



Today's issue of PD

Pharmacy Daily today has three pages of news plus a full page from Wizard Pharmacy.

Merck UK pact

MERCK has announced an expansion of its distribution alliance with Public Health England, to include the European Bank of Induced Pluripotent Stem Cells (EBiSC) - a cell bank of over 300 quality-controlled disease-relevant patient-derived human cell lines.

The global distribution agreement includes all geographies except Japan and will see Merck use its sales, marketing and e-commerce expertise to distribute the EBiSC Human iPS Cell Bank.

Cancer burden drops

ALTHOUGH cancer is the disease group with the biggest impact on our health, costing us as a nation more years of life than any other, there has been a drop in the overall burden between 2003 and 2011, according to a report released by the Australian Institute of Health and Welfare (AIHW).

This represents a fall of around 10% and "this same pattern was seen across most individual cancer types," AIHW spokesperson Michelle Gourley said.

"However, this was not true for all population groups, with the cancer burden for Indigenous Australians worsening since 2003," she said.

"Notably, almost a quarter (22%) of the total cancer burden can be attributed to tobacco use."

Go to aihw.gov.au for the report.

Minfos software upgrade

EBOS offshoot Minfos has released a major upgrade of its pharmacy software platform, with significant enhancements including a new modern design and automatic product updates, scripts on file alert and named discount functionality.

Available to all Minfos customers at no charge from this month, the upgrade "further expands Minfos' position as an all-in-one POS/Dispense solution that delivers greater efficiencies for pharmacy," the company said.

EBOS general manager of pharmacy technology, Andrew Hall, said, "At Minfos, our philosophy has always been to deliver a complete solution to help pharmacies maximise their business potential.

"With the free Minfos 5.0.1 software upgrade our customers can operate more efficiently than ever before," he said.

The automatic product update feature can save time and increase accuracy, while stock managers can reduce manual management of product data such as barcodes,

Pharmacy pay rates

THE Fair Work Commission has confirmed a 3.3% hike in award minimum rates, with the increase to apply from 01 Jul this year.

Union group Professional Pharmacists Australia highlighted the increase which applies to students, interns, pharmacists and pharmacist managers.

See the full list of new rates at professionalpharmacists.com.au.

product descriptions and ordering codes, minimising data entry errors.

The Minfos database includes almost 500,000 products sourced directly from the wholesaler or supplier, with more than 4,000 product updates applied daily.

The "scripts on file" alert feature helps to improve the in-store experience by indicating to pharmacy staff at the till or dispensary that the customer has their scripts kept in pharmacy.

"This can assist with customer retention and streamline the script refill process for the customer," Hall explained.

The till module allows retail managers to create discount policies via 'named discounts' such as employee benefits, allowing them to be applied during transactions at the till.

"Increasing business intelligence and enabling more visibility on pharmacy performance are critical considerations of our new update.

"Our solution can assist pharmacies struggling with inventory management, while also enhancing service delivery for our existing customers," he added.

More details on 1300 887 418.

New AusCann advisor

AUSTRALIAN-LISTED cannabinoid specialist company AusCann has announced the appointment of a new chief medical advisor, international medical cannabis expert Dr Danial Schecter (pictured below).

Schecter is the co-founder and medical director of the Canadian Cannabinoid Medical Clinic, a practicing physician and a leader in the field of cannabinoid medicine.

Canada has allowed the use of cannabinoid medicines since 2001, with Schecter spearheading the creation of the 'Patient Handbook on Medical Cannabis' used as a patient education tool.

A clear access system for cannabinoid medicines for Canadian



physicians was established in 2014. "Australian physicians have not been taught about the endocannabinoid system in medical school or post graduate training," Schecter said.

"In order to rectify this situation, to allow patients access to cannabinoid medicines, it is crucial to support medical education."

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Jobs of the Week

- **Pharmacist Manager** - Adelaide, SA (Job# 200014224)
Great work/life balance with only 1 weekend day worked every fortnight.
- **Pharmacist** - Darling Downs, QLD (Job# 200013760)
Friendly team - diverse services - opportunity to build skill set as a Pharmacist.
- **Pharmacist** - NSW South Coast within 1.25 hrs Sydney (Job# 200014170)
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Humira biosimilar

BOEHRINGER Ingelheim has announced that it will be releasing research data demonstrating that its adalimumab biosimilar candidate delivers the same clinical benefits and safety profile as the comparator AbbVie's Humira, in a presentation at the Annual European Congress of Rheumatology (EULAR 2017) in Madrid.

"If approved by regulatory authorities it will increase the treatment options for patients with autoimmune diseases, while contributing to the long-term sustainability of healthcare systems," said Karsten Kissel, head of Global Medical Affairs Biosimilars at Boehringer Ingelheim.

"These data, which complete our biosimilarity assessment, are currently under review by regulatory authorities along with an extensive package of non-clinical and clinical data that make up the total body of evidence required to register a biosimilar."

Humira is widely approved globally for treatment of multiple chronic inflammatory diseases, such as rheumatoid arthritis, inflammatory bowel disease, and psoriasis, disorders that collectively affect the lives of 5-10% of the world population.

CLICK HERE for more detail.

Sanofi 'Click & collect' deal

SANOFI Consumer Healthcare has confirmed that its Bio-Organics Glycemix website will be connected to the Pharmacy Guild's new Click and Collect network - making the product available for consumers to purchase online and 'click and collect' at participating Guild member pharmacies.

Other products on offer through the pharmacy.com.au e-commerce portal (**PD** 09 Mar) include the Ego Pharmaceuticals range, with the system launched earlier this year in the lead up to APP2017.

Sanofi Consumer Healthcare gm Brett Charlton said his company "believes that community pharmacies have the right relationship with their patients."

"We want to support his relationship to support better connections through digital means...as such we are proud to announce we are partnering with the Pharmacy Guild of Australia's Click and Collect initiative."

Click and Collect is free for Guild member pharmacies, allowing them to receive online orders from supplier websites.

According to the platform's gm Aaron D'Souza, "suppliers have thousands of website hits each month from consumers who want to buy the product immediately -

the eCommerce platform allows this purchase for pick up at their closest activated pharmacy.

"The great thing is that the pharmacy receives the revenue from the sale as well as growing the customer relationship," he said.

For more information on the initiative see the website at www.pharmacy.com.au.

TGA eyes macular degeneration claims

AS PART of the Therapeutic Goods Administration's (TGA's) ongoing post-market review of listed medicines, it is investigating all listed medicines to assess their claims around treatment of macular degeneration.

Sponsors are warned to ensure their product indications are not directly or indirectly referencing macular degeneration, that there is strong evidence to support all indications and that product names are not "potentially misleading" within the context of the goods.

Because of the severity of macular degeneration and that it can lead to blindness, it is described as a "restricted representation for listed medicines" - see tga.gov.au.



Zelda cannabis plan

AUSTRALIAN-LISTED biotech Zelda Therapeutics has entered into a manufacturing and distribution agreement with long-established South American pharmaceutical company Knop Laboratories, primarily to help fulfil its cannabis products strategy.

Knop is a 97-year old pioneer company in the development of homeopathic and phytotherapeutics medicine, and has the biggest chain of 70 pharmacies in Chile.

Combined with its world-class, GMP-standard manufacturing facility, Knop is the ideal partner for Zelda to source GMP-grade material and accessing an existing distribution network to fast-track commercialisation of registered products, the company said in an ASX statement.

Zelda recently placed 85,714,286 shares on the ASX at AU\$0.07 per share raising \$6m and was quickly oversubscribed with strong support from Australasian institutional investors (**PD** 11 Apr).

Together with its JV partner, DayaCann, Zelda is undertaking clinical trials in Chile around eczema and insomnia, markets estimated at about \$8b, with results expected toward the end of this year, and has ongoing studies into autism spectrum disorder.



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Pharmacy Daily

Dispensary Corner

A SNEAKY California woman disguised her grandmother's dog as a baby, so she could smuggle the pet into hospital to visit its owner last week.

Shelby Hennick (pictured below) shared pictures on Twitter of her carrying the animal in a blanket.

"My grandma is in the hospital right now and wanted to see her dog," she wrote.

"So I made it look like I was carrying a baby and we made it".

The dog apparently knew something was up, and stayed quiet while Shelby strolled past hospital staff.

The photos have since gone viral, with the tweets attracting more than 500,000 likes and 120,000 retweets.



CHINESE scientists have announced a bold plan to grow potatoes on the moon.

The experiment, reported this week in the *Chongqing Morning Post*, will see the potatoes sealed into a "mini ecosystem" as part of a mission due to launch in 2018.

Also inside the special lunar cylinder will be some silkworm larvae, with the researchers saying if the insects and spuds survive it will yield "important insights about the viability of a future human colony".

If it works, eventually it could be possible to enjoy lunar fast food in the form of hot chips.

SA sends patients to pharmacy

SOUTH Australia Health has highlighted the role of community pharmacy and GPs in easing hospital demand during the winter peak, with a statement issued yesterday saying "it is important that you use your general practitioner or pharmacist for minor illnesses, like a cough or cold."

SA Health deputy chief executive Don Frater said that a number of strategies had been prepared to ease pressure on metropolitan hospitals, and the focus on first consulting with accessible health practitioners including pharmacists was key among these strategies.

"This week we have had some of the busiest days our hospitals have experienced so far this year," he said in SA Health's Winter Plan.

"As a result we are enacting our winter demand management plan to free up as many beds in our hospitals as possible to manage this demand," Frater said.

Measures include postponing a number of non-urgent elective surgeries, with Frater thanking health professionals stretched due to the increased demand.

New \$44m listing

THE government has announced the PBS listing of Vimizim (elosulfase alfa) which will be available under the Life Saving Drugs Program effective from 01 Aug 2017.

The medication treats a rare medical condition known as Morquio A Syndrome or mucopolysaccharidosis (MPS) type IV A - an inherited metabolic condition which affects people who are deficient in a crucial enzyme needed to break down long chains of sugar molecules.

Before accessing the drug patients will need to undergo a clinical assessment and then yearly checks to ensure Vimizim treatment continues to be appropriate for their condition.

Vimizim is only the 13th medicine to be added to the Life Saving Drugs Program, with the \$400,000 annual cost per patient expected to see government funding of \$44 million over five years to treat 20 children - possible because of "responsible financial management of the cost of medicines," the govt said.

Win with Milkman Shaving Co

This week Pharmacy Daily and Milkman Shaving Co are giving away each day a bottle of their Clear Shave Gel.

The boys at Milkman Grooming Co. have launched something that will change the shaving game and the faces of men across Australia - the new Milkman "Clear Shave Gel". Water-based not soap based, so it doesn't dry your skin, making it perfect for teens learning how to shave and those with sensitive skin. It allows for the blade to glide across your face with minimal resistance. It's peppermint and menthol fragrance serves to invigorate your sense of smell and touch with a soothing freshness on the skin, that keeps your face feeling cool before, during and after you shave. Good for 100 shaves. RRP \$25.00. **SEE MORE HERE.**

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

Who should use the Clear Shave Gel?



Congratulations to yesterday's winner, Renai Habets from the Pharmacy Guild of Australia.

Events Calendar

WELCOME to *Pharmacy Daily's* events calendar, opportunities to earn CPE and CPD points.

If you have an upcoming event you'd like us to feature, email info@pharmacydaily.com.au.

28-30 Jul: PSA17; Hyatt Regency, Darling Harbour, Sydney; for details see: www.psa17.com

5-9 Aug: Medici Capital Pharmacy Snow Business Conference 2017; Mt. Buller, Victoria; register your interest here: www.medicicom.au

6-12 Aug: Pharmeducation Pharmacotherapy Update; Cable Beach Club Resort, Broome; details here: www.pharmeducationbroome.com

1-3 Sep: Pharmacy Connect; Hilton Hotel Sydney; register here: www.pharmacy-connect.com.au

10-14 Sep: 77th FIP World Congress of Pharmacy and Pharmaceutical Sciences 2017; Seoul, Republic of Korea; register here: www.fip.org

24-28 Sep: 2017 Pharmacy Alliance Members' Forum; Palazzo Versace, Gold Coast; register here: www.pharmacyalliance.com.au

17-19 Oct: World Self Medication Industry General Assembly 2017; ICC Sydney; registrations opening soon: www.wsmiga2017.com

26 Oct: CMA Annual Conference and Industry Awards; Sydney; details here: www.cmaustralia.org.au

26-28 Oct: Pharmacy Assistant National Conference; QT Gold Coast; for details see: www.pharmacyassistants.com

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