



FREE
for eRx Express
pharmacies

- Sort claims automatically
- Respond to audits instantly

eRx EXPRESS eRx.com.au/paperless

We were hacked!

PHARMACY Daily's website has been creating alerts on some browsers over the last couple of days after the site was hacked by persons unknown.

We are pleased to report that the problem has now been resolved and all content including back issues of **Pharmacy Daily** are now available once again.

Our thanks to the many readers who alerted us to the problem which fortunately didn't impact the daily PDF issues of the newsletter.

Sigma adds premium brand

SIGMA Pharmaceuticals has announced a "major transformation" of its Amcal brand, with the launch to members yesterday of a new premium retail offer dubbed Amcal+.

The fully compliant franchise model for Amcal+ "establishes the highest standards in the industry for professional services, customer service and consistency of in-store operation to build on the rich heritage of the iconic Amcal brand," said Sigma chief operating officer Gary Dunne.

"Amcal+ is a consumer driven brand, where every Amcal+ pharmacy plays a role to uphold the high standards across the brand.

"It's a model that consumers can rely on for value, beauty and service standards, but differentiated by the interaction and personal relationship Amcal+

pharmacists have with their customers/patients...it's a brand where consistency of execution is paramount," Dunne said.

The new brand is the evolution of Sigma's structured professional services program which has been piloted with several key pharmacy partners over the last two years.

Dunne told this week's 2016 Amcal and Guardian Retail Conference that Sigma is targeting as many as 70 Amcal+ openings by the end of 2016.

Today's issue of PD

Pharmacy Daily today has three pages of news, plus full pages from (click):

- Paint it Red
- Sigma

Bortezomib tender

NEW Zealand's PHARMAC medicines authority is inviting proposals for the supply of bortezomib in NZ.

RFP responses are due by 13 Apr - details at pharmac.govt.nz.

Rural pharmacy forum

ONE of the sessions at APP on the Gold Coast today will highlight community pharmacies across rural and remote Australia which are transforming to better meet the needs of their local communities.

The Rural Pharmacy Forum at APP aims to provide opportunities to learn from those working in rural and Indigenous health and how they have evolved.

The forum also coincides with the tenth anniversary of the launch of Closing the Gap day, with Guild executive director David Quilty this morning highlighting the key role pharmacists play in helping improve Indigenous health.

Ley a no-show

HEALTH minister Sussan Ley will not make her planned presentation at APP today, with her office this morning advising the Guild that she had fallen ill overnight.

It's hoped that the minister will still be able to attend APP at some stage over the coming days.

GIVE
YOUR
PHARMACY



THE
FACTOR



Expert advice, training and workplace practices to enhance your business



www.healthdestinationpharmacy.com.au

blink
PHARMACY BROKERS

PHARMACY FOR SALE - TASMANIA

Pharmacy 5316T - Strip Shop Pharmacy, Single Pharmacy Town
Trading since January 2014, sales continue to grow.

www.blinkpb.com.au

Please contact STEWART GRIGG to obtain the Pharmacy Profile Package (PPP)

E: sgrigg@blinkpb.com.au M: 0434 095 592

Blink Pharmacy Brokers - see your future clearly...

Mater Mothers' Hospitals
maternity
baby+care
products

WIN

\$1000 retail stock

Visit stand 211
to enter
Ts & Cs apply

APP 2016 GOLD COAST CONVENTION & EXHIBITION CENTRE 17-20 MARCH



Exceptional People. Exceptional Care.

Trade deal now open



Visit the Care Pharmaceuticals
Stand 215-218 for your chance to

Win one of two Flight Centre Gift Cards

For Terms & Conditions, please ask one of our friendly staff members



FLIGHT CENTRE The Airfare Experts
Care Pharmaceuticals
A PrestigeTrack Company

DO YOU WANT TO COMPETE?

Direct Chemist Outlet Discount Chemist

Become part of **Direct Chemist Outlet**

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

save LOWEST PRICE GUARANTEE

directchemistoutlet.com.au/licenses/

Guild eCommerce launch

A NEW Gold Cross Products & Services led partnership has been announced to bring e-Commerce to Guild member pharmacies across Australia at no cost, regardless of their size or location.

The newly minted collaboration, pharmacy4u.com.au, sees the Pharmacy Guild subsidiary Gold Cross linked with Pharmacy4u, and will formally launch at APP.

Gold Cross gm Trevor Clarkin said the partnership is the "largest investment in e-Commerce for community pharmacy and will help Guild members take their businesses to the next level.

"Pharmacy4u.com.au is an opportunity for community pharmacy to tap into the e-Commerce space, with the potential to drastically expand customer reach and pharmacy sale opportunities," Clarkin added.

The new portal, designed by community pharmacists for community pharmacists, will allow millions of customers to have 24 hour access to a wide range of diverse health products and information at the click of a button.

Pharmacy4u.com.au director John Gearing said negotiations are under way with some of the largest health product brands in Australia, with

partner supplier announcements expected in the coming weeks.

"Pharmacy4u.com.au has the potential to become one of Australia's largest marketing databases for community pharmacy, and with that comes direct-to-consumer promotion, potential new sales and direct access to some of Australia's biggest product suppliers," Gearing said.

Zydelig safety alert

THE Therapeutic Goods Administration is investigating a "significant safety concern" involving idelalisib 100mg and 150mg tablets which are marketed in Australia as Zydelig.

Product sponsor Gilead Sciences has advised the TGA of a potential increased risk of serious adverse events including death, mostly due to infections, in patients receiving the medicine for the treatment of chronic lymphocytic leukaemia and relapsed indolent non-Hodgkin's lymphoma, in phase 3 clinical trials.

The TGA is reviewing information already received and is seeking further information from Gilead.

In the meantime the company is advising prescribers to avoid using idelalisib as a first line treatment.

Comvita to unveil research

NATURAL health company Comvita has hailed the results of new research which indicates that olive leaf extract can help reduce cardiovascular risk factors.

Published in the *European Journal of Nutrition* just last week, the 60-person study was a randomised, double-blind, placebo-controlled cross-over trial in which pre-hypertensive

participants took olive leaf extract in liquid form or placebo daily for six weeks, and then crossed over to the other treatment arm for a further six weeks.

The outcome was favourable improvements in several cardiovascular risk factors including a reduction in diastolic blood pressure which may in turn be associated with a 9-14% reduction in cardiovascular risk.

Although researchers have previously shown olive leaf extract has a positive short term effect on CVD risk factors, this is the first

study to show the beneficial effects over a longer timeframe.

A Clinical Bites session at the APP conference on the Gold Coast will discuss the results further on Fri this week, with presenter Professor Ian Rowland from the University of Reading **pictured** above right at an event last night on the Gold Coast with Ralf Schlothauer, chief technical officer of Comvita Innovation Limited, the company's research arm.



Advertising, Production & Sales Coordinator || Macquarie Park, NSW

- Maternity leave position
- Leading online and print B2B publisher
- Influential role
- Competitive salary

The Travel Daily Group is looking for the services of a proactive Advertising, Production & Sales Coordinator to work in their close knit team at Macquarie Park, NSW.

You will be responsible for client liaison, managing enquiries, developing quotes and coordinating advertising behind leading titles Cruise Weekly, Pharmacy Daily and Business Events News while supporting their production and assisting with sales strategies.

If you have two to three years' experience in advertising, desktop publishing or sales and want to be a part of a growing organisation, this could be your next role.

To apply email your confidential CV with Cover Letter to jobs@traveldaily.com.au before 31/03/2016.

NAPSA alumni launch

THE National Australian Pharmacy Students' Association (NAPSA) is launching its alumni membership at APP on the Gold Coast this weekend.

NAPSA describes ongoing membership recognition as the first step in establishing a widely awaited alumni network for graduated members.

Alumni membership benefits have been stated as staying up to date with NAPSA publications (with access to ePlacebo), online access to alumni features of MyNAPSA, invitations to events and functions for alumni members and ability to gain mentoring and teaching experience by linking with students groups across the country.

Pharmacists current

TOPICAL corticosteroid (TCS) recommendations from pharmacists used to include "use sparingly" or a label to that effect was applied to the product, while more up-to-date recommendations are now gaining cut-through, according to an MSD survey.

The survey questioned 200 pharmacists across Australia to understand their perceptions about TCS to find that while 66% of pharmacists still recommend use of TCS 'sparingly' in children with atopic eczema, one third are following the "fingertip unit" guide.

An MSD-sponsored online education module "skin CONTROL" is available to pharmacists and is accredited with the Australian Pharmacy Council for 2 group 2 credits in the 2014-16 triennium.

Go to www.skincontrol.com.au.

Pharmacy DAILY

Thursday 17 Mar 2016

PHARMACYDAILY.COM.AU



Do you have the Pharmacy Daily app?

ANDROID APP ON Google play

Download on the App Store



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

"Perth"ect Deal for a Quick Getaway

THE Sebel Swan Valley The Vines in one of Western Australia's iconic wine growing regions, overlooking the 18th green, is offering a quick getaway deal for two nights for \$520 in a one bedroom apartment including a \$100 food and beverage credit to be used at any of the Novotel Vines Resort restaurants cafes or bars.

Valid for bookings now and with travel between 01 Apr 2016 and 24 Sep 2016 (subject to availability and not valid 22 to 25 Apr 2016).

To book call (07) 5501 7730.

Be Bora Bora Bound with Air Tahiti Nui

AIR Tahiti Nui has released an array of great value packages to Bora Bora to tempt travellers to visit the island hideaway this year, featuring savings of up to \$1,950 per couple.

On sale until 24 Mar are three seven-night stays at various resorts including Matai Polynesia Bora Bora Resort, Manava Suite Resort Tahiti, Sofitel Bora Bora Marara Beach Resort and Bora Bora Pearl Beach Resort.

Prices start at \$2,799 pp twin share incl. flights and transfers.

Visit www.airtahitiniui.com.au.

Arrow pain program push

ARROW Pharmaceuticals will deliver new CPD-accredited PainWISE Foundations events to pharmacists this year, with the one-day seminar content - previously hosted by Aspen before it sold its generics business to Arrow - refreshed to cater for the needs of pharmacy.

As well as providing evidence-based alternative solutions to OTC codeine supply, the program will include training for participants in the counselling technique of motivational interviewing.

Clinical psychologist Dr Peta Swan will join PainWISE facilitator and clinical pharmacist Joyce McSwan, who said pharmacists are ideally placed to become the 'choice

experts' in pain management.

Motivational interviewing can be used to empower the patient to take appropriate steps in overcoming their persistent pain, she added, with the Better Pain Management seminars covering the latest clinical knowledge.

PainWISE will return nationally in Apr and May, as part of Arrow's commitment to help customers increase loyalty and engagement through innovative business solutions, including the provision of pharmacist-led professional services.

ARTG cancellations

THE TGA is reminding sponsors that if they are no longer supplying a product they should cancel their entries from the Australian Register of Therapeutic Goods via TGA Business Services before 01 July 2016 in order to avoid incurring an annual charge for those entries in the 2016-17 financial year.

E-scripts mandated

NEW York is the first US state to force prescribers to use electronically generated scripts in an attempt to cut back on prescription-drug errors and misuse, according to a report in *Modern Healthcare*.

The legislation takes effect this month and comes with new prescriber guidelines from the Centers for Disease Control and Prevention and policy changes at the Food and Drug Administration.



DISPENSARY CORNER

FRIAR Tuck move over - Buddhist monks in Thailand are set to be put on a strict diet in the light of a study which found that almost half of them are overweight.

Jongjit Angkatavanich, a researcher from the Faculty of Allied Health Services at Bangkok's Chulalongkorn University, has warned that "obesity in our monks is a ticking time bomb," citing figures showing 42% have high cholesterol, 23% are hypertensive and more than 10% suffer from type 2 diabetes.

One of the biggest problems is fatty foods, sweet treats and sugary drinks that the public often donate to the monks, the scientist said.

She is helping roll out a national program aimed at helping the holy men shed the excess kilos, with initial measures including nutritional cooking programs and exercise regimes for the residents of four temples in Bangkok.

MEANWHILE while we are on the subject of oversized people, police in New Zealand have placed a special order of extra large handcuffs in order to cope with "plus-size suspects".

According to the *Dominion Post*, a spate of so-called fat-wristed criminals has created a dilemma for officers trying to make arrests.

"The reason we're moving to the larger handcuff is to accommodate people whose wrists are simply too big for our existing smaller sets," said spokesman Sergeant Graham Grubb from Police National HQ.

Thin-wristed offenders won't be off the hook, though, with the larger cuffs still able to be tightened as far as the current model, the report confirms.

The new cuffs are made by Smith & Wesson and use the same key as existing stock.

Win with i Incrediwear™

This week Pharmacy Daily and Key Sun Laboratories are giving readers the chance to win an Incrediwear Knee Brace each day.

Incrediwear garments are designed to provide effective relief from acute and chronic pain and inflammation without restricting mobility, whilst increasing circulation and offering incredible comfort. The garments utilise revolutionary therapeutic fabric which is infused with circulation enhancing natural elements of Germanium and Carbon. By increasing blood flow to the affected area, the healing process is accelerated and the body still gets the benefits of compression without the squeeze!

Visit www.keysun.com.au

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

Can the effectiveness of Incrediwear garments be washed out?

Need a hint? [CLICK HERE](#)

Congratulations to yesterday's winner, Lorraine Brouard from Symbion.



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: 4/41 Rawson St, Epping NSW 2121 Australia

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

Part of the Travel Daily group of publications.

Publisher: Bruce Piper info@pharmacydaily.com.au

Reporter: Mal Smith

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

Advertising and Marketing: Magda Herdzyk advertising@pharmacydaily.com.au

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

Travel Daily

CRUISE WEEKLY

travelBulletin

business events news

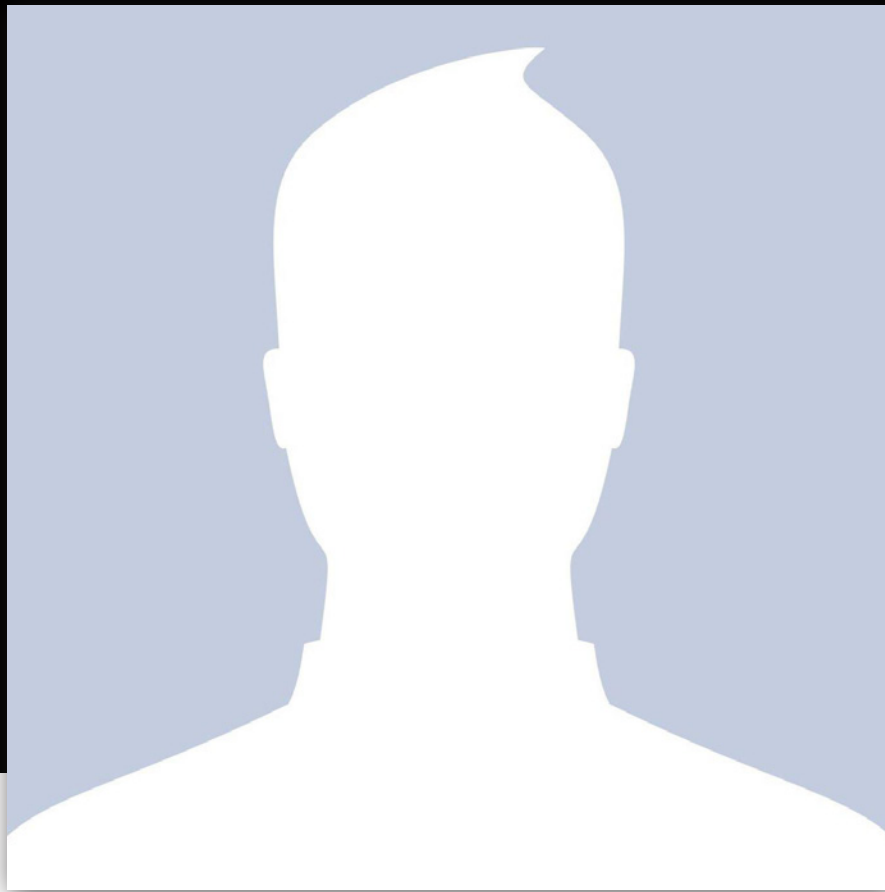
Pharmacy DAILY

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.

Red says:

**“Australian Pharmacy
is changing.
Are you ready?”**



Meet Red @ APP
2016

CLICK HERE



Amcal+

AMCAL SETS A NEW BENCHMARK STANDARD IN PHARMACY SECTOR

Sigma today announced a major transformation of its iconic Amcal pharmacies with the official launch of Amcal+, the brand's new premium retail offer to members at the Amcal & Guardian Retail Conference currently being held on the Gold Coast.

Sigma also announced it has a target of having as many as 70 Amcal+ pharmacies open by the end of 2016.

Amcal+ establishes the highest standards in the industry for professional services, customer service and consistency of in-store operation to build on the rich heritage of the iconic Amcal brand. Amcal+ is a fully compliant franchise model.

Over the past 2 years Sigma has implemented a structured Professional Services program in order to differentiate Amcal from other brands. This has been piloted with a number of our key strategic pharmacy partners aimed at improving community health.

"Amcal+ is a consumer driven brand, where every Amcal+ pharmacy plays a role to uphold the high standards across the brand. It's a model that consumers can rely on for value, beauty and service standards, but differentiated by the interaction and personal relationship Amcal+ pharmacists have with their customers/patients. It's a brand where consistency of execution is paramount," said Gary Dunne, Sigma's Chief Operating Officer.

