

PDL RENEWAL DUE

member login to get started
www.pdl.org.au



Today's issue of PD

Pharmacy Daily today has two pages of news plus a full page from Pharmacy 4 Less.

TGA ViaGro warning

THE Therapeutic Goods Administration (TGA) has issued a safety advisory that ViaGro 500mg Male Enhancement capsules contain the undeclared substances theophylline and caffeine and pose a serious risk to your health and should not be taken - tga.gov.au.

Amazon drops drugs

MEGARETAILER Amazon has reportedly shelved plans to sell and distribute pharmaceutical products to hospitals, according to a report by *CNBC*.

Hurdles hindering the retailer include bulk selling issues and associated logistics.

This doesn't rule out other options in health care however, with robot Alexa and the 'Grand Challenge' team still in play.

API addresses soft demand

AUSTRALIAN Pharmaceutical Industries has refined tactical sales activity and continues to develop exclusive products and range extensions, as part of a strategy to combat weak consumer demand which saw the company report a 24.9% decline in H1 net profit to \$24.9 million (**PD** breaking news).

CEO Richard Vincent said that as of 28 Feb the company had 466 Priceline Pharmacy stores, with a "robust pipeline" of potential partners - but network growth has slowed slightly "as we move to address unrealistic rental demands for ourselves and franchise partners," pledging progress in the coming months in pushing back on landlords who do not reflect the current retail environment reality.

Vincent said the half yearly result was slightly ahead of the outlook provided earlier in the year (**PD** 22 Jan), noting that the Pharmacy Distribution business performed strongly with underlying growth of 9.8% - masked by lower demand for

high cost Hepatitis C medicines.

The company said the decision by AstraZeneca to deliver selected products via a non-CSO wholesaler had a "minor impact" in the period.

Suppressed consumer demand led to a small drop in like-for-like Priceline store sales, but Vincent said the brand had held its health and beauty market share steady.

He said the Priceline Pharmacy network was expected to grow and generate efficiencies due to major capital investments in recent years.

"We anticipate that current consumer sentiment will remain, but we have a strong customer offering backed with a sales-focused marketing program and remain confident in our retail store pipeline," Vincent said.

The API Board declared 3.5c per share dividend, with Vincent saying the company currently expects its full year result to be marginally higher than FY17 "assuming the current trading conditions do not deteriorate further".

Cannabis in diabetes

ASX-LISTED biopharmaceutical company Zelda Therapeutics is broadening its research to include diabetes related cognitive decline.

Working with the Curtin Health Innovation Research Institute at Curtin University, Zelda said it will study "the effect of a cannabinoid-based therapeutic moderating the effects of cerebral capillary damage associated with diabetes".

The risk of developing dementia for people with diabetes is almost three times greater than the normal healthy population, the company said, and well-validated animal models of diabetic cognitive decline developed by Curtin University will be studied by a team led by NHMRC's Dementia Leadership Research Fellow Associate Professor Ryu Takechi.

The commercialisation potential for any prophylactic therapeutic intervention arising from the research could reach US\$1 trillion.

Last month Zelda also expanded its pre-clinical trial for pancreatic cancer with Curtin University.

Formulated
by science



**PRACTITIONER
STRENGTH**

AMPLIO⁺
FORMULATED BY SCIENCE

Speak to your Apotex Territory Manager
for more information

ALWAYS READ THE LABEL. USE ONLY AS DIRECTED.
IF SYMPTOMS PERSIST SEE YOUR HEALTHCARE PROFESSIONAL.

Apotex Pty Ltd, Macquarie Park NSW 2113, ABN 52 096 916 148. The APOTEX and Amplio trade marks are used under licence. Copyright © February 2018. All rights reserved. www.ampliovitamins.com.au PM-AU-1256



Will your software provider **protect** your business today and into the future?

Find out how **guildlink** ticks all the right boxes

Stand 308-311 

Dispensary Corner

HEALTH and safety officials in Norway are serious about keeping the community out of danger, last week issuing a warning that high school graduates should avoid having sex on roundabouts.

The country's national transport regulator also highlighted the dangers of running naked across bridges - not just for the students but also for drivers.

The annual "Russ" post-graduation period involves lots of partying, and each year unfortunately also leads to the deaths of teenagers and sometimes other motorists who are shocked at what they see.

Public Roads Administration chief Terje Moe Gustavsen issued a media release titled 'No Sex on Roundabouts' which included a statement that "it may not be so dangerous for someone to be without clothes on the bridge, but drivers can get too much of a surprise and completely forget that they are driving".

COULD this be in the "the dog ate my homework" category?

Eight police officers in Argentina have been suspended over about 550kg of seized illicit marijuana which has apparently disappeared from a warehouse in Pilar.

After the drugs were found missing, an investigation ensued with the police responsible for the stash claiming the missing weed had been "eaten by mice".

However forensic experts doubted the story, saying it was unlikely rodents would see the cannabis leaf as food - and even if they did "a lot of corpses would have been found in the warehouse".

TerryWhite Chemmart's top pharmacist

TERRYWHITE Chemmart's Pharmacist of the Year, Karen Brown of TerryWhite Chemmart Samford, was announced this week at a gala dinner held at the Pullman Hotel, Melbourne.

Announcing her win at the inaugural HEART awards, TerryWhite Chemmart's chief operating officer, Duncan Phillips said Karen's passion for pharmacy as well as her motivation and drive made her a worthy recipient for the honour.

"A true leader, Karen has driven record growth in her pharmacy by understanding what her local community needs and going the extra distance to deliver for them," Phillips said.

"By working closely with her team, Karen has redefined how people view their local pharmacy.

"She has shown the strength of the TerryWhite Chemmart brand by proving we are a true hub of health services and not just a dispenser of medications."

Karen receives \$2,000 towards



furthering her education allowing her to continue providing the Samford community with the best possible advice and service.

Pictured L to R are TWC national operations manager Nick Munroe, Karen Brown and TWC chief operating officer Duncan Phillips.

APP spam alert

APP2018 organising lead Kos Sclavos has issued an alert around spam emails offering attendee lists for APP2018.

Sclavos emphasised that the emails are in no way associated with APP or the Guild, which "do not sell or provide contact details to any third parties, ever."

Win with SkinB5

This week **Pharmacy Daily** & **SkinB5** are giving away each day the Acne Control Extra Strength Tablets.

Utilising the power of vitamin B5, SkinB5's innovative Natural Acne Treatment System combines supplements and skincare to eliminate and treat the underlying causes of Acne from the INSIDE OUT. See www.skinb5.com for more.

To win, be the first person from SA or NT to send the correct answer to comp@pharmacydaily.com.au

What is the initial dosage of Extra Strength Tablets for acne sufferers?

Congratulations to yesterday's winner, Lauren Bradshaw from Currambine Pharmacy.



Travel Specials

WELCOME to *Pharmacy Daily's* travel feature. Each week we highlight a couple of great travel deals for the pharmacy industry, brought to you by *Cruise Weekly*.

CRUISE WEEKLY

Sponsored by *Cruise Weekly*
your FREE cruise newsletter
Subscribe now
www.cruiseweekly.com.au

Norwegian's Free at Sea

CHOOSE up to five free offers such as a beverage pack, shore excursion credit, specialty dining package, free WiFi and friends/family sail at a reduced rate as well as receiving up to \$1,000 free onboard spending credit when booking a Norwegian Cruise Line journey.

For example book the Haven or Suites on an Alaska Highlights 7-Day cruise from Seattle from AU\$1,594 per person. Visit ncl.com for options.

Domestic flights included with Ponant

CRUISE Emblematic Antarctica for 11 days with Ponant and domestic flights Buenos Aires to Ushuaia return are included on this polar expedition cruise to the heart of the icy realm that is the Antarctic Peninsula.

Experience the enchantment of the breathtaking landscapes inhabited by astonishing wildlife. Discover the treasures of Antarctica on board truly luxurious yachts with French crew, service and gastronomy. See au.ponant.com for more.



WANT TO OWN YOUR OWN PHARMACY?

MEET US AT

APP 2018

Stand 13-14

JOIN AUSTRALIA'S FASTEST GROWING PHARMACY CHAIN
Two franchising models available to suit all types
and sizes of business

PHARMACY 4 LESS
DISCOUNT CHEMIST

The discount retail pharmacy model that adopts a "Price Beat" policy without compromising the "Care" factor. Suitable for a large footprint store whether in a shopping centre or on a street location.



The community pharmacy model that offers convenience, shorter script waiting time and usually, longer trading hours to provide for medical centres clients. Suitable for a small footprint store, close or attached to a medical centre.

Call Feras Karem: 0414 653 803

[Click to Enquire](#)