Pharmacy DAILY

(A) healthnotes

Increasing pharmacy profit through customer engagement.

Dooley re-elected

PROFESSOR Michael Dooley

has been re-elected as Society of

Hospital Pharmacists of Australia

Council meeting on 06 and 07 Mar.

president Ian Coombes, treasurer

Sasha Bennett and fourth executive

Other appointments included vice

president at the SHPA Federal

member Emily Diprose.

Training Circuit April 2016

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Friday 11 Mar 2016

Today's issue of PD *Pharmacy Daily* today has two pages of news, plus a full page from **Pharmacy Alliance**.

China regulations

THE Australian Self-Medication Industry says it's working with Austrade to fully understand the impact of new measures for Health Food registrations in China.

ASMI yesterday confirmed that the China Food and Drug Administration had published the formal "Administrative Measures on Health Food and Filing," which will come into effect on 01 July.

ASMI said the new regulations provide for a separate Registration pathway ("Blue Hat") and a Filing pathway ("Small Hat").

The Chemical Inspection and Regulation Service in China has also released an official interpretation of the new measures which can be accessed by **CLICKING HERE**.

Board communiqué

THE Pharmacy Board of Australia has released a communiqué from its Feb meeting, confirming that later this month it will publish a report of its work in the regulation of the pharmacy profession under the National Scheme in 2014/15.

The National Boards and AHPRA have also published reports for each state and territory, giving details of local outcomes and data on registration types, complaints and mandatory notifications.

The consultation on the expiry of compounded parenteral medicines will close on 30 Mar, the Board said.

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Pharmacy cashflow crisis

IMPLEMENTATION of the federal government's additional PBS reform savings as agreed to in the Sixth Community Pharmacy Agreement (6CPA) negotiations place enormous cashflow and stock control burdens on community pharmacies, according to Pharmacy Guild of Australia executive director David Quilty.

Writing in *Forefront*, Quilty said that from 01 Apr, the government will for the first time reduce the price of a large number of F1 brand medicines by 5% as well as making very large price reductions to combination medicines.

"These reductions will be in addition to the normal round of Simplified Price Disclosure price reductions," he pointed out.

The 01 Oct exclusion of originator brands of drugs, that have been F2 for more than three years, from the weighted average price calculations will add even more downward pressure to off-patent medicine pricing, he said.

This all means that pharmacies will need to reduce stock holding of many of these products, which would have been purchased in bulk deals, before the 01 Apr deadline.

Quilty expressed disappointment that the Apr pricing cuts were not released earlier, to extend the business courtesy to pharmacies to allow sufficient time to work constructively with wholesalers and medicine suppliers in managing the transition to the new prices.

On the cashflow front, Quilty highlighted that the high cost of the new hepatitis C therapies (over



Jobs of the Week

- Pharmacist Manager Great Ocean Road, VIC (Job# 2011694) Beachside small town on Victoria's west coast, very popular with tourists.
- Pharmacist in Charge Capricornia Coast, QLD (Job# 2012038)
 Be a part of a forward pharmacy model in a great location with good \$\$.
- Pharmacist in Charge Central Western NSW (Job# 2012074)
 Awesome opportunity to hike your career to next step in dynamic group.

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\$22,000 for Harvoni, over \$19,000 for Sovaldi and nearly \$8,000 for Daklinza) creates a serious cashflow challenge for pharmacists, including in relation to GST remittances.

Quilty said the Guild has called upon the government to urgently address these cash flow issues.

Pfizer unveils Adelaide upgrade



PFIZER yesterday formally launched the final phase of a \$21 million investment in its Adelaide manufacturing facilities which will soon allow for the production and export of a biologic medicine.

Pfizer Australia chairman David Gallagher made the announcement, saying "This investment will establish the facility as an innovative world-leading manufacturing site," he said.

The facility will produce a biosimilar medicine using a "highly specialised and complex manufacturing process," with the drug then shipped to Europe to undergo further processing that will allow it to remain in the body for longer.

The product is currently in development and will need approval by regulatory agencies.

Pictured at the launch are Health Industries SA ceo Marco Baccanti, SA health minister Jack Snelling, site director Tony Mulcahy, Federal Member for Hindmarsh Matt Williams, and Pfizer Australia md David Gallagher.

FOR SALE

JVM Sachet Machine -Model JV-280BX

- For accurate and fast packing of sachets for nursing home and community care customers
- In excellent working order supported by Meditec: Pharmacy Automation
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Price: \$40,000

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Pharmacy Daily Friday 11th March 2016

Pharmacy

Friday 11 Mar 2016

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If you are interested in rebranding your pharmacy, please contact Liz Lennon. Ph:03 9562 0388 Email:liz@directchemistoutlet.com



Pregnancy Rx update

THE TGA has updated the Prescribing Medicines in Pregnancy database to include recently registered new chemical entities.

These include asfotase alfa (rch) (pregnancy category C), evolocumab (rch) (category B1), lenvatinib (category D), nivolumab (category D), mepolizumab (category B1), olaparib (category D), siltuximab (category C) and talimogene laherparepvec (rmv) (category C), with an amendment to etanercept from cat B2 to cat D.



BLAME it on the music - the pop music, that is.

That's the conclusion of a recent study published in the Journal of Advanced Nursing, which found that pop music sets a bad example by portraying ageing in a negative light.

Researchers from the UK examined musical archives since the 1930s, looking for any songs that mentioned old age.

A significant majority of the tracks - 55 out of 75 songs focused on "bad" aspects of getting old, reports the BBC.

Study author Jacinta Kelly cited negative examples including the Beatles and Elton John - along with The Who's iconic lyrics "I hope I die before I get old".

"The message coming out of the negative songs is that the elderly are frail and a burden...it's confidence-lowering," she wrote.

Kelly warned that the message could have a bad effect as it penetrates the unconscious mind.

"While it may prove an impossible task, as well as an infringement on the freedom of expression...it is important that awareness is raised and some efforts are made to reduce these negative stereotypes," she said.

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.

12-13 Mar: Oncology Seminar (foundation); Parmelia Hilton Perth; more info at: www.cpd.shpa.org.au

17-20 Mar: Pharmacy Guild of Australia Annual National Conference APP 2016, Gold Coast - more information at: www.appconference.com

- 2 Apr: Drug Interactions & Psychotropics, NSW Medicines Information Centre, Darlinghurst; more info at nswmic@svha.org.au or 02 8382 3047;
- 15-17 Apr: PharmHack: The world's first pharmacy hackathon; Fishburners, Ultimo; details at: www.pharmhack.com.au
- 16-17 Apr: Victorian Pharmacy Conference 2016; Monash University, Parkville; more info at: www.psa.org.au
- 22-24 Apr: 4th BioCeuticals Research Symposium; Sheraton on the Park Sydney; see: www.bioceuticals.com.au
- 1-10 May: 41st Offshore Refresher; Cape Town and Sun City, South Africa; details at: www.psaoffshore2016.com.au
- 14-15 May: Laboratory Tests Seminar; Hotel Grand Chancellor Hobart; see: www.cpd.shpa.org.au
- 18-20 May: National Medicines Symposium 2016; Canberra Convention and Exhibition Centre; for more info go to: www.nps.org.au

DDS takes customer award

DISCOUNT Drug Stores has pipped Soul Pattinson, Amcal, Guardian and My Chemist groups for the pharmacy customer satisfaction levels award from Roy Morgan January 2016 Customer Satisfaction survey.

Sigma owned DDS came in with 92% customer satisfaction rating from over 8,000 consumers, with other Sigma's groups Amcal

and Guardian rating well too. DDS gm Doug Kuskopf-Dallas

said the achievement is a fantastic milestone for the pharmacy brand. "We have a number of initiatives

in place to create a positive brand experience including our new loyalty program and in store health

Dexcom correction

EMERGO Australia. in consultation with the TGA, is recalling for product correction two models of Dexcom continuous glucose monitor receivers due to the possibility that the audible alarms may not work.

The affected models are Dexcom G4 Platinum Receiver (part number MT20649-2) and Dexcom G5 Receiver (part number MT22719-2).



clinics monitored by pharmacists and qualified health professionals.

"We hope to continue to prove to our customers that we are committed to providing them with the best possible experience, not just low cost medications."

Pictured is pharmacist Jack Clark with a happy customer.

Mum's not the one

CONSUMERS who purchased a Mums the One pregnancy test from the PregnancyShop.com.au website between 12 Nov and 08 Jan have been warned the product may result in false negative results.

The affected batch number of Mums the One one step hCG urine pregnancy tests is 20151106, with the proudct failing to detect hCG at concentrations of 10 mIU/mL, 25mIU/mL and 50 mIU/mL levels. See www.tga.gov.au.

Win with **DESIGNER** BRANDS

This week Pharmacy Daily and Designer Brands are giving away a Pro Brow Kit each day.

Get celebrity status brows with The DB Pro Brow Kit. DB is the first pharmacy brand to offer a full brow kit including; brow powders, a highlighter, a wax, a dual ended brush, mirror and four stencils. Customise the thickness and the shape of your brow with your selected stencil, then custom blend your shade with the included brow powders. Transform your brows in record time with the kit that does it all. Visit www.dbcosmetics.com.au



To win, be the first from VIC or TAS to send the correct answer to comp@pharmacydaily.com.au

What can you customise with this kit?

Congratulations to yesterday's winner, Amy Connor from Pfizer.

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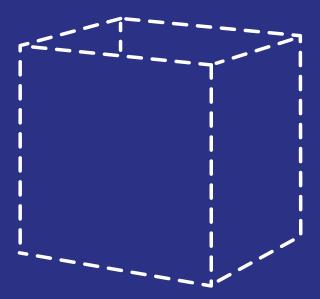
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We're looking for people who...

don't just think outside the box... BUT think the box doesn't exist.



With over 550 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.
- We have current approved vacancies for Pharmacy Group Manager roles for QLD and NSW. Business Development Manager role available in VIC/TAS.

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