

Today's issue of PD

Pharmacy Daily today has two pages of news, our regular health & beauty feature plus a full page from Pharmacy Solutions.

Sigma, Chemist Warehouse progress

SIGMA Healthcare Limited this morning confirmed it had entered into a "formal negotiation period" with My Chemist/Chemist Warehouse Group with the aim of seeking a commercial resolution of issues under dispute.

Sigma flagged the issue two months ago (**PD** 24 May), launching legal action because of a threat by My Chemist/Chemist Warehouse to acquire generic products from an alternative wholesaler.

Sigma maintained that under its existing agreement with the retailing group it is not entitled to acquire products from another CSO wholesaler, but also warned the move could impact its profits by as much as \$10 million this year.

In an ASX update this morning Sigma said following ongoing discussions, "if a commercial resolution is not reached the parties have agreed to confidential and binding mediation and arbitration," adding it would now discontinue legal proceedings.

"Sigma values the long term relationship with MC/CW and continues to provide operational support in accordance with the terms of the current supply agreement which runs to June 2019," the company said.

Blooms Health ad banned

BLOOMS Health has been pinged for promoting online its Coenzyme Q10 150 Max product (**pictured**) as an "amazing" panacea across a wide range of medical conditions, by the Therapeutic Goods Administration Complaints Resolution Panel (TGACRP).

The advertisements in question included an article by high profile pharmacist Gerald Quigley, identifying benefits for people with "disease states ranging from high blood pressure and heart attacks to deficiencies of the immune system and cancer," the Panel said.

A number of other claims included "assists with the optimal absorption of the powerful antioxidant Coenzyme Q10", "helps to improve stamina and endurance", "supplies an advanced health and stamina formula in one daily capsule" and "can help maintain performance as well as assist recovery following exercise".

In addition, the claims included: "Coenzyme Q10 is a powerful free radical scavenger that may assist in maintaining peripheral circulation and reduces oxidation of LDL (bad) cholesterol" and "assists maintenance of heart health – in particular heart muscle function and peripheral circulation".

The company, Phytologic Holdings trading as Blooms Health, challenged by an anonymous complainant, is required to publicly retract, withdraw representations and withdraw advertisements.



The promotions were published on several websites in Dec 2016 including those of Blooms Health itself, Discount Drug Stores, Pharmacy Direct & Pharmacy Online.

All sections of the code referred to by the complainant were upheld by the Panel, although Phytologic did defend some of its claims.

"Without contending that the overall message of the article went beyond what was allowed by the Code, it is widely acknowledged in published literature that coenzyme Q10's normal roles in the body involve supporting heart health as well as energy production", the company insisted.

Phytologic also provided copies of monographs and other review papers supporting the claims, but the Panel countered with the statement that it "was satisfied that all of these representations were misleading, unverified, likely to arouse unwarranted expectations, and abused the trust and exploited the lack of knowledge of consumers."

TGA fake drug alerts

THE Therapeutic Goods administration has warned that RUFF Natural Formula capsules, which contain tadalafil, sildenafil and dapoxetine, as well as Sironi Green Viagra Tablets which contain sildenafil, pose a serious risk to health.

These products have been bought online by Australians, the TGA said.

Preventable hospital bed-days top 2.7m

WHILE people in developing countries struggle to access vaccines for themselves and their children, in Australia, where vaccines are freely available, there have been more than 2.7 million hospital bed-days billed to the taxpayer.

This is due to nearly 680,000 hospitalisations for the 22 conditions for which hospitalisation is considered potentially preventable, according to a new report from the Australian Institute of Health and Welfare.

The figure equates to 9% of all public and private hospital bed days.

Hospitalisation may have been prevented by timely and appropriate provision of primary or community-based health care, the report said,

"Reducing hospitalisations might involve vaccination, early diagnosis and treatment, and/or good ongoing management of risk factors and conditions in community settings," the Institute added.

CLICK HERE for more.

Hazardous workshop

A PRE-CONFERENCE workshop on understanding and treating hazardous drug use will take place in the lead-up to the upcoming Pharmacy Connect conference.

The session will take place from 1pm-5pm on Fri 01 Sep at the Sydney Hilton, highlighting the role of the pharmacist in understanding and treating substance addiction.

See pharmacyconnect.com.au.

Nicotine Addiction & Smoking Cessation Course

at Woolcock Institute of Medical Research

8-10 August 2017

info@woolcock.org.au





Compete in the MedAdvisor Games for your chance to win \$5000!

REGISTER NOW

Registration closes 31 July 2017

Not yet a MedAdvisor Network Pharmacy? [Subscribe here](#)



NZ POTY announced

CONGRATULATIONS to Waimauku Village Pharmacy for winning the Pharmacy Guild of New Zealand Community Pharmacy of the Year (POTY) award at the 2017 Pharmacy Awards held last Saturday night.

This year's awards ceremony was held at the Pullman Hotel in Auckland and saw approximately 300 pharmacists and pharmacy stakeholders from around the country attend the event.

Runner up was Vercoe Road Pharmacy "who is also delivering an outstanding service to their community", Guild chief executive, Andrew Gaudin said.

A further twelve categories were announced with winners and runners up for each award.

To view the full results see the website at www.pg.nz.org.nz.

TGA explains codeine danger

THE Therapeutic Goods Administration has expanded the information available at its online 'Codeine Hub' (PD 14 Jul), with additional resources available under the heading 'Codeine use can be harmful'.

The additional information notes that "most Australians are unaware that over-the-counter medicines containing codeine for pain relief offer very little additional benefit when compared with medicines without codeine."

"The use of such medicines, however, is associated with high health risks, such as developing tolerance or physical dependence on codeine," the update notes.

The information cites severe withdrawal symptoms such as head and muscle aches, mood swings, insomnia, nausea and diarrhoea.

"Some of these withdrawal symptoms, such as head or muscle aches, mimic the symptoms that low dose codeine products are often used to treat, leading to people incorrectly continuing to take the medicine longer or in

higher doses," the TGA warns.

The update also highlights the contribution of codeine poisoning to both accidental and intentional deaths, and the potential for other issues due to long term use of high doses of paracetamol and ibuprofen in combination codeine medicines such as liver damage, serious internal bleeding, kidney failure and heart attack.

"Codeine is also sometimes used in medicines to relieve the symptoms of cough and cold, however there are safer and more effective medicines available that may provide relief from these conditions...talk to your pharmacist or doctor for advice on what may be best for you," the TGA added.

The Codeine Information Hub also features a pharmacist fact sheet about talking to patients about changes to codeine access.

View the new warnings about codeine harm at tga.gov.au.

State finalists named

SEMI-FINALISTS in the Pharmacy Guild of Australia's National Student Business Plan Competition have been announced.

Six teams, with members drawn from nine universities, have been awarded places in the semi-finals of the competition: James Cook University/Queensland University of Technology/University of South Australia; University of Technology Sydney; University of Queensland; Auckland University; Latrobe University/Monash University; and University of Tasmania.

These teams progressed to the semi-finals based on the quality of their business plans and their scores in the quarter-final round which consisted of responses to feedback judges provided on their first round business plans.

The semi-final round closes on 11 Aug 2017, with the top three teams progressing to the finals during the Pharmacy Connect Conference being held from 01-03 Sep 2017.

The aim of the competition is to encourage pharmacy students to develop how they would go about structuring a pharmacy business, and produce a viable business plan.

It gives pharmacy students an opportunity to demonstrate their understanding of pharmacy practice through innovative and financially secure business models.

The Guild-run competition is backed by Sanofi Consumer Healthcare as principal sponsor, EBOS as major sponsor, plus Gold Cross Products and Services and Pharmaceutical Defence Limited (PDL) as other sponsors.

WIN WITH IN ESSENCE

This week, Pharmacy Daily and In Essence are giving readers each day the chance to win one of the range of In Essence Skin Therapy Facial Treatment Oils.

Boasting the power of pure essential oils, In Essence Skin Therapy Facial Treatment Oils are a luxurious addition to your daily beauty ritual for radiant, healthy skin. This is In Essence's first venture into skincare and with a key ingredient of precious Camellia Oil – the ultimate antioxidant – this nutrient rich oil contains a potent mix of essential fatty acids and vitamins to repair and renew the skin. For more information head to www.inessence.com.au

To win, be the first from WA to send the correct answer to the question to comp@pharmacydaily.com.au

What is the main ingredient?

Congratulations to yesterday's winner, Nicole Teffy from Miami Chempro Chemist.



Biologics review

THE Pharmaceutical Benefits Advisory Committee (PBAC) has recommended a post market review of etanercept biologic alternatives for treatment of severe chronic plaque psoriasis.

Medicines included in the review are adalimumab, etanercept, infliximab, ustekinumab, secukinumab and ixekizumab.

A Stakeholder Forum will be held in Melbourne on 20 Oct 2017 to allow for further input.

CLICK HERE for an invitation.

Umb label changes

THE US Food and Drug Administration (FDA) has said it is considering labeling changes to include additional ocular inflammatory conditions for three immune checkpoint inhibitors.

Changes would affect Bristol-Myers Squibb's Yervoy (ipilimumab), Opdivo (nivolumab) and Merck's Keytruda (pembrolizumab), the FDA said.

Orphan additions

EMERGE Health's Nitisinone (Disanit) for hereditary tyrosinemia type-1 has been granted designated orphan status by the Therapeutic Goods Administration.

Two other additions in the last few days are Eisai's Lenvatinib for the treatment of hepatocellular carcinoma and Amgen's Romiplostim (Nplate) for the treatment of chronic immune (idiopathic) thrombocytopenic purpura.

See details at tga.gov.au.

Faster, Easier MedsCheck Recording!

Preview Now



Stay up to date
on the go

Download the app



Pharmacy Daily



Dispensary Corner

WE'VE heard of people keen on Vitamin C, but this is ridiculous.

The price of tomatoes in India has risen so much in recent weeks that armed guards (pictured below) are looking after shipments in part of the country.

According to the *Hindustan Times*, a wholesaler in the city of Indore in Madhya Pradesh state said the security of the salad vegetable is of "considerable concern" with six burly bodyguards deployed to protect the tomatoes during unloading from trucks.

Shortages have seen prices nearly double in some parts of the country, with the *India Today* website warning that "onions are known to tumble governments" in India, while tomatoes are likely to be giving the country's politicians "similar nightmares".



AN AMERICAN company has confirmed it will offer microchip implants to employees, allowing them to access the building, log onto their computers and buy items from a vending machine.

The chips are implanted between a person's thumb and forefinger, with Todd Westby, the CEO of Wisconsin-based Three Square Market saying over 50 staff have agreed to have the US\$300 procedure next week.

He assured staff there was no GPS tracking, and that the data is encrypted and secure.

Health, Beauty and New Products

New Total Hydration for lips

New ChapStick Total Hydration Soothing Vanilla and Conditioning Lip Scrub:

This is the newest two-step lip care routine. Conditioning Lip Scrub gently removes dry, dead skin from lips to encourage softer, smoother lips. Soothing Vanilla balm gives you advanced moisturisation with argan oil, avocado butter and vitamin E. Step 1: Prep your lips with ChapStick Conditioning Lip Scrub (peppermint flavoured). Step 2: Moisturise your lips with ChapStick 100% Natural Soothing Vanilla.



Stockist: 1800 555 057

RRP: \$12.99

Website: www.chapstick.com.au

GAIA Natural Baby Soothing Cream

With its handy tube, the perfect shape for one-handed nappy changes, the new GAIA Natural Baby Soothing Cream slips easily into the nappy or handbag, making it a 'go-to' nappy change essential. This cream can be used for newborns, babies and toddlers – in fact, the whole family from top to toe (or toosh!). Busy mums (and dads) will benefit from applying the lotion to dry and flaky elbows, heels and knees or anywhere that craves a little extra attention. And with colds, allergies and hayfever a constant battle, Gaia's natural baby cream effectively soothes dry irritated noses caused by frequent blowing or wiping.



Stockist: 03 9703 1707

RRP: \$9.95

Website: www.gaia.skinnaturals.com

Dreambaby Strollerbuddy Bags

Dreambaby launches two new on-the-go denim-look Strollerbuddy Bags in a choice of blue or grey. Designed to fit most strollers, they are perfect for when you need maximum storage help. These on-trend bags have been designed with both form and function in mind. Neatly locate all the essentials for life with little ones from nappies to bottles to wipes plus a change of clothes with room to spare.



Stockist: 02 9386 4000

RRP: \$29.95

Website: www.dreambaby.com.au

Brow This Way Fibre Pencil - Rimmel

Rimmel Brow This Way Fibre Pencil is a brow pencil that enhances the brows with nylon fibres for full definition. The highly-pigmented pencil softly fills in brows for intense yet natural colour. The creamy formula deposits tiny integrated fibres to add realistic volume to sparse areas. The fibres hold fast to brows for long-lasting wear. Available in three shades, Light, Medium and Dark, this exciting addition to the Rimmel beauty range makes stunning look-at-me eyebrows an easy option.



Stockist: 1800 812 663

RRP: \$10.95

Website: www.au.rimmellondon.com



Market Wednesday

National. Confidential. Experts.

AUSTRALIA-WIDE LISTINGS

QUEENSLAND

South-East QLD Scenic Rim Pharmacies for Sale	5749
Rural Central QLD Pharmacy for Sale	5743
Toowoomba Pharmacy for Sale	5740
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
North QLD Rural Pharmacy for Sale	5687
Two Sunshine Coast Pharmacies for Sale	5678 & 5681
Southern Downs Pharmacy for Sale	5579

NEW SOUTH WALES

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
Southern Melbourne Metro Pharmacy for Sale	3638
North West Melbourne Pharmacy for Sale	3635
Country Victoria Greenfield Opportunity	3632

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

MAXIMISED RETURNS

Pharmacy Solutions Australia

Pharmacy Business Brokers



SOLD!

**Brisbane Southside
Shopping Centre Pharmacy**
Queensland (#5642) – T/O: \$6.54M (FY16)

Located in a large Brisbane Southside shopping centre next door to a busy Medical Centre.

CONFIDENTIALITY IS KEY

At Pharmacy Solutions we do not allow your business information to be sourced by anyone not deemed capable of purchasing the pharmacy. Other brokers allow this information to be sourced on-line by anyone, but that is harmful to achieving the best outcome for your sale. We take your business seriously.