



The **SMART** way to increase profit

- ✓ **Lowest fees**, guaranteed
- ✓ **Save money** with
 - our wholesale discount maximiser
 - unbeatable generics discounts
 - order with top discount & minimum quantities only when you need stock
- ✓ **No lock-in** contracts
- ✓ **True flexibility** for true independence

CONTACT US NOW

VIC/TAS:	HEATH SZYRKO 0467 700 999
NSW/ACT:	SAI MCKENNA 0400 144 539 MUSTAPHA KATTAR 0421 196 434
QLD:	MARY-ANN FALLON 0476 600 452
WA/SA:	KOA WHELAN 0430 374 050

VISIT smarterpharm.com OR **EMAIL** office@smarterpharm.com.au



Today's issue of PD

Pharmacy Daily today has three pages of news plus a front full page wrap from SmarterPharm.

Limp TGA decision

PHARMACISTS say the TGA decision to leave vardenafil and sildenafil S4 is a missed opportunity for them to help the 60% of Australian men aged 45 years plus with erectile dysfunction.

Last Sat 16 Sep the Australian College of Pharmacy held their "Pharmacy Controversies" half day CPD seminar in Brisbane.

In a presentation about managing risk in the treatment of erectile dysfunction, Dr Brett MacFarlane from the Australian College of Pharmacy informed the audience of the 15 Sep announcement of the interim decision by the TGA Scheduling Delegate to leave both vardenafil and sildenafil as S4, despite recent applications by their respective sponsors for down scheduling to S3.

Electricity price pressure

CO-FOUNDER and group director of Chemist Warehouse Damien Gance has joined the chorus of Australian chief executives and corporate leaders highlighting the intensifying pressure on business and consumers of mounting energy bills, with the national retailer working harder than ever to limit the impact on shelf prices, *The Australian* reports.

Gance said the issue of energy prices had "bubbled its way" through his management ranks and he was aware of the threat it posed to the chain's competitive offering as consumers became more cautious about discretionary purchases.

"Chemist Warehouse is a business grounded on passing the best prices to consumers so any input price that materially changes affects our capacity to continue to charge competitive pricing as we do," Gance said.

"We do what we can to offset any

electricity price rises," he added, claiming along with other business leaders that energy security is a key threat and challenge to profitability, the economy, living standards, employment as well as to household budgets.

Gance said the retail environment now was as tough as the chain had experienced during the GFC and when it was first established.

"We have had multiple challenging periods, trading through the GFC, the initial building of the business was difficult and it is certainly an area we are finding that you need to continue to innovate, you need to continue to do more in order to get the same growth that was coming somewhat easier historically."

The co-founder emphasised that Chemist Warehouse was not for sale to private equity and there were no plans at this stage to float it in an initial public offering.



Smarter independence

SMARTERPHARM and Alliance Pharmacy are reminding pharmacist owners that uniting resources and support while retaining independence makes for a stronger pharmacy option.

With wholesale trading terms, generic and vaccine supply deals, professional services support as well as retail management and marketing tools, SmarterPharm, now merged with Pharmacy Alliance, invites queries from pharmacists.

See more on the **front page of Pharmacy Daily**.

TGA fake drug alerts

THE Therapeutic Goods Administration (TGA) has issued warning alerts around two fake drugs.

'Body Con Plus' capsules contain sibutramine and phenolphthalein, which have both been withdrawn from the Australian market.

'7-Day Slim Extreme' capsules also contain sibutramine - tga.gov.au.

Loyalty Club
JOIN THE CLUB TODAY

Chemist Warehouse CLUB DISCOUNT CARD
SAVE EVERY DAY

Chemist Warehouse DISCOUNT Centre

- ✓ Complete Business Solution
- ✓ Guaranteed Sales & GP\$ Growth
- ✓ Low Fees - From \$2,990* Per Month
- ✓ Up to \$25,000 I.T. POS Sign On Incentive*
- ✓ Fully Developed Marketing & Promotions Strategy
- ✓ Fully Managed Ordering System
- ✓ Free Customer Rewards Program
- ✓ Professional Services Programs & Implementation
- ✓ Complete Retail Pharmacy Strategy

*Terms and conditions apply

Contact:
 NSW: Julie Madgwick 0459 881 317
 QLD: Anthony Wilson 0429 501 164
 VIC/TAS/SA: Paul Jackson 0439 660 229
 VIC/TAS/WA: Olcay Yildiz 0459 866 850

CHEMIST DISCOUNT CENTRE WELLNESS CLINICS

- Allergy and Hayfever Wellness Plan
- Pain Management Wellness Plan
- Quit Smoking Wellness Plan
- Digestive Health Wellness Plan

Always at the centre of your health



Amcal earns Prime Award



the award for the Best Public Health Initiative at the prestigious annual Prime Awards at a ceremony in Sydney last week.

The Prime

AMCAL'S Kidney Health Assessment program has taken out

Awards are designed to recognise and reward excellence within healthcare communications and its impact on the community.

This award was shared by both Amcal and Naked Communications.

Amcal's Kidney Health Assessment program includes the KidneyCheck screening test, which is a quick and easy way to check for one of the first signs of kidney damage indicated by protein in your urine, and was developed in conjunction with Kidney Health Australia.

Pictured is the Sigma/Amcal marketing team at the Prime event.

One stop vax shot

A RESEARCH team at Massachusetts Institute of Technology (MIT) has designed a new type of micro-particle that could combine all childhood vaccines, including second and third followup needles and boosters into a single jab.

While the approach has not yet been tested on patients, scientists from MIT say they are very excited.

Prof Robert Langer, from MIT, said, "This could have a significant impact on patients everywhere, especially in the developing world."

The new vaccine is comprised of particles that look like miniature coffee cups filled with vaccine with the design of the cups such that they can break down and spill their contents at just the right time.

Tests show the contents can be released at exactly nine, 20 and 41 days after injection, while other particles that last for hundreds of days have also been developed, the researchers say - see bbc.com.

Win with Aromababy

This week Pharmacy Daily and Aromababy are giving away five Eczema Care Kits including unscented duo Pure Baby Moisture Cream 125mL, Pure Baby Wash 150mL and best selling Barrier Balm.

Aromababy was launched in 1994 as the first, natural baby brand of its kind.

Aromababy offers a comprehensive selection of natural and organic products for mother and child including unscented/essential oil free, for sensitive skin and for older children, all of which are free from dairy/goatsmilk, sulphates and parabens. Gift-with-purchase, free samples, testers, training and product for Maternal and Child Health Nurse available to pharmacy. Email info@aromababy.com or call 03 9464 0888 for more information.

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

Name two organic oils in our Barrier Balm that may help moisturise and soothe, including when eczema and nappy rash are present.

Congratulations to yesterday's winner, Nadine Tey.

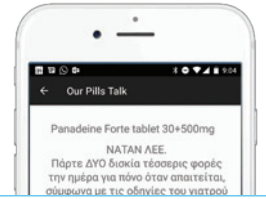


Do your patients struggle reading prescriptions in English?

INTRODUCING
OUR PILLS TALK
Prescription Phone App



For more information
call 1300 669 865



Real-world evidence improves adherence

REAL-WORLD evidence (RWE) - that is to say data derived from multiple sources outside typical clinical research settings - can improve patient insight and adherence to product use in the real world, according to recent research commissioned by Bayer.

An understanding of RWE by prescribers, dispensers and consumers of medicines can inform decision making processes with the same

assurance of stringent trials in a clinical setting, researchers indicated.

Patient records, post-marketing drug use, health data gathered by government registries, drug performance in clinical practice and more make up RWE, scientists said.

Sydney cardiologist and heart failure specialist Professor Andrew Sindone (**pictured**) commented that "not all evidence is created equal" and RWE has an increasingly valuable role of informing the health care professional counselling patients.

See more at nejm.org.



Paracetamol poisoning

ACCIDENTAL paediatric exposures and deliberate self-poisoning incidents frequently involve paracetamol, according to an article in the MJA - mja.com.au.

Top Aussie firms

THE Australian Financial Review has published its annual list of the top 500 private companies in Australia ranked by revenue.

The list includes public unlisted companies, partnerships, associations and private companies with the data compiled by IBISWorld via primary research.

Health-related businesses appear strongly in the top 100 with St Vincent's Health Australia at rank 13 down from position 11 last year and employing 13,000 people improving revenue by 0.5% to \$1.88b.

St John of God Health Care held its 20th ranking and has 8,628 employees with revenue up 6.7% to \$1.68b.

Ranked 24th was UnitingCare Queensland (23rd last year) with a whopping 16,000 employees.

Calvary climbed from 33rd last year to 31 in 2017, with revenue up 3.3% to \$1.21b and employing 6,400.

Clifford Hallam Healthcare wholesaler, now known as CH2, jumped straight into rank 36 with 22.3% revenue boost to \$1.1b employing 390 people.

Mater in Qld ranked 47 (42 in 2016) with 6,247 employees increasing revenue 1.4% to \$940m.

Among private pharmaceutical companies, Ego Pharmaceuticals ranked 303 with 15.6% revenue growth to \$190m, employing 541.

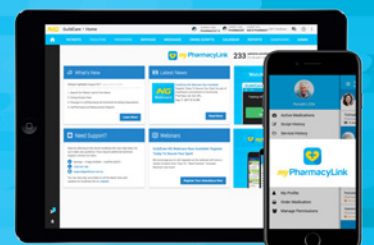
UFS Dispensaries gained 11.3% in revenue to \$69.7m bringing their ranking just inside the top 500 to 495, while employing 453 Victorians.

Details are at afr.com.

Book Your GuildCare NG Upgrade Now!

Your upgrade is part of your annual subscription + includes myPharmacyLink at no additional cost.

1300 859 328



Stay up to date
on the go

Download the app



Dispensary Corner

THE drinking of alcohol in the bewitching hour (or the "It must be five o'clock somewhere" syndrome) has been shown to be associated with an individual's circadian rhythm, according to University of Adelaide researchers.

The study showed that mice's immune systems influence their desire to drink in the evening, when scientists managed to switch off the impulse by blocking the specific response in the mouse brain immune system.

Now published in the journal *Brain, Behavior and Immunity*, this research is one of the first of its kind to show a link between the brain's immunity and the motivation to drink alcohol at night.

CLICK HERE for the research.



SCHOOL children are the latest weapon in New Zealand's South Island war on growers of cannabis, according to local rag *Marlborough Express*.

Havelock School in the picturesque Marlborough Sounds has run a police appeal in its latest newsletter, just below the cross-country race results, urging teachers, parents and pupils to be "extra-vigilant as the cannabis-growing season approaches".

The newsletter also urges readers to look out for "people in the bush who do not look like they are hunting or tramping", a NZ term for bush-walking.

Latest health ministry figures say NZ has relatively high cannabis use (11%) across all age groups.

Codeine rescheduling rants

MAINSTREAM media coverage has prompted angry online reactions to the Therapeutic Goods Administration (TGA) rescheduling of products containing codeine from S3 to S4, prescription only.

A report on *news.com.au* on Fri highlighted the upcoming change and provoked more than 260 Facebook posts from members of the public, almost all of which opposed the move.

Amid frequent references to the "nanny state", readers expressed concern over being able to readily access codeine products and the impact of having to seek appointments at their GP.

The following are a selection of some of the Facebook comments:

Dan Hambly: "This country is turning into such a nanny state, whatever happened to people taking responsibility for their own actions :(""

Hethah Le Bacón: "Why can't they treat it the way they treat products with psudoeephedrine in them?"

"This will end up with more pressure on the hospital system.

"If I'm caught unprepared for a migraine, I can just make it to the chemist and back home before the vomiting."

Simone Coulon: "Besides the GP's, the only people who agree with this

have never experienced or have to live with chronic pain."

Sharon Curle: "This is ridiculous, people are not going to get on top of their pain and will need to take more time off work!"



"It's ridiculous that someone has to spend \$90 for a headache pill!"

Kymberley Krogh: "Great just clog up the doctors office more and spend more of tax payers money paying for visits to GP's for legitimate users!"

Elizabeth Pentland: "Soooo ridiculous! So it will be even more difficult to get into a doctor if you are really sick since anyone with simple period pain or headache will now be clogging up clinic waiting rooms on a regular basis for prescriptions. So impractical!!!"

Patients are advised to talk to their pharmacist about alternative ways to manage their pain.

ADEs from dispensing

ADVERSE drug events (ADEs) and medication errors associated with drug dispensing in mental health hospitals were reported at 4.6% of "opportunities for error" in a meta-analysis published in *Drug Safety*.

Ten electronic databases were searched, including MEDLINE, Embase, CINAHL, International Pharmaceutical Abstracts, PsycINFO, Scopus, British Nursing Index, ASSIA, Web of Science, and Cochrane Database of Systematic Reviews giving up 20 studies qualifying for evaluation.

Pharmacy dispensing was not the only concern in these environments, with prescribing errors happening at the same rate.

Most disconcerting were administration errors occurring in 3.3% to 48% of opportunities for error - **CLICK HERE**.

Parkinson's live study

RESEARCH teams at the South Australian Health and Medical Research Institute (SAHMRI) have announced they will be trialling an innovative in vitro platform to study live brain cells directly from Parkinson's patients, rather than using classical animal models.

This new research strategy emerged from a recent Nobel Prize discovery about reprogramming stem cells - **CLICK HERE** for details.

Guild Update

Making the most of vaccination services

THE Pharmacy Guild has developed a Vaccination Service Business Support Guide and Workbook to provide pharmacy owners with information on how to implement a vaccination service within their pharmacy to ensure they are providing a quality and consistent service.

This business support package is made up of a guide, workbook and checklist, and complements clinical training by focusing on the practical requirements of implementing a vaccination service into a pharmacy business.

The *Designing Your Vaccination Service* workbook is based on the Continuous Quality Improvement methodology and focuses on the tools and techniques that will allow pharmacists to examine their business operational plans and workflows.

Guild Learning and Development offers training courses for pharmacists to become pharmacist vaccinators. Pharmacists will need to complete online training and a face-to-face workshop facilitated by their local Guild Branch.

The Vaccination Service Guide downloads are available for members from the Guild website under the resources tab.