

## Today's issue of PD

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

## AMA on codeine

**AUSTRALIAN** Medical Association president Michael Gannon has reiterated the organisation's endorsement of the TGA decision to move OTC codeine products to prescription-only, which becomes effective 01 Feb 2018.

Responding to questions after a National Press Club speech in Canberra yesterday, Gannon noted there were already 25 countries where codeine requires a script, adding the medication was "very much the gateway drug" to 140 deaths a day from opioid overdose.

He said the AMA was telling state and territory health ministers that "we do not want to see exemptions from this" - in contrast to the Pharmacy Guild's proposal for emergency supply of codeine without prescription in certain situations.

"That's wading into very, very dangerous territory...the truth is the evidence shows there are much more effective analgesics that my members should be prescribing," Gannon said.

## EBOS reports record profit

**EBOS** Group Limited this morning released its financial results for the year to 30 Jun, with net profit after tax up 4.9% to NZ\$133.3 million.

That was achieved on total revenue of NZ\$7.6 billion, up 7.4%, as the group realised benefits from "both organic growth and strategic investments undertaken in prior years".

Excluding currency impacts and costs associated with the acquisitions of Terry White Group and HPS, the underlying net profit after tax was NZ\$138.6m, up 11.6%.

In the Australian pharmacy market wholesale revenue growth - excluding the impact of the high cost hepatitis C medicines - was affected by the ongoing impact of PBS reforms and lower levels of activity in the non-prescription OTC channel, the company said.

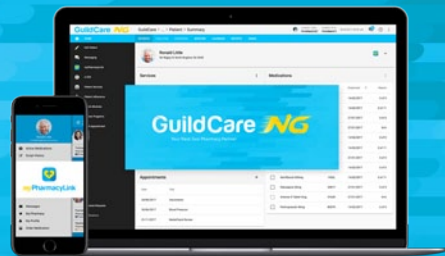
The year also included the merger of Chemmart with Terry White Group, with EBOS ceo Patrick Davies describing 2017 as "a transformational year for TerryWhite Chemmart" as the network undergoes an extensive rebranding and alignment program to bring the groups together.

The Endeavour Consumer Health products division recorded very

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## Symbion seminars

**SYMBION** is hosting a series of forums for Pharmacy Choice and healthSAVE members, helping to educate retail pharmacies about the impacts of the rescheduling of codeine in Feb next year.

Symbion's Luke McKinnon said front-line pharmacy played a critical role in educating consumers about alternative medication solutions.

"These forums are a significant opportunity to ensure pharmacists handing out the script continue to deliver professional service at the medicine counter," he said.

McKinnon added that Symbion was working closely with pharmacy to manage the transition in stock levels, introducing new products and phasing out S2 and S3 items.

He noted that currently S3 codeine sales contribute an average of 48% of total gross profit dollars in the pain category, with the figures "highlighting the significant financial challenges the changes will bring".

Symbion offers a Store IQ Codeine Impact report, providing pharmacies with the "visibility on codeine sales and profit impacts they need to successfully manage the transition," McKinnon said.

The next Symbion forum is in Canberra on Tue 06 Sep.

strong revenue growth, with weaker demand from China offset by strong sales in South Korea.

In Institutional Healthcare total revenue grew 13.3% driven by hepatitis C medicines, market growth and contributions from Onelink Australia and Zest.

Davies said the group's recently acquired HPS business (*PD* 23 May) would form a key component of Institutional Healthcare into the future, "providing the group with the benefit of an increasing trend from the hospital channel to outsource pharmacy services".

## Heat celebrity deal

**HEAT** Doward has secured the distribution rights for celebrity-endorsed fragrances *Lovely by Sarah Jessica Parker*, *Michael Buble by Invitation*, and *Delta by Delta Goodrem* with the right to distribute to independent pharmacies and other retailers.

The top selling perfumes come with lower minimum order sizes, free testers & point of sale materials, said Heat Doward national pharmacy manager Nick Krogh.

Pharmacy customers can order the products now on 1800 181 040.



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## Dispensary Corner

**ROUGHLY** 5,000 ecstasy pills heading for Berlin have been seized by German authorities - and as well as being highly illegal they have another problem.

The tablets (pictured) have been made in the shape of US President Donald Trump, featuring his distinctive hairstyle and his name printed on the back, and would undoubtedly be popular with the party goers of the German capital.

However the amount intercepted is nothing to laugh about, representing a street value of almost €40,000.

The 'Trump pills' are thought to have originated in the Netherlands.



**AMA** president Michael Gannon certainly needs a thick skin, with his role inevitably attracting criticism - as he detailed during a speech at the National Press Club in Canberra yesterday (see p1).

Gannon said the amplifying effect of social media only made matters worse, with the AMA receiving plenty of feedback.

"In the last year I have been criticised by the Pharmacy Guild, the College of Midwives, the Greens, One Nation, the ALP, the Coalition, pro-euthanasia campaigners, e-cigarette enthusiasts, anti-vaccination campaigners, shareholders in medicinal cannabis enterprises, and the occasional celebrity chef," Gannon said.

But to make matters worse, "that is all before I get home to my 13-year-old daughter," he added.

## CHF urges primary reform

**PHARMACISTS** should be "better equipped to work in collaboration, and their roles better integrated with general practice," according to an issues paper released yesterday by the Consumers Health Forum.

Laying out the CHF vision for the Australian health system, the document also urges the implementation of "an enhanced primary health care role for pharmacists within their scope of practice...and evolving models of non-prescribing pharmacists working in general practice should be made more widespread".

The paper was presented at a CHF-coordinated Roundtable in Melbourne, with 20 consumer health leaders meeting with Health Minister Greg Hunt.

CHF ceo Leanne Wells welcomed Hunt's readiness to meet, saying she looked forward to "future bi-annual roundtables with him".

Hunt thanked the Forum for its work developing the paper, saying the government would "carefully review CHF's suggestions and proposals on how we can make

Australia's outstanding health system even better".

Wells said investing in primary health care was the way to a better performing health system.

"The 'big fix' that is well within the capacity of our health resources would be for services to be better linked up and for consumers to be the focus of how health services are planned, organised and delivered."

Key issues highlighted by the CHF include the fragmentation of the system, with primary, aged and acute care running in parallel - and the split between state and federal responsibilities - see [chf.org.au](http://chf.org.au).

## Carbimazole update

**THE** Therapeutic Goods Administration has advised the manufacturing issue that resulted in limited availability of Neo-Mercazole (carbimazole) 5mg tablets (*PD* 30 Jan) has been resolved, with the unapproved products available as alternatives due to the shortage no longer available under section 19A.

## 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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### MSC Cruises upgrade

**ITALIAN** cruise line MSC Cruises is offering a free cabin upgrade on more than 145 itineraries cruising the Mediterranean, Cuba, West Indies, Caribbean and the Arabian Peninsula

The deal is valid for selected cruises departing from Oct 2017 to Apr 2018, for bookings confirmed before 30 Sep 2017.

Visit MSC Cruises online at [www.msccruises.com.au](http://www.msccruises.com.au), call 1300 028 502 or talk to your local travel agent.

### Croatian cruising deal

**CROATIAN** specialist Beyond Travel has just released its largest ever collection of Croatian Special Journeys for 2018 - and early bookers can receive up to \$250 in Discover More Travel Vouchers for bookings deposited by 31 Oct 2017.

These unique small group tours include the deluxe 8-day 'Best of Dalmatia' cruise from Dubrovnik to Split (or reverse), with twelve guaranteed departures for 2018.

Priced from \$2,295 per person the trip includes the cruise, meals, guided tours and more - for details call 1300 363 554.

## WIN WITH LE TAN

This week Pharmacy Daily and Le Tan are giving away each day Uber Dark Self-Tanning Foam in Green Base.

The next generation in dark tanning is here. Uber Dark is a salon quality dark formulation - developed by tanning and suncare experts Le Tan. Created with highly concentrated tanning actives, Uber Dark delivers the darkest tan possible that is specifically tailored to match your skin tone. With the Uber Dark range, you are able to choose from three base colours of Green, Violet and Ash, to enhance the end result of your tan, as well as a foam infused with Marula Oil. While all Uber Dark bases colours can be used on all skin tones, you are able to tailor your tan to your unique skin type.

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

What is the price of Uber Dark?

Congratulations to yesterday's winner, Sophia from Main Street Pharmacy.



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