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## Heat Group buys Doward International

**AUSTRALIAN-OWNED** cosmetic and distribution company The Heat Group has announced the acquisition of Doward International, the country's oldest personal care distribution company.

Doward International was founded in 1920 and has wholesale revenue of more than \$40 million and over 4,000 pharmacy customers across Australia.

The deal includes brands such as Mason Pearson, Simpkins, The Beauty Case, bodytools, Windsor Grooming Accessories, Speedo, Jack 'N Jill, Kobayashi and more.

The Heat Group said the deal was a significant step in its growth plans, with the combined businesses expected to sell a total of 12 million units per year.

Heat has made a number of acquisitions in recent years, including ultra3 in 2005, Billie Goat Soap in 2012, Satin Cosmetics in 2013 (PD 28 Aug 2013), and OZK.O in 2014 (PD 06 Aug 2014).

Brad Rogers will come on board as general manager, Doward at The Heat Group, with Heat founder Gillian Franklin saying the Doward business is "both synergistic and opportunistic for us".

## Review extended until May

**THE** outcome of the government's Review of Pharmacy Remuneration and Regulation will now not be handed down until May 2017, after Health Minister Sussan Ley and Prime Minister Malcolm Turnbull agreed to extend the original timeframe for delivery of the review panel's final report.

An Interim Report will be handed down in early 2017, according to an update issued yesterday by review chairman Stephen King, who revealed that more than 500 written submissions to the review were received, while more than 2000 people completed the questionnaire which canvassed opinions following the release of the review's discussion paper.

"From the wealth of this input the panel remains hard at work developing our draft recommendations which will be presented for consideration in our Interim Report," King wrote.

He also revealed that the panel had commissioned a range of consultancies to provide external expert advice, including an independent literature survey, general public and health representative group consultations as well as "focus group testing and

analyses".

King confirmed the Panel would also shortly commission a targeted survey to directly obtain financial data from a broad cross-section of Australian community pharmacies.

"Key to our understanding of the environment in which the government interacts with the business of pharmacy will be a comprehensive financial analysis of the sector," he said.

The survey will provide details of the level and structure of remuneration for dispensing PBS medicines and the delivery of professional services, King said, adding "this will allow us to better understand community pharmacy's current and possible future operating environments".

## Cannabis guidance

**GUIDANCE** has been posted by the Therapeutic Goods Administration (TGA) for health professionals involved in providing medicinal cannabis products as an unapproved drug through the Special Access Scheme (SAS) or Authorised Prescriber Scheme.

Visit [www.tga.gov.au](http://www.tga.gov.au) for details.

## Complaints review

**THE** Therapeutic Goods Administration has confirmed the timeline for a consultation on options for handling complaints about therapeutic goods advertising, with plans to initiate the formal discussion this month.

The imminent review was flagged at last week's Australian Self-Medication Industry conference by TGA chief John Skerritt (PD Fri).

The advertising and complaints processes consultation is one of a number of consultations planned for Nov release.

Other consultations this month include a priority review of accelerated assessment of medical devices, and designation of Australian conformity assessment bodies for medical devices.

The new year will see a range of regulatory reforms relating to complementary medicines (CMs).

A new class of assessed CMs will be introduced and mechanisms for establishing a list of permitted indications will be defined.

This will include consultation on the criteria around indications issues while criteria for publication of claims on promotional material and incentives for innovation will also be explored - **CLICK HERE**.

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## Professional Officer, Pharmacy - Registration Team



AHPRA's Brisbane office has an opportunity for an experienced, practitioner with strong problem solving, analytical and conceptual skills to join their Pharmacy Registration Team as a Professional Officer.

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## ASMI Diamond Awards

**THE** Australian Self Medication Industry (ASMI) recognised excellence in sales and marketing at the ASMI Diamond Awards dinner last week, attended by more than 200 industry personnel at Le Montage in Sydney.

Three categories of awards recognised exceptional service to the industry, marketing campaigns (including an all-new award for switch) and sales service, with this category split in two based on pharmacy sales size of more than and less than \$100 million.

Pfizer's switch campaign for Nexium, placing PPIs as a new category for pharmacy front shop, beat out Nasonex and Nuromol for the Best Switch Award. Best New Product Launch was



The "Know your Nurofen" campaign delivered the Best HCP Campaign award to RB and CHE Proximity while Margaret Richards (ex-JJP), Kerryn Greive

(ex-Ego), and Sandie Rooke and Ray Maio (both ex-Engel Hellyer & Partners) were recognised with Excellence Awards for their many years serving on or representing ASMI on various committees and forums.

The Sales Award for pharmacy sales more than \$100 million was won by GSK, while Ego won in the category for less than \$100 million.

This year the iLearning Group partnered in the Sales Awards, with the company's database used to survey 350 pharmacists and 500 pharmacy assistants as part of the judging process, rating ASMI member companies on six key attributes including quality use of medicine.

Australian generic medicines company Apotex expressed their delight at coming in as runners up to Ego in this latter award, given that this was their first year with their OTC brand ApoHealth which was launched in 2015.

The awards dinner was sponsored by Bayer.



unanimously won by Johnson & Johnson Pacific which won for its Regaine for Women launch.

Best Large Budget Campaign was taken out by Bayer's Nasonex "Enjoy Earth" campaign, while Best Small Budget Campaign went to Ego for its MOOV Deadlice story.



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## Nation's top pharmacy assistant

**NATANYA** McLenaghan (pictured right) from Aspley Discount Drug Store in Queensland was named as 2016 Pharmacy Guild of Australia/GuildSuper National Pharmacy Assistant of the Year during the annual Pharmacy Assistant National Conference on the Gold Coast last Fri.

Chosen from more than 580 nominations, McLenaghan said she was feeling "very honoured" to have been selected.

"It's such an amazing feeling to be recognised for all the hard work you've put into your store," she said.

The accolade sees her take home \$5,000 cash, a Guild training course to the value of \$5,100, an opportunity to write a monthly column in *Postscript* as well as other educational and networking opportunities.

Pharmacy Guild of Australia executive director and national judge David Quilty said the award reinforced the importance

of pharmacy assistants in community pharmacies across Australia.

"It's inspiring to learn about the contributions of pharmacy assistants who are so dedicated, innovative and committed to making a real difference in their pharmacies by putting patients first," Quilty said.

"On behalf of The Pharmacy Guild of Australia, I would like to congratulate Natanya".



## Win with SkinB5

This week *Pharmacy Daily* and *SkinB5* are giving away each day a prize pack including Acne Control Extra Strength Tablets, Caplets, Cleansing Mousse, Moisturiser, and 5 Minute Mask.

SkinB5 is an all-natural acne supplement that works from within to eliminate and stop acne on the face and all over the body.

The SkinB5 acne treatment system is based on a potent dosage of vitamin B5, which is proven to increase skin health and reduce acne by regulating the skin's production of sebum, or skin oil. See [www.skinb5.com](http://www.skinb5.com) for more.

To win, be the first person from QLD to send the correct answer to [comp@pharmacydaily.com.au](mailto:comp@pharmacydaily.com.au)

Where are all the products in the range made?

Congratulations to yesterday's winner, Kelly Sun from MundiPharma.





## TGA portal outage

**THE** Therapeutic Goods Administration has advised of a planned outage of its Business Systems portal from 30 Nov through to 05 Dec 2016.

The downtime will allow the TGA to implement a new SAP financial system which will go live early next month.

Product sponsors wishing to submit applications are urged to do so before 5.00 pm on 30 Nov or otherwise make plans to lodge after 05 Dec.

Payments made during the outage period will be credited to accounts on 05 Dec, while Special Access Scheme applications will not be affected during the outage period.



## Guild Update

### Pharmacy trial progress

**THE** Guild welcomes progress in the \$50m Pharmacy Trial Program (PTP), with Tranche 2 of the Program announced last week by Minister Ley. This followed confirmation that invitations had been sent out to selected community pharmacies asking them to participate in the Pharmacy Diabetes Screening Trial under Tranche 1 of the PTP.

Applications for Tranche 2 are being sought from appropriately qualified organisations that have access to research expertise, and close on 15 December 2016. In Tranche 2, proposals are being sought in four priority areas including disease management of appropriate conditions, medicines management and reconciliation services, community pharmacist outreach to residential aged care facilities and screening and referral for cardiovascular risk.

## PSA honours Maree Smith

**THE** Pharmaceutical Society of Australia has awarded its highest honour, the 2016 Bowl of Hygeia, to Queensland pharmacist Professor Maree Smith (pictured).

PSA National Vice President, Dr Chris Freeman said Smith was being recognised for her "outstanding leadership in novel drug discovery and design, particularly in the area of pain management and innovative education programs providing inspiration to future generations of researchers".

Smith is executive director of the University of Queensland's Centre for Integrated Preclinical Drug Development, which she created to be recognised as a unique accredited drug development centre in Australia.

Her work includes the invention of the new EMA401 oral drug for chronic pain, which formed the basis last year for Australia's largest



ever biotech deal.

The Bowl of Hygeia Award has been presented annually since 1980, and recognises exceptional service of a PSA member who has long demonstrated excellence, leadership or innovation in

advancing the profession.

Professor Smith said she was delighted to receive the award. "As a long-time specialist and researcher in the pain field, it's very satisfying and rewarding to be recognised for all your hard work and passion, especially by your colleagues," she said.

## MedAdvisor settles Healthnotes purchase

**DIGITAL** medicines adherence company MedAdvisor has successfully completed its planned acquisition (PD 20 Oct 16) of Health Enterprises 2 P/L trading as Healthnotes.



The acquisition was a \$5.5m deal paid as 60% cash and 40% scrip. The purchase adds 800 pharmacies, more than 270,000 patients and almost 4,000 GPs, giving the company around 45% of the Australian pharmacy market with over half a million connected patients.

MedAdvisor ceo Robert Read said his focus would be on integration of the two business to bring the best of both world to pharmacies.



## EBOS completes TWC Chemmart merger

**AUSTRALIA'S** vertically integrated marketer of healthcare, medical, pharmaceutical and animal care products EBOS Group has announced the successful completion of the merger of its Chemmart business with the Terry White Group on 31 Oct.

First announced earlier this year (PD Breaking News 04 Aug), the union results in the Terry White Group managing one of Australia's largest retail pharmacy networks with approximately 500 pharmacies and AU\$2b in retail turnover.



## Dispensary Corner

**JUST** when you thought nail art couldn't get any quirkier, another trend emerges to make your mind boggle: succulent manicures.

These out-there nail designs (pictured below) are the brainchild of Australian botanical artist Roz Borg.

Borg, who had been making "succulent jewellery," decided she could transfer her art to nails.

To create the look she applies the real live succulents to an artificial nail before attaching them to her own hand.

Her nail looks have attracted thousands of likes on her Instagram page which you can check out [HERE](#).

"People are stunned when they realise it's real live plants, not 3D sculpting," Borg told the *Huffington Post*.

"Some people are grossed out, but most love it".



**FASHION** brand Lyst has launched a clothing line especially for the deceased called 'Over my Dead Body'.

"Death is too long to get your last outfit wrong," editorial director at Lyst Katherine Ormerod told *Sky News*.

A 'Try Before You Die' service is also available to customers wanting to be sure of their very last fashion choice.

According to the brand 24% of people surveyed were willing to pay more than \$1,000 for their afterlife attire.