia.

Online version also available.

For more information go to www.amh.net.au.



Diabetes education

OFFERING education to people diagnosed with diabetes should be standard practice, according to the UK's National Institute for Health and Care Excellence (NICE).

Classes should be offered at diagnosis, around diet advice, weight loss for adults who are overweight, exercise and information about medicines.

Patients with type 1 diabetes should also be offered further structured education between six months and year after diagnosis once they have an agreed treatment regime.

NICE recommends the lessons should cover checking blood glucose levels, using insulin and advice about having a healthy lifestyle, and could be held at hospitals or specialist centres.

Deputy chief executive for NICE Professor Gillian Leng said patients with type 1 diabetes "need to develop a large range of new skills and knowledge to manage their condition" to get the right balance in their lives and treatment routine.

Guild expands intern scheme

THE Pharmacy Guild's intern training program will be available nationally from 2017, with the country-wide rollout including two-day face-to-face workshops across all states and territories, complementing learning content delivered online.

Under the changes all interns in Australia will have the opportunity to access the Guild Intern Training Program which also features exam practice modules, 'mock' exams, dedicated oral examination preparation workshops and access to industry events including the flagship APP2017.

"The Guild Intern Program supports interns with on-the-job learning opportunities whilst they undertake their supervised practice requirements under the guidance of experienced pharmacists in the community pharmacy environment," the Guild said.

For more information see internpharmacist.org.au.

Do you need
a proven
professional
services program
that benefits
your store whilst
improving patient
outcomes?



instigo has the tailored professional
services solution for your store's
needs and budget.

1 Understand the opportunity

2 Tailor the solution

3 Mentor through change



Call Lea Bauckham

Ph 0418 972 402 M 0418 972 402

E leanne@instigo.com.au

Pharmacy DAILY

Thursday 25 Aug 2016

PHARMACYDAILY.COM.AU



Travel Specials

WELCOME to *Pharmacy Daily's* travel feature. Each week we highlight a couple of great travel deals for the pharmacy industry, brought to you by *Cruise Weekly*.

CRUISE WEEKLY

Sponsored by *Cruise Weekly*
your FREE cruise newsletter
Subscribe now
www.cruiseweekly.com.au

Royal Caribbean WOW Sale

FOR the next seven days only, Australia's own Royal Caribbean International has deals to make you go "WOW!"

You've never been more spoilt for choice - choose from over 1500 cruises sailing to over 270 destinations worldwide.

The WOW Sale is available on all voyages departing from 20 Sep 2016, and for 7 days only you can save up to 30% per person, receive up to US\$200 onboard credit and only pay 50% deposits.

Prices start from as little as AU\$338.33 for a 3-night sampler cruise, up to a 24-night Transpacific voyage - go to www.royalcaribbean.com.au.

Viking Cruises Eight Day Special

FLY economy return to Europe for \$AU499 or choose Business or Mixed Class upgrades - available for only eight days for all 2017 Viking Ocean and River Cruises for all Stateroom categories.

You have a wide choice of airlines including Emirates, Qantas, Cathay Pacific, Qatar Airways or Singapore Airlines and more - contact your travel agent or ring 1800 131 744.

Sclavos diabetes checklist

CHANGES to the National Diabetes Services Scheme (NDSS) from 01 Jul mean that this year's Australian Diabetes Society (ADS) and the Australian Diabetes Educators Association (ADEA) conference currently underway at the Gold Coast Convention Centre takes on added importance for community pharmacy, says pharmacy consultant and former national president of the Pharmacy Guild of Australia Kos Sclavos.

Sclavos and South Australian based RN and Credentialed Diabetes Educator Jayne Lehmann will present today on the issue of BGM strip restrictions, with the new arrangements impacting on 789,985 Australians who are not prescribed insulin to manage their type 2 diabetes.

Such patients will require a review of their diabetes with their Credentialed Diabetes Educator, doctor or nurse practitioner before they can be supported with the second six months supply.

Other conditions apply that can make BGM strips available, such as a concurrent blood-glucose-

disturbing disease or treatment, inadequate control and more.

CLICK HERE for a YouTube video on the changes and **CLICK HERE** for an Implementation Checklist for Diabetes Care Pathways for CDEs and Community Pharmacists by Sclavos and Lehmann.

GSK changing world

GLAXOSMITHKLINE has been ranked number one on a list of companies that are changing the world, collated by US-based FORTUNE magazine.

The 'Change the World' list recognises businesses that have made significant progress in sustainable, scalable approaches to addressing societal problems as part of their company strategy.

GSK said the ranking reflects the "dedication and commitment of our people around the world to modernise the way we do business," challenging the traditional pharma model to help address the needs of not just the wealthy minority but all 7 billion people on the planet.

Do you have the Pharmacy Daily app?



Dispensary Corner

JUST how far will some women go to try and keep their skin smooth?

One beauty blogger from Sri Lanka (**pictured** below) has a hot new idea: rubbing cayenne pepper and chilli onto her face.

Rochelle Wickramasuriya claims this spicy face mask tightens and brightens the face by promoting blood flow, leaving you with glowing skin and less chance of developing wrinkles.

"I was doing some research on ancient beauty secrets using natural ingredients and came across chilli," Wickramasuriya told the *Daily Mail*.

If you want to see it to believe it, check it out by **CLICKING HERE**.



Win with Dermal Therapy

This week Pharmacy Daily and Dermal Therapy are giving away each day a prize pack worth \$100.

Dermal Therapy is a clinically tested, therapeutic skincare range developed for people who suffer from common skin conditions such as dry skin, Eczema, Psoriasis and Dermatitis. Dermal Therapy Platinum Heel Balm has been clinically tested to provide visible results in one day. Each product is formulated with high quality ingredients and has been developed with a concentrated, moisturising emollient base to provide optimum hydration.

To win, be the first pharmacist or pharmacy assistant from SA or NT to send the correct answer to the following question to **comp@pharmacydaily.com.au**

Name one of Dermal Therapy's newest products to the range.

Congratulations to yesterday's winner, Song Huan Eow from Scarborough Beach Pharmacy.



RATS on cannabis just can't be bothered, according to a new study by University of British Columbia researchers.

The research looked at the effects of both THC (the drug's main active ingredient) and the non-psychoactive compound cannabidiol, examining how they affected the rodents' ability to complete various activities.

The THC was the ingredient that de-motivated the lab rats, while interestingly the cannabidiol didn't have the same affect.

And it's not that the rats couldn't do the harder tasks - they just simply didn't want to.

"The THC did not make the rats less intelligent - just lazier," the researchers said.

Pharmacy Daily is Australia's favourite pharmacy industry publication.

Sign up free at www.pharmacydaily.com.au.

Postal address: PO Box 1010, Epping, NSW 1710 Australia

Street address: Suite 1, Level 2, 64 Talavera Rd, Macquarie Park NSW 2113 Australia

P: 1300 799 220 (+61 2 8007 6760) F: 1300 799 221 (+61 2 8007 6769)

Part of the Business Publishing Group.

Publisher: Bruce Piper info@pharmacydaily.com.au

Reporter: Mal Smith

Contributors: Nathalie Craig, Jasmine O'Donoghue, Bonnie Tai

Advertising and Marketing: Magda Herdzik, Sean Harrigan, Melanie Tchakmadjian

advertising@pharmacydaily.com.au

Business Manager: Jenny Piper accounts@pharmacydaily.com.au

Travel Daily

CRUISE WEEKLY

travelBulletin

business events news

Pharmacy DAILY

Travel Daily TV

Pharmacy Daily is a publication of Pharmacy Daily Pty Ltd ABN 97 124 094 604. All content fully protected by copyright. Please obtain written permission to reproduce any material. While every care has been taken in the preparation of the newsletter no liability can be accepted for errors or omissions. Information is published in good faith to stimulate independent investigation of the matters canvassed. Responsibility for editorial comment is taken by Bruce Piper.



Partner with an industry leader!

Amc + is a premium retail offer with the highest standards in the industry for professional services, customer service and consistency of in-store operation.

Here is a snap shot of just some of the ways we can help grow **YOUR** business:

- Private & Exclusive label products offering great margins
- Exciting & engaging customer loyalty program
- Industry leading tailored Resource Centre
- Professional Services
- Business dashboards
- Marketing including catalogue program, visual merchandise guides, local area marketing support & more
- Multi-channel program & eCommerce platform

Amcal
Expert advice for every Australian.

BUY IN STORE OR ONLINE*
AMCAL.COM.AU

EVERYDAY \$10 EA
HYDRALYTE Selected Range*

EVERYDAY \$18 ea
SWISSE Women's or Men's Ultivite 60 Tablets**

Everyday LOW PRICE

EVERYDAY \$16
NASONEX Allergy Nasal Spray 140 Metered Sprays*

EVERYDAY \$20
ZYRTEC 10mg 30 Tablets*

Talk to your Amcal pharmacist about the right product for you

TO FIND YOUR NEAREST AMCAL PHARMACY VISIT **AMCAL.COM.AU**

Amcal+ Rewards