

### Today's issue of PD

Pharmacy Daily today includes our regular health & beauty feature plus a full page from Pharmacy Solutions.

### 457 visas welcomed

**MEDICINES** Australia (MA) has welcomed the Federal Government's modifications to Australia's skilled migration occupation lists announced on Friday 30 June.

"These changes will prevent workforce and skill shortages within the critical innovative pharmaceutical sector," Medicines Australia ceo Milton Cateilin said.

"As an industry that is so reliant on research and development and a workforce with very specific abilities, it's important that we have a skilled migration policy that can support the ongoing work of this vital sector to Australia."

Australian biotech company AusBiotech has been lobbying for a reinstatement of 457 visas across a range of highly skilled roles including industrial pharmacists, and has also welcomed the reinstatement as a means of addressing the skills gap in the life science industry.

### RCPA pharmacy policy

**THE** Royal College of Pathologists Australia (RCPA) has clarified its formal policy on non-medical requesting of pathology, in the light of the controversy around the new Amcal service which launched last week (PD 26 Jun).

The RCPA said it did not endorse or have any partnership alliance with any programs in relation to the non-medical requesting of pathology tests.

"However tests may be requested by a wide range of people who are not registered medical practitioners ... in these circumstances the RCPA Policy requires the laboratory and the requestor understand the importance of oversight by a medical practitioner," the RCPA said. More details at [www.rcpa.edu.au](http://www.rcpa.edu.au).

## Walker elected to Qld Guild

**PHARMACY** of the Year 2017 owner Lucy Walker (pictured) from Goondiwindi has been elected to the Queensland branch committee of the Pharmacy Guild of Australia.

Walker is one of several women on the committee, alongside Fiona Watson, Amanda Seeto and Cate Whalan, with Acting Guild national president John Dowling saying the results are in line with the ongoing Guild push for wider representation.

"The [Guild election] results so far show we have made very good progress in terms of gender diversity in a number of branches, and have had a strong result in terms of ethnic diversity," he said.

The Queensland election also saw Kos Sclavos AM re-elected, along with long-serving branch



president Tim Logan, who will step down from his executive role because he has served the maximum number of terms as president.

Others on the committee include Vikesh Kumar, Paul Jaffar, Allan Milostic, Chris Owen, Trent Twomey and Rick Xynias, while departing members are Mike Farrell, David Holmes, Mario Calanna and George Fotinos.

### Digital Hospitals book

**STANDARDS** Australia has this week published a world first *Digital Hospitals Handbook* which focuses on delivering more efficient hospital services through the use of technology.

The result of a long-running project, the handbook aims to improve the outcomes of digital health projects which often face challenges across the globe.

It clearly articulates the underlying principles for a 'digital hospital' and an ICT systems architecture that enables innovative healthcare services both now and into the future.

Chair of the technical committee which developed the handbook, Dr Andrew Howard, said it presented "pragmatic solutions for stakeholders of all backgrounds".

It can be purchased via SAI Global at [infostore.saiglobal.com](http://infostore.saiglobal.com).

### 1ST Group flying high

**AUSTRALIAN-LISTED** health, veterinary and government portal developer 1ST Group Limited has provided a market update advising a record increase in sales during the quarter ending 30 Jun.

New contracts sold in the June quarter of FY17 (Q4) increased 1ST Group's MRR by \$43k, a quarterly record for the company and an increase of 169% from \$16k in the previous quarter.

The numbers include an increase in \$516k in annual recurring subscription revenue.

1ST Group md Klaus Bartosch said, "We are very pleased that the strategic marketing investments made in Q3 and Q4 have accelerated new subscription sales and the uptake of our other new products.

"We have experienced significant growth through the roll out of new services particularly in the optometry, pharmacy and pet markets."

Details of usage fees earned and growth during the quarter will be provided in the company's Q4 FY17 quarterly update later in Jul.

### PPI higher risk link

A **NEW** study published in *BMJ Open* this week has suggested an increased risk of death among users of proton pump inhibitors (PPIs), based on records from more than six million patients that compared the use of PPIs, H2 blockers or neither treatment.

The researchers found those taking PPIs had a 25% increased likelihood of death in a six year period compared to those taking the H2 blockers, and that the longer someone took PPIs, the more that risk increased.

Authors were quick to point out that the relationship could only be described as associative, not causative, but still urged caution in the use of PPIs.

**CLICK HERE** for the study.

### TGA EOFY survey

**AT THE** end of every financial year the Therapeutic Goods Administration (TGA) seeks feedback on its communications and consultation activities as well as its performance during the period of the financial year 2016/17.

The survey is aimed at consumers, patients, healthcare professionals and anyone connected to the medical products industry and is open from 03-21 Jul.

The survey was designed by the Department of Health and can be accessed by **CLICKING HERE**.

## WIN WITH DESIGNER BRANDS

This week *Pharmacy Daily* and Designer Brands are giving away each day three of their DB Cosmetics Longwear Lipsticks.

These smooth, creamy lipsticks deliver all-day wear and opaque colour. Easy to apply, the DB Cosmetics Longwear Lipstick glides onto the lips without dragging or pulling. With super-strong pigments for a rich, intense colour that lasts. **CLICK HERE** to see more.

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

What is the darkest shade in the range?

Congratulations to yesterday's winner, Melanie Kevern from Sanofi.



## Dispensary Corner

**INCREASING** numbers of fish are becoming “transgender” according to a University of Exeter study, with researchers suggesting it’s because of chemicals from the contraceptive pill being flushed down household drains.

Male river fish are “displaying feminised traits and even producing eggs,” the scientists said, leading to characteristics such as reduced sperm quality and less aggressive and competitive behaviour.

It’s not just the pill that’s the problem - plastics and compounds in other household chemicals have also been shown to affect heart valves and other organs in the fish, while antidepressants are believed to lead to reduce the natural shyness of some species - meaning

they are more likely to be eaten by predators.



**THE** healthcare debate in the US is certainly hotting up, and a new website has launched offering to help mail your ashes to a politician if you lose your health insurance and die due to the removal of Obamacare.

The Affordable Care Act was repealed this week, with the site at [mailmetothegop.com](http://mailmetothegop.com) saying millions of Americans rely on its coverage, and the replacement bill set to “gut these protections meaning many may die”.

The site’s operators don’t actually physically post your ashes to members of Congress, but instead assist people to get their papers in order so if they die their wishes will be fulfilled.

## Health, Beauty and New Products

Welcome to our weekly promoted feature with all the latest health, beauty and new products for pharmacy. Suppliers wanting to promote products in this feature should email [newproducts@pharmacydaily.com.au](mailto:newproducts@pharmacydaily.com.au)

### MooGoo Natural Sunscreen SPF 40

Zinc-based sunscreen is suited to people who are sensitive to sunscreen with UV filters, people who find reapplication every two hours difficult and inconvenient as well as people who want a Zinc only based sunscreen that is not greasy. **Natural Sunscreen SPF 40** brings you all this and more and is suitable for all ages from babies to adults, and all skin types, including very sensitive skin. Always read the label, use only as directed and if symptoms persist contact your health professional. The company advises a patch test for sensitivity to contents.



**Stockist:** 1300 213 828  
**RRP:** \$19.90  
**Website:** [www.moogoo.com.au](http://www.moogoo.com.au)

### Vitamins Hair, Skin & Nails, Cherry

**2B WELL Vitamins Hair, Skin & Nails** liquid contains premium quality ingredients including silica and vitamin C to support the production of collagen providing nutrients required for healthy hair, skin and nails. Using natural Australian cherries makes this comprehensive scientific based formula great tasting.



Healthy growth of skin, hair and nails is understood to be an indicator of general good health. Silica is an

important mineral that supports structural protein collagen in the body, important for beautiful skin, thick hair and strong nails.

**Stockist:** 1300 229 355  
**RRP:** \$40.95  
**Website:** [www.2bwell.com.au](http://www.2bwell.com.au)

### NIVEA 4 in 1 Firming Body Oil

**NIVEA 4 in 1 Firming Body Oil** is an all-over-body oil that promotes firmer, more even-looking skin. It helps firm skin, evens the skin tone, reduces the appearance of stretch marks and intensely nourishes the skin. The 4 in 1 Firming Body Oil formula contains the skin’s own co-enzyme Q10 as well as avocado oil, cottonseed oil and macadamia oil. It can be used on both wet and dry skin. Use can be daily, after showering, to build a fresh firm and vital appearance.



**Stockist:** 1800 103 023  
**RRP:** \$14.95  
**Website:** [www.nivea.com.au](http://www.nivea.com.au)

### Pressed Matte Mineral Bronzer



**Nude by Nature Pressed Matte Mineral Bronzer** is a matte bronzing powder that helps provide the skin with a warm, sun-kissed glow. The lightweight powder is formulated with vitamin E, jojoba and avocado oils as well as

kakadu plum and cehami extract to help moisturise and protect the skin while giving it an enviable sun-infused tone. The Pressed Matte Mineral Bronzer marries the natural skin moisture effect with the glowing healthy texture of youthful vitality.

**Stockist:** 1300 366 147  
**RRP:** \$39.95  
**Website:** [www.nudebynature.com.au](http://www.nudebynature.com.au)



# Market Wednesday

National. Confidential. Experts.

## AUSTRALIA-WIDE LISTINGS

### QUEENSLAND

Northside Medical Centre Pharmacy for Sale	5737
North Brisbane Pharmacy for Sale	5734
North-West Brisbane Shopping Centre Pharmacy for Sale	5731
Southern Brisbane Pharmacy for Sale	5717
Beachside Sunshine Coast Pharmacy - Partnership Opportunity	5708
Darling Downs Pharmacy for Sale	5705
Western Suburbs Shopping Centre Pharmacy for Sale	5702
Brisbane Southside Pharmacy for Sale	5696
North QLD Rural Pharmacy for Sale	5687
Two Sunshine Coast Pharmacies for Sale	5678 & 5681
Southern Downs Pharmacy for Sale	5579

### NEW SOUTH WALES

Regional Northern NSW Pharmacy for Sale	2378
Northern Sydney Pharmacy for Sale	2375
Northern NSW Pharmacy for Sale	2372
NSW Hunter Valley Region Pharmacy for Sale	2369
Blue Mountains Pharmacy for Sale	2366

### VICTORIA

Melbourne Northern Suburbs Pharmacy for Sale	3662
Melbourne Bayside Pharmacy for Sale	3659
South East Melbourne Shopping Centre Pharmacy for Sale	3653
South East Melbourne Medical Centre Pharmacy for Sale	3650
Inner Melbourne Pharmacy For Sale	3647
Southern Melbourne Metro Pharmacy for Sale	3638
North West Melbourne Pharmacy for Sale	3635
Country Victoria Greenfield Opportunity	3632
Inner Melbourne Metro Pharmacy for Sale	3626
Inner South-East Melbourne Pharmacy For Sale	3623

### WESTERN AUSTRALIA

Western Australian Rural Pharmacy for Sale	5693
--	------

### SOUTH AUSTRALIA

North Adelaide Medical Centre Pharmacy for Sale	7000
---	------

### TASMANIA

East Hobart Pharmacy for Sale	6021
Northern Metro Hobart Pharmacy for Sale	6018

## PERSONALISED SERVICE



**Peter Marshall**  
0417 721 203  
peterm@pharmacysolutions.com.au



**John Neilson**  
0414 719 212  
john@pharmacysolutions.com.au



**Bob Rose**  
0438 013 729  
bob@pharmacysolutions.com.au



**Riki Tukukino**  
0499 993 177  
rikkit@pharmacysolutions.com.au



**Greg Gibson**  
0437 951 796  
greg@pharmacysolutions.com.au



**Reg Bright**  
0409 270 081  
reg@pharmacysolutions.com.au



**Mike Hadaway**  
0437 782 902  
mike@pharmacysolutions.com.au

Click here to  
**Get in touch today!**

[www.pharmacysolutions.com.au](http://www.pharmacysolutions.com.au)

## MAXIMISED RETURNS

Pharmacy Solutions Australia  
Pharmacy Business Brokers



**SOLD!**

**North East Victoria Pharmacy**  
Victoria (#3644) - T/O: \$3.7M (FY16)

Boasting exceptional tenure with rent at 1.3% of T/O. There is a large medical centre in town which has 7 doctors.

## INDEPENDENT BROKERS

As fully independent pharmacy brokers, our expert advice is not influenced by involvement with financing the purchaser, which represents a major conflict of interest. This provides peace of mind for our clients as they know we are working solely for them to maximise their return.