

Is your pharmacy as productive as it could be?



Phebra psych drugs

AUSTRALIAN based critical medicines specialty pharmaceutical company Phebra has announced a new collaboration with US-based pharmaceutical company Crono for the development of long-acting injectable (LAI) drugs to treat psychiatric disorders.

Phebra ceo Mal Eutick said the company sees "tremendous potential in applying Crono's cutting-edge technology to develop new medicines for the benefit of people suffering mental illness".

He said combining Crono's expertise in long-acting formulation development with Phebra's strong track record of successfully commercialising sterile injectable products would introduce a new therapeutic option for psychiatric patients.

Diabetes diet drink

FAULDING has announced the release of a new pre-meal drink designed for the dietary management of people who are pre-diabetic or with moderately well-controlled type 2 diabetes.

Faulding GlucoControl is new to the Australian market and is to be taken under the medical supervision of a person's health care professional, the company said.

The product, retailing for \$19.99, was developed by Victorian-based company Omniblend Innovations which won a major government grant in 2012 to help commercialise the product.

GlucoControl contains just 16g of protein and can be taken up to 30 minutes before a meal.

PSA peak body funding

THE Federal Government has awarded the Pharmaceutical Society of Australia (PSA) with national peak health body funding.

The national funding status, announced at PSA's Offshore Refresher 2016 conference in South Africa, recognises the organisation's advisory, policy formulation, education and representation of pharmacists with peak body status as part of the Health Peak and Advisory Bodies Programme (HPAB).

PSA National President Joe Demarte welcomed the peak health body funding as a major first for the organisation, saying the HPAB funding support highlighted that PSA was truly representative of the entire pharmacist profession in Australia.

"It's an historic and important achievement for PSA to be official awarded funding by the Government as the peak national



health body for registered pharmacists in Australia," he said.

"We are exceptionally proud that PSA comprehensively represents all registered pharmacists in Australia – including community, hospital, accredited, industry and military pharmacists as well as pharmacists working in academia," he added, as well as thanking the government for its support and the recognition.

Pictured are PSA National President Joe Demarte (left) and PSA ceo Dr Lance Emerson signing the funding agreement.

Ingredients update

THE Therapeutic Goods Administration has updated the Therapeutic Goods Permissible Ingredients Determination.

Changes include new ingredients, new and amended requirements relating to the use of some ingredients and updated ingredient names to international standards.

CLICK HERE for a copy.

Capital addition

THE Capital Chemists group is expanding into Queensland, with the first Qld member debuting today in the town of Palmwoods, inland from the Sunshine Coast.

Capital Chemist Palmwoods, with pharmacist proprietor Owen Mellon formerly traded as Pharmacy@Palmwoods.

Hosp pharmacy tool

HOSPITAL pharmacists in the UK now have access to a new web-based tool, PharmacyView, to help them provide a more effective and precise service to patients.

Already in use across five NHS Boards in Scotland – Greater Glasgow and Clyde, Lanarkshire, Borders, Tayside and Fife, the tool is accessible via desktops, laptops and wi-fi-enabled handheld mobile devices, enabling pharmacists to identify and prioritise pharmaceutical care from anywhere and, in particular, while on the ward.

CLICK HERE for a 30 second video.

Pharmacy bank alert

ACCOUNTANCY firm Ferrier Hodgson has warned that the potential deregulation of pharmacy ownership is likely to see a rethink of bank lending policies to the pharmacy sector.

Ferrier Hodgson pharmacy specialist Luci Palaghia says bank exposure to pharmacy amounts to some \$3 billion, with current policies seeing lending of up to 75% of business valuations, according to a report in *The Australian*.

Palaghia said banks had always seen pharmacists as "heavily protected because of the existing location and ownership rules".

She warned the lending practices are likely to be revisited if the current pharmacy remuneration and regulation review recommends changes, with the draft discussion paper on the review yet to be released.

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Weekly Comment

Welcome to *PD's* weekly comment feature. This week's contributor is **Bianca Haigh, Professional Services Account Manager at Instigo - pharmacy solutions.**



Professional Services: What is your earning capacity?

ASTHE industry transitions to a model focussed on greater service provision which optimises patient health outcomes, the time is ripe to assess your professional services business plan. While there are pharmacies in Australia kicking major goals and leading the transition, the majority of pharmacists are struggling with the change – with many opportunities still dramatically under-utilised.

The single biggest barrier encountered by most pharmacies is managing the change process – most attempts to change don't get off the ground because it's just downright hard to change and inspire your team to come on the journey without proper change management.

Change management programs such as the Guild's new Health Advice Plus Program allow pharmacies to transition into the professional services arena and help ensure services delivered are commercially and operationally viable and provide quality health outcomes for your patients.

The first step is knowing what you've got to work with – understand your opportunity. You might be surprised - once you've identified your earning capacity from 6CPA funded programs and other professional services - just how much income is going unrealised in your pharmacy and just how achievable it can be to start realising that opportunity.

NZ ownership shake-up

UNDER proposed new changes to the New Zealand pharmacy ownership rules, pharmacies will no longer need to be majority owned by pharmacists, nor restricted to a physical location, government discussion papers have revealed.

The rules, based on the Medicines Act 1981 may soon be replaced by the new regulations, according to what has been dubbed the Therapeutic Products Bill due for introduction to parliament sometime this year.

Only "fit and proper persons" will be able to own pharmacies with licences issued for three year periods, but licence holders will need to identify a responsible pharmacist to oversee day-to-day pharmacy operations and a supervisor pharmacist, responsible

for professional pharmacy standards and licence obligations.

Under the current NZ legislation, individual pharmacists can have a majority interest in up to five pharmacies and prescribers are not allowed to have a financial interest in pharmacies, rules which will be scrapped under the new legislation.

A proposed new regulatory body would be established to oversee the licencing process, with the pharmacists accountable to the licensee who in turn is responsible to the regulator.

Pharmaceutical Society chief pharmacist advisor Bob Buckham urged high pharmacy engagement in the consultation process, telling the industry "it's really vital that we get your different perspectives.

"We're going to need more than 'this is rubbish,'" he added.

New PrEP option

GILEAD'S Truvada (tenofovir disoproxil fumarate / emtricitabine) has now been approved by the TGA for use in combination with safer sex practices, for pre-exposure prophylaxis (PrEP) to reduce the risk of sexually acquired HIV-1 in adults at high risk.

See www.tga.gov.au.

FDA tobacco rule

THE US Food and Drug Administration has finalised a rule extending its authority to all tobacco products including cigars, e-cigarettes and pipe tobacco.

The move means e-cigarettes and cigars can no longer be sold to people under the age of 18.



DISPENSARY CORNER

PUBLIC health regulation appears to have reached ludicrous levels in the UK, where the national Food Standards Agency last week ordered a recall of tinned herring because it failed to warn consumers that it contained fish.

Supermarket group Lidl has been forced to issue a formal notice recalling Nixe brand of assorted 'Herring Fillets' (pictured below) because they contain undeclared allergens.

Some of the products also contained milk, egg, mustard and gluten but the major one was Herring Fillets in a Tomato Sauce which didn't formally advise that it was made of fish.



A FRENCH man has sued his former employer over claims his job was so boring that it turned him into a "professional zombie".

44-year-old Frederic Desnard is demanding €360,000 in compensation, with his lawyer claiming his boredom caused an epileptic fit while driving, which in turn caused him to have an accident which left him in a coma for several days.

Desnard worked for fragrance company Interparfums, and started out as a model employee who showed "total devotion" to his job.

However business later quietened down and the highly paid executive ended up "running errands for the president of the company," court records state.

In the end he was being "killed professionally through boredom," the lawyer added, with a ruling in the case set to be handed down late next month.

Win with CleanEars

This week *Pharmacy Daily* and CleanEars are giving away a prize pack of two bottles of CleanEars each day.

CleanEars is a clinically proven ear wax removal spray that is suitable for infants, children and adults. Its dual action dissolves ear wax and irrigates the ear canal. CleanEars is easy to use. You do not have to tilt your head or lie down for application, simply spray and go! To find out more visit the website **HERE**.

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

What is the delivery system of CleanEars (how is it administered)?

Check here tomorrow for today's winner.



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