

Thursday 08 Sep 2016

PHARMACYDAILY.COM.AU

Today's issue of PD

Pharmacy Daily today has two pages of news, plus a full page from **Pharmacy Connect**.

Connect tomorrow

THE Pharmacy Guild's Pharmacy Connect conference kicks off in Sydney tomorrow, with high profile speakers and educational sessions along with an extensive trade exhibition - for details see **page 3**.

Crotty to head Juno

MARK Crotty, the former chair of the Generic and Biosimilars Association of Australia, has been named as the new ceo of Juno Pharmaceuticals, joining the company from his most recent position as md of Smith & Nephew in Australia and New Zealand.

Sigma profit surges 15.5%

SIGMA Pharmaceuticals this morning released its figures for the six months to 31 Jul, with ceo Mark Hooper saying the results reflect the company's strategic positioning to "broaden the business and drive operational improvement".

Total revenue surged 28.1% to \$2.15 billion while earnings before interest and tax rose 15.5% to \$37.3 million for the period.

Hooper highlighted Sigma's investment to "create the largest pharmacy footprint in Australia" with more than 700 pharmacies now operating under the various Sigma brands, comprising about 20% market share of retail sales.

He said the strong rise in revenue was heavily influenced by the PBS listing of the "high cost low margin

Hepatitis C medications," and excluding this revenue was up 7.8%.

Sigma brands now include Amcal, Guardian, Discount Drug Stores, Pharmasave and Chemist King and there's also an online Amcal store for the Chinese market.

Hooper was optimistic about future growth for Sigma, forecasting a 10% growth in earnings guidance for the full year.

MyChemist, CWH satisfy

CUSTOMER satisfaction ratings for Chemist Warehouse and its MyChemist brand both increased in Jul this year, with MyChemist topping the monthly rolling annual figures released by Roy Morgan Research.

Based on a sample of 8,577 consumers between Aug 2015 and Jul 2016 the MyChemist satisfaction rating was 91%, putting the brand in top place ahead of Soul Pattinson which saw its percentage of satisfied customers decline.

Chemist Warehouse was in third spot, also increasing its satisfaction rating while Priceline and Terry White stayed in fourth and fifth positions respectively.

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NORTH QLD PHARMACY | FOR SALE BY EXPRESSIONS OF INTEREST

This Townsville pharmacy is well positioned within a GP Superclinic and has excellent opportunity for sales and script growth as well as possible expansion.

The pharmacy is ideally located on a main thoroughfare to the CBD, and is easily accessible with off-street parking.

The pharmacy is open 7 days per week and will benefit from an astute buyer that is looking to expand their current ownership portfolio.

Expressions of Interest close **Friday 16 September 2016**.



To register your interest, please contact
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ETHB421 - 09/16



The July 2016 release of the Children's Dosing Companion has expanded its coverage on doses for drugs used in hospital and in neonates. This update includes a number of new monographs and other changes.

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

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A cruise for Christmas?

PRINCESS Cruises is promoting festive season voyages across the globe, and for Aussies it's particularly easy with four of the line's 17-strong fleet cruising in local waters.

Golden Princess, Sea Princess, Dawn Princess and Sun Princess will together offer round trip itineraries from Melbourne, Brisbane, Sydney and Fremantle, to destinations including New Zealand, Papua New Guinea, the South Pacific and Indonesia.

Local Christmas cruise prices start at just \$1899 per person for a ten day voyage - for details see your travel agent or call 13 24 88.

Earlybird airfares out

THIS is the time of year that airlines release special fares for people planning overseas holidays in 2017, with Singapore Airlines, Emirates, Qatar Airways and Etihad among a plethora of carriers offering bargain deals.

Singapore Airlines has prices to London starting at \$1387 return with bonuses including an optional \$1 per person Singapore Stopover Holiday package.

People who buy tickets in the Great Singapore Getaway also go into a draw to win two First Class tickets to any destination - see singaporeairgetaway.com.

Glucagen HypoKit recall

NOVO Nordisk has alerted pharmacists about the recall of four batches of its Glucagen HypoKit in Australia, after an investigation found a small number of needles were detached from the pre-filled syringes in the products.

The kit is indicated for the "treatment of severe hypoglycaemic reactions (low blood sugar) which may occur in the management of

diabetic patients receiving insulin or oral hypoglycaemic agents'.

"To protect patient safety Novo Nordisk is recalling affected batches from wholesalers, pharmacies and patients in Australia," the firm said.

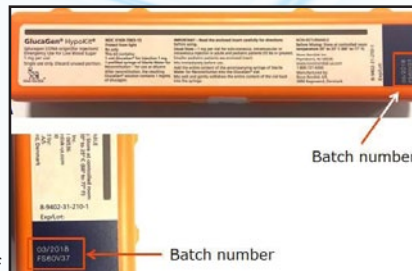
The affected batch numbers are FS6X465, FS6X536, FS6X715 and FS6X891, all with an expiry date of 31 Aug 2017.

Patients or carers are urged to check the batch number (pictured in the red box) of any Glucagen HypoKits in their possession.

Affected items should be returned to the pharmacy where it was

purchased, where a replacement will be supplied at no charge.

If the pharmacy is out of stock patients are being told to retain the kit until a replacement can be provided "as the likelihood of a detached needle is very low".



"Novo Nordisk is committed to delivering high quality products and sincerely apologises for this unfortunate situation and

the concerns and inconvenience it may cause patients and health care professionals," the company said.

"We are working closely with the Therapeutic Goods Administration to ensure patient safety and minimise the disruption this recall causes," Novo Nordisk added.

The problem appears to be a global issue for Novo Nordisk, with the company also the subject of a UK Medicines and Healthcare products Regulatory Agency patient level drug recall of eight batches of the Glucagen HypoKit in Britain with various expiry dates in 2018.

WIN WITH SOS SKIN RESCUE

This week Pharmacy Daily and SOS Skin Rescue are giving readers each day the chance to win a family pack including four SOS Skin Rescue Creams and four SOS Lip Balms.

Introducing your family's new must haves: SOS Skin Rescue Cream and SOS Lip Balm. Made in Italy by Farmaceutici Dottor Ciccarelli, since 1821, these protective, healing and soothing products are now in Australia. SOS Skin Rescue has the power to soothe skin irritation and rashes, burns, bites, dry skin and more. SOS Lip Balm provides powerful soothing to dry and chapped lips.

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

What are the three main natural ingredients in SOS Skin Rescue Cream?

Congratulations to yesterday's winner, Monica Saba from Pfizer.



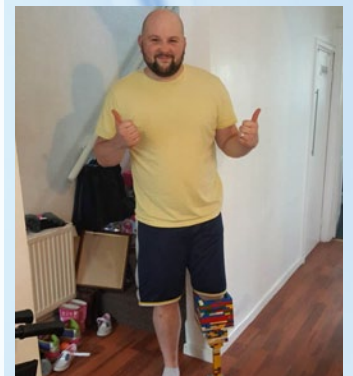
Dispensary Corner

A BRITISH man decided to get creative while waiting two weeks for his new prosthetic leg to arrive, building himself his own replacement leg out of his daughter's LEGO.

The 32-year-old who tragically lost his leg to type 2 diabetes shared his nifty creation with the online community on *Reddit*.

"Built myself a LEGO leg while I wait for my real one to be built," he wrote along with an image of the creation (pictured below).

One user cheekily commented "seeing you take a misstep and watching your left break into a thousand LEGO pieces would be hilarious".



DUREX got emoji-lovers all sorts of excited when the company announced on Twitter this week that it would be launching new eggplant flavoured condoms.

Lets face it, the emoji range is relatively G Rated so the eggplant symbol is commonly used in place of...ah...another phallic symbol.

Eggplant isn't exactly an aphrodisiac, so it's not surprising that the condom maker only made the announcement in jest.

Durex then went on to Tweet about why no #condomemoji exists yet.

The company says emoji talk is an easy icebreaker to talk about safe sex with young people.



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