

puranox®

PREVENTS & DIMINISHES SNORING

PuraNox® anti-snoring spray now available in Australia

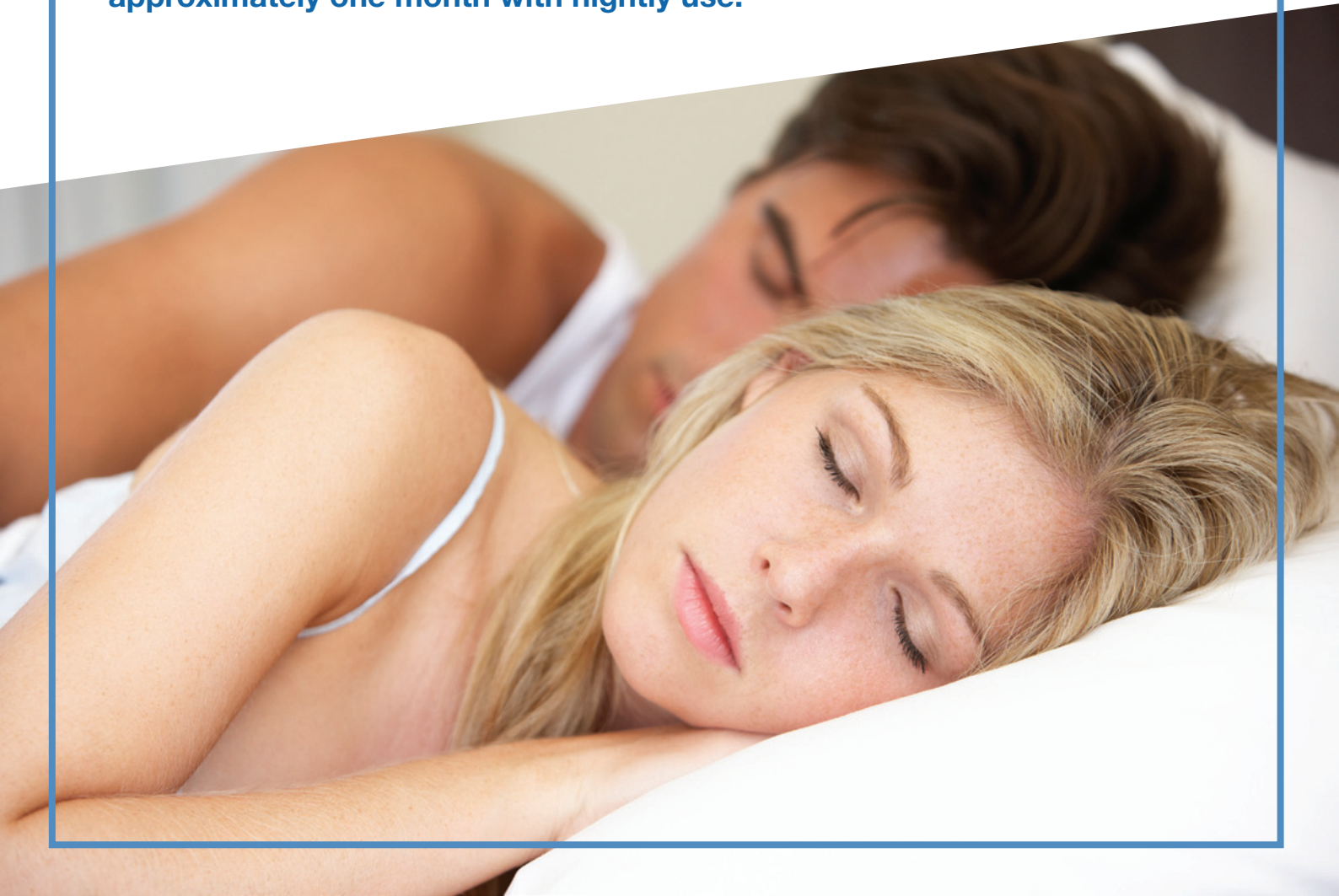
- Moisturises and tightens soft tissue to provide rapid and lasting relief from snoring
- Highly successful in Europe
- Reduces reverberation and vibration associated with snoring severity and volume
- Ergonomically designed applicator for ease of use
- 100 percent natural extracts, no hormones, preservatives or ingredients from animal origin
- Advertising campaign launching this month



PuraNox anti-snoring spray is now available in pharmacies across Australia and comes with a recommended retail price of \$27.95. The 45ml spray lasts for approximately one month with nightly use.

firstpharma+

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Today's issue of PD

Pharmacy Daily today has three pages of news plus a front cover wrap from Puranox.

Victoria to scrutinise franchise applications

THE Victorian Pharmacy Authority has updated its approach to "complex licence applications" for pharmacy premises - designated as such if they involve third party commercial arrangements such as franchise agreements or arrangements with banner groups.

In the first instance complex applications will be referred to a monthly meeting of the Authority, and documents from applicants may be examined "to ensure that a third party does not have an undue influence or proprietary interest in the pharmacy business".

Applicants who lodge a complex application may experience an extended processing period and are advised to plan accordingly, with more details at pharmacy.vic.gov.au.

The site also includes the final report from PharmConsult, which was commissioned late in 2016 to conduct an external review of the Authority's application processes.

TWC reports \$8m earnings

TERRY White Group yesterday unveiled its financial results for the year to 30 Jun, with the company recording earnings before interest, tax, depreciation and amortisation of continuing operations of \$8m.

However the net loss after tax for the parent company of TerryWhite Chemmart was \$864,000, due to "integration and branding costs".

Total revenue surged 177% to \$91m, including a doubling of service revenue to \$50.7 million, with ceo Anthony White saying the past year had been transformative for the group following its merger with Chemmart.

He said the deal had delivered significant growth, and "although the retail environment remains highly competitive and fragmented, we are confident the combined group now has a solid platform for future growth".

While costs associated with the merger and integration impacted profit, the underlying business remains strong, White said.

"We are very focused...on harnessing the synergies of the two groups and leveraging the increased customer recognition from our rebrand to deliver uplift in earnings in the future," he added.



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White said all integration activities were on schedule, with 75% of the group's approximately 500 pharmacies nationally already now operating under the TerryWhite Chemmart banner and the remainder to be completed before the end of Dec 2017.

"The speed at which the stores have been rebranded is impressive and we believe the distinctive green TerryWhite Chemmart signage is having a real impact in the pharmacy sector, with extremely positive feedback from customers to date," he said.

The rebrand is being supported with a significant investment in marketing, which will include the combined group's first national consumer campaign.

White said the group was well positioned to leverage its scale and increased levels of brand recognition to further build retail sales and improve results, despite the current subdued conditions.

"The pharmacy sector is facing a great deal of change, and we are constantly working to ensure our members, and our business, are in the best possible position to deal with the challenges that lie ahead," White added.

OTC snoring solution

PHARMACISTS are set to play a critical role in the introduction of a new over-the-counter snoring cessation therapy that offers relief to the thousands of Australians impacted by the condition.

PuraNox anti-snoring spray is formulated using 100% natural extracts and contains no hormones, preservatives or ingredients from animal origin.

Now available nationally with a recommended retail price of \$27.95, the spray acts to strengthen the soft palate and lubricate the surrounding mucosal tissue, while also providing a decongestant effect resulting in a reduction of reverberation and vibration associated with snoring severity and volume.

See the **cover page** of today's *Pharmacy Daily* for details and **CLICK HERE** for the YouTube video.

Spring spotlight spots

THERE are just two spaces remaining for companies wanting to showcase their spring product specials for pharmacies in *Pharmacy Daily's* Spring Spotlight.

The first instalment will appear next Tue 05 Sep - for details on how to take part call Mel on 1300 799 220.

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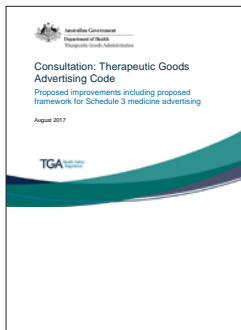
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TGA consults on advertising

THE Therapeutic Goods Administration has launched a consultation on proposed improvements to the Therapeutic Goods Advertising Code, including seeking comments on a possible framework for the advertising of Schedule 3 (pharmacist-only) medicines to the public.



via an expansion of Appendix H with additional statements saying "Your pharmacist must decide if this product is suitable for you".

Interested parties should respond by close of business on Fri 13 Oct, with a further round of public

consultation on the new draft code planned for late 2017/early 2018.

For more info see tga.gov.au.

The move is part of the Expert Review of Medicines and Medical Devices Regulation, which made recommendations in relation to advertising which have been accepted by the government.

A consultation earlier this year saw strong support for permitting the direct to consumer advertising of a wider range of Schedule 3 substances, and a proposed framework has been outlined in the consultation paper.

A range of changes have been proposed including mechanisms for effective sanctions and enforcement of requirements, with the TGA seeking feedback on the development of a new Code that is proposed to contain "clearer and more specific details of what is and is not permitted in respect of advertisements about therapeutic goods" - along with possible guidelines for advertisers.

The consultation paper also canvasses an option for an advertising framework for S3 medicines, allowing them to be advertised directly to consumers

CMA hails new draft legislation

COMPLEMENTARY Medicines Australia (CMA) has welcomed the release of the "exposure draft" of the *Therapeutic Goods Amendment (2017 Measures No. 1) Bill 2017* which includes amendments to provide a new approval pathway for listing complementary medicines with higher therapeutic indications and health claims.

CMA ceo Carl Gibson said the measure aimed to reward greater investment in R&D by industry, providing an incentive to further expand the clinical research base for complementary medicines.

He said the use of traditional and complementary medicines (CMs) is growing worldwide, with a supportive business environment set to help the Australian CM sector continue its rapid growth, support local innovation-rich manufacturing and Australian based research.

South Australia's PATY finalist

GAWLER Place Priceline Pharmacy pharmacy assistant Kimberley Hunt (pictured) has been chosen to represent South Australia at the National Finals of the 2017 Pharmacy Guild of Australia/Maxigesic Pharmacy Assistant of the Year Award (PATY).



Australia at the National Finals at the 2017 Pharmacy Assistant National Conference on 26 Oct at the Gold Coast.

The National winner will take home over \$10,000 in cash, prizes and other rewards.

"I would also like to acknowledge Katarina Curak who was

Hunt was chosen over 14 other state finalists in a competitive demonstration of pharmacy skills in customer service and leadership.

Pharmacy Guild of Australia training manager and national PATY judge, Deborah Scholz said the Award was the premier opportunity to recognise and reward outstanding pharmacy assistants throughout Australia.

"The PATY Award was created to recognise pharmacy assistants who not only go the extra mile to help their customers but are also proactive in developing their careers."

Hunt will represent South

awarded the South Australia winner of the Glucojel Super Star Award for outstanding customer service skills in community pharmacy," she said.

ACCC rules on eRx

THE Australian Competition and Consumer Commission yesterday issued a draft determination, proposing to grant authorisation to eRx Script Exchange to give effect to its ongoing revenue sharing arrangement with IP MDS Pty Ltd (formerly MediSecure) through until 30 Jun 2020.

The ACCC granted interim authorisation to the pact earlier this year (**PD** 07 Jun), allowing eRx and MDS to continue to operate their respective electronic prescription exchange systems interoperably, and share the fee that is paid to the dispensing pharmacist under the Sixth Community Pharmacy Agreement.

The ACCC will now consider submissions in response to the draft determination before issuing a final decision - see acc.gov.au.

New surcharge rules

AUSTRALIAN businesses are now banned from charging more in credit card fees than they actually cost from the merchant service provider, under new rules which became effective nationally today.

The rules mean potentially every type of card could have a different charge applied, with full guidance provided at www.accc.gov.au.

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Jobs of the Week

- **Pharmacist Manager** - Goldfields Region Victoria (Job# 200014583)
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- **Pharmacist Manager** - South West WA (Job# 200014434)
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Dispensary Corner

IN THIS connected age we are constantly being urged to ensure we protect ourselves against computer viruses - but it's a little difficult when it's a computer inside your body.

The US Food and Drug Administration yesterday issued an advisory note confirming almost 800,000 pacemakers could be prone to hacking.

The St Jude-branded devices have a theoretical cyber-security vulnerability which could be exploited to cause the devices to run too fast or deplete their batteries quickly.

Abbott said it wasn't aware of any cases of their pacemakers being hacked, saying it would require a "highly complex set of circumstances" - while the US Department of Homeland Security said any cyber attacker would need "high skill".

Fortunately all that's needed for patients to protect themselves is an upgrade - which can be easily done in-situ via a three minute wi-fi upload the next time they visit the cardiologist.

US RETAILING giant Amazon is in hot water over last week's solar eclipse, after a couple launched a class action lawsuit claiming a three-pack of special "eclipse glasses" were not safe to view the phenomenon.

Amazon had previously issued a recall of the glasses after it was unable to verify they were made by reputable manufacturers.

The couple claimed they didn't receive notice of the recall, and after viewing the eclipse developed blurriness and distorted vision in the following days.

Reprimand removals policy

THE Pharmacy Board of Australia has advised of a new policy to ensure consistent removal of reprimands from the national register of practitioners.

The policy has been approved by all National Boards, and will ensure reprimands imposed by a performance or professional standards panel, professional standards committee or relevant tribunal or court are eliminated in a "consistent and effective way".

It also allows for the removal of reprimands imposed under previous legislation to be considered on an individual basis, consistent with removal powers under that legislation.

A sanction imposed under the National Law will be deleted from the national register on the publication end date set by the relevant panel, committee, court or tribunal - or if no end date has been set it will be removed no earlier than five years from the date of initial publication.

The affected practitioner must

make an application for removal of the reprimand, and no relevant event must have occurred in the five year period of publication of the reprimand.

The new policy becomes effective from 02 Oct 2017 and will be reviewed annually, with an application form for removal of a reprimand to be made available online at www.ahpra.gov.au.

Details of the new policy were released in a communiqué from the Pharmacy Board's last meeting, which also announced that final year pharmacy students have been invited to participate in a webinar next week which will help them in the transition from student to provisional registration.

The online event will be hosted by Brett Simmonds, Pharmacy Board of Australia deputy chair and practitioner member from Qld, and will also be published on the Board website about two weeks after the webinar which takes place on 06 Sep 2017 - more details from pharmBAwebinar@ahpra.gov.au.

New US antibacterial

THE US FDA has approved Vabomere (meropenem/vaborbactam), a new antibacterial drug for the treatment of adults with complicated urinary tract infections (cUTIs).

Vabomere was designated for priority review under the FDA's Generating Antibiotic Incentives Now (GAIN) initiative.



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.

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

16-19 Nov: Medicines Management Conference 2017; ICC Sydney; details tbc: www.shpa.org.au

Win with aquamamma®

This week, Pharmacy Daily and aquamamma® are giving away each day a prize pack including Mixed Berry, Orange, and Lemon formulated beverages.

aquamamma® was developed by an Australian obstetrician to help meet the hydration needs of pregnant, birthing and breastfeeding women. It has been formulated with added folic acid, is also low in sugar and sodium and contains natural colours and sweeteners. aquamamma® is an ideal beverage to help meet your daily hydration needs and comes in three great tasting flavours! **CLICK HERE** to find out more.



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

How many flavours does aquamamma® come in and what are they?

Congratulations to yesterday's winner, Donna Delgado from Woodlake Village Pharmacy.

*AQUAMAMMA is a registered trade mark. CH-0283 08/17