

## Today's issue of PD

Pharmacy Daily today has two pages of news plus a full page from Pharmacy 4 Less.

## FDA Naloxone comp

THE US Food and Drug Administration has launched the 2016 Naloxone App competition, a "public contest focused on developing innovative technologies to combat the rising epidemic of opioid overdose".

Computer programmers, public health advocates, clinical researchers, entrepreneurs and "innovators from all disciplines" are invited to create a smartphone application which will connect opioid users with nearby stockists of naloxone, in order to increase the likelihood of timely administration of the antidote.

The contest includes a two day "code-a-thon" next month prior to refinement of concepts and submission of a prototype.

A panel of judges will select the overall winner which will receive a US\$40,000 prize.

## Small pharmacies threatened

A COALITION of independent one-pharmacist pharmacies has banded together to form the Small Pharmacies Group (SPG), making a joint submission to the government's Review of Pharmacy Remuneration and Regulation to highlight their collective plight.

Membership currently spans five states and one territory of Australia in both rural and urban locations, with the group defining a Small Pharmacy as one which is classified as 'low' annual turnover under the 2016 Guild Digest (\$1.568m) and which would dispense less than

35,000 prescriptions annually.

"The existence of viable, small and independent pharmacies is crucial in order to ensure choice for customers," the submission states, with small pharmacies said to be in a particular position to optimise the health of their patients "because of the personalised and tailored approach that we can offer".

The SPG says ongoing "price disclosure shocks" have a severe impact on cash flow and stock management, while expanding professional services is often not feasible in small pharmacies, with insufficient remuneration involved to justify extra staff costs required.

The group added that its members do not consider it good value to be part of buying groups that "extract considerable fees, that force us into buys that do not match local demand, and that are not generally suited to the needs of small pharmacies".

View the SPG submission online at [health.gov.au/pharmacyreview](http://health.gov.au/pharmacyreview).

## New COPD course

THE Guild Pharmacy Academy has announced a new course on 'Understanding the use of Ellipta devices in COPD and asthma'.

The online training on the role of fluticasone furoate, umeclidinium and vilanterol in the management of respiratory conditions attracts 1.5 Group Two CPD credits - for details visit [www.mycpd.org.au](http://www.mycpd.org.au).

## IsoWhey tops Canstar

WEIGHT loss product IsoWhey has taken out its category Customer Satisfaction award at this year's Canstar Blue Awards.

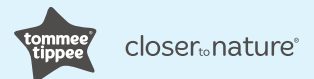
Voted "by consumers, for consumers," IsoWhey scored the highest against ten other companies and was the only brand to receive five stars in four criteria, Effectiveness, Hunger Suppression, Taste and Variety.

The product also received four stars for Value for Money, resulting in a five star overall rating.

## New Amcal TVC

AMCAL has launched a new Medication Review TV commercial as part of a campaign encouraging consumers taking multiple medications to visit their local Amcal pharmacy to gain a better understanding of their medicines - see [pharmacydaily.com.au/videos](http://pharmacydaily.com.au/videos).

## Are you maximising your baby accessories sales?



## Research shows...

there's a high level of brand loyalty within the baby accessories market. With over 35% market share of the entire market, Tommee Tippee is a must-stock brand for your pharmacy.

To make sure you're not disappointing customers by not carrying a market leading brand, contact your local Strategic National representative today to discuss your current range.

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SA/NT P (08) 8352 9200 F (08) 8234 2622	QLD P (07) 3291 7070 F (07) 3291 7010	TAS P (03) 6244 3640 F (03) 6245 1507

## OPTIMAL PHARMACY PLUS

**Pharmacist Positions Available In WA**

Optimal Pharmacy Plus in Geraldton needs **2 Full Time Pharmacists** to join the team! A great remuneration package is offered for the right candidates that includes accommodation.

More about Geraldton at: [www.visitgeraldton.com.au](http://www.visitgeraldton.com.au)  
Our Seek ad: [www.seek.com.au/job/31864390](http://www.seek.com.au/job/31864390)

To learn more call **0477 772 278** or email [amanda@optimalsystems.com.au](mailto:amanda@optimalsystems.com.au)

## New this Summer

# Antistax® Fresh Leg Gel

- Helps soothe & refresh tired, heavy, aching legs with a fast cooling action
- Can be used with Antistax® Leg Health Supplement Tablets

Always read the label. Use only as directed.  
If symptoms persist, see your healthcare professional.



Receive **5 FREE** sachet samples of the gel with every opening order.

Contact Boehringer Ingelheim customer service on **1800 226 315** to order today.

Conditions apply.



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](http://www.amh.net.au).



## New pharma facility

**EMIRATES** Airline has launched a new SkyPharma operation, offering a purpose-built facility dedicated exclusively to ensure reliable transport of an annual 11,000 tonnes of temperature-sensitive pharmaceutical shipments at Dubai International Airport no matter what the outside temperature.



## Guild Update

### Breast check aid

**THE** makers of the QV line of moisturiser products has launched a new self-check cream aimed at helping women check for signs of breast cancer with proceeds going to the breast cancer support charity, the McGrath Foundation.

QV is supporting the McGrath Foundation by donating \$2 from each purchase of QV Self Check Breast Cream in the lead up to Breast Cancer Awareness Month in October.

The funds will go to the McGrath foundation to help achieve their mission of ensuring every family experiencing breast cancer has access to a McGrath Breast Care Nurse.

The cream carries instructions on how to properly inspect breasts for changes in the shape, any discharge, skin dimpling or redness while also providing directions on how to properly use the cream to help feel for lumps or changes.

Breast cancer is the most commonly diagnosed cancer for women aged 20-39 years.

The makers of QV Cream, Ego Pharmaceuticals says the cream is a valuable tool to assist in identifying changes that could be an early sign of breast cancer.

## DDS expands into ACT

**DISCOUNT** Drug Stores (DDS) has expanded its national footprint, with the wholly owned Sigma offshoot opening its first store in the ACT, in its 15th year of operation.

The 135-strong banner marketing pharmacy chain, which started with its first store opening at Sunnybank in Queensland in 2001, has plans to achieve a total of 150 stores by the end of this year.

DDS gm Douglas Kuskopf-Dallas said, "Our brand recognition, marketing investment, and buying power have allowed us to achieve year-on-year growth in our dollar GP, despite PBS reforms and against a market trend of decline," he said.

"This, combined with our other business support services, allows our franchisees to spend less time in the books and more time with their customers."

ACT Tuggeranong Discount Drug Store owner Nathan Ledger said he was attracted to the franchise to expand and enhance their service offering to the local community.

"We could see that all the other discount models paid no attention

to professional services.

"Discount Drug Stores offers the low price structure, but also excellent professional services..."

it's really the best of both worlds," Ledger enthused.

Kuskopf-Dallas said the brand would continue to invest

in and expand their professional services offering, adding that DDS has also launched a partnership with Next Level, which offers dispensary workflow training, to "enable our pharmacists to spend more time on the shop floor."



## Vaccination register

**FROM** 30 September, the Australian Childhood Immunisation Register (ACIR) will become the Australian Immunisation Register (AIR), a national register that records vaccinations given to people of all ages in Australia.

The AIR enables tracking of a patient's vaccination history and due dates.

Use Health Professionals Online Service (HPOS), and the AIR secure site or **CLICK HERE** for more.



## Dispensary Corner

**RATTLESNAKE** bite index.

Rattlesnake bites in Arizona, US, are frequently caused by people poking sticks at them, according to Sydney medical and PhD graduate Tim Ingall.

"An emergency medicine physician friend in Phoenix has developed a 'rattlesnake bite index', the formula calculated by assessing the following variables in each patient: blood alcohol; number of tattoos; and number of teeth," he told *Fairfax media*.

He said the formula is: blood alcohol level multiplied by the number of tattoos and divided by the number of teeth.



**STATING** the bleeding obvious:

Just in time for Oktoberfest, researchers from Switzerland have invested brainpower, and presumably research funds, to discover (!) that beer drinking can act as a social lubricant.

*BBC News* reports University Hospital researchers in Basel tested 60 healthy people, with an equal number of men and women drinking alcoholic and non-alcoholic beer, and then taking part in a range of tasks, including a face recognition test, empathy test and sexual arousal test.

Lead researcher Prof Matthias Liechi explained, "Although many people drink beer and know its effects through personal experience there is surprisingly little scientific data on its effects on the processing of emotional social information."

## Win with CleanEars

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

**NEW** CleanEars Kids is a clinically proven ear wax removal spray that is suitable for babies, infants and children from 2 months and up. CleanEars kids is fast and fun, 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 QLD to send the correct answer to the question to **comp@pharmacydaily.com.au**

When using CleanEars Kids, how long do you need to tilt your head or lie down for application?

Congratulations to yesterday's winner, Margaret Gallagher from API.



# PHARMACY 4 LESS

## DISCOUNT CHEMIST



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