



Today's issue of PD

Pharmacy Daily today has two pages of news plus our regular Health & Beauty feature and a full page from Pharmacy 4 Less.

Trump drug reforms

US PRESIDENT Donald Trump has released details of a number of policy reforms aiming to lower medication prices in the USA, but analysts have criticised the measures as "failing to lay a glove on Big Pharma".

Measures proposed include capping out-of-pocket drug costs for patients enrolled in the US Medicare scheme, and forcing insurers to pass rebates onto their patients - however notable omissions from the policy include any statement which would allow importation of cheaper medication from Canada and other countries.

During his election campaign Trump accused drug companies of "getting away with murder" when it came to medication pricing.

No sunset on location rule

AS A key element of the 2017 Pharmacy Compact, the National Health Amendment passed by the Senate yesterday abolishes the sunset clause of the Location Rules, ensuring that the rules do not automatically expire at the end of the Sixth Community Pharmacy Agreement (6CPA) in Jun 2020.

The passing of the bill, which covers the Pharmaceutical Benefits - Budget and Other Measures, brings "much needed certainty and stability for Australia's 5,700 community pharmacy small businesses," said Pharmacy Guild president George Tambassis.

"This measure is in recognition of the fact that community pharmacies need certainty and stability to continue investing in their small businesses and employing staff to serve the health care needs of their patients.

"The Government's commitment to removing the sunset clause



was part of the 2017 Pharmacy Compact.

"We thank the Government, the Opposition and the Australian Greens for supporting the passage of this legislation," Tambassis said.

Medicines Australia chief executive Milton Catelin also hailed the passage of the legislation.

"This Bill, and the Strategic Agreement that underpins it, represents two years of consultation with industry, government and the wider sector to ensure that cost savings are delivered by industry, into the PBS.

"This serious contribution by the innovative pharmaceutical industry is just one way we provide incredible value to the taxpayer.

"Through the agreement we will deliver savings to the Pharmaceutical Benefits Scheme of around \$1.8 billion over the five-year term of the agreement," Catelin said.

CSL profit soars

CSL Limited today released its results for the six months to 31 Dec, with the company's net profit after tax surging 34.9% to a whopping US\$1.1 billion.

Revenues from continuing operations rose 12.8% to US\$4.1b, with highlights including a 26% increase in revenue for the Seqirus vaccine division, "driven largely by increased sales of seasonal influenza vaccines".

The Seqirus portfolio is transitioning towards higher-valued quadrivalent products Flucelvax and Afluria, while growth was also driven by a significant increase in sales of Fluvad, Seqirus' adjuvanted influenza vaccine designed to offer increased protection for over 65-year-olds.

The CSL Behring blood products division also performed well with increasing sales of immunoglobulin products underpinned by demand for Privigen and Hizentra.

CSL said its Idelvion haemophilia product sales increased more than threefold over the period.

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Pharmacists fined

THREE NSW pharmacy owners have been fined \$45,000 and ordered to pay more than \$67,000 in underpaid entitlements to staff.

The owners were partners in a business called Save & Deliver which operated five pharmacies, with the Fair Work Ombudsman taking them to court on behalf of two former employees.

According to Fair Work, one of the staff was an Egyptian migrant who delivered medicines to customers, and who was paid a flat hourly rate of \$12-14, when he should have been getting between \$16 and \$30.

In a directions hearing in the Federal Court yesterday the partners admitted to contravening the provisions of the Fair Work Act and failed to pay applicable penalty rates, superannuation, holiday pay, annual leave and overtime.

They have repaid one of the affected staff \$62,000 - the equivalent of 93 weeks' wages and the other \$5,200, plus interest.

The judge also ordered the partners pay fines of \$15,000 each.

The owners said they had revised procedures to ensure there were no further underpayments.

Superbug killer

US SCIENTISTS have discovered a new family of antibiotics in soil samples, according to *BBC News*.

The natural compounds could be used to combat hard-to-treat infections, the team at New York's Rockefeller University hopes.

The researchers used a gene sequencing technique to analyse more than 1,000 soil samples taken from across the US.

The compounds, called malacidins, annihilate several bacterial diseases that are resistant to most existing antibiotics, including the superbug MRSA.

Student survey

THE Pharmacy Guild of Australia has launched a survey inviting pharmacy students to have their say on the future of community pharmacy.

The survey asks about the strengths and weaknesses of, threats to, and opportunities for community pharmacy today and in the near future, from the perspective of students.

It's part of the CP2025 project - for more info **CLICK HERE**.

Webstercare cuts 6CPA red tape

TO MEET the needs of pharmacists complying with the increased Sixth Community Pharmacy Agreement (6CPA) dose administration (DAA) funding reporting requirements, effective 01 Feb, Webstercare has announced its Medication Management Software (MMS) system offers a solution that cuts the administrative red tape.

With patient information already recorded in MMS, claim reports can be quickly generated based on this data, the company has said.

Webstercare md Gerard Stevens explained, "We work closely with our pharmacy customers and they tell us that having to search for and fill-out multiple applications in order to complete reporting requirements is a time-consuming chore for busy pharmacies.

"That is why we have included some significant time-saving features in our software. MMS is

the beating heart of all Webstercare systems," he said.

"These new features join others in our MMS to make pharmacy work processes as simple as possible."

Health Outcomes Data is completed using templates built into the software with pre-defined interview questions within the template ensuring nothing is missed, offering Pharmacists the ability to schedule reminders for follow-up appointments and print reports.

In addition, alerts and reminders offer prompts for when claims need to be submitted, or follow-up interviews held.

"This software is there to help staff to stay on top of things, freeing up time to spend with customers. Ultimately it helps to improve outcomes for customers.

"Peace of mind with medication is central to everything we do," Stevens concluded.

Eagle Health diabetes wins

ASX-LISTED Eagle Health has outlined ambitious plans to further boost its presence in China, building on the success of its "Hutang 1" Australian pre-meal shake product for Type 2 diabetes and Pre-Type 2 diabetes in the Chinese market.

The company celebrated the performance at a Chinese New Year conference, following the 01 Dec launch of Hutang 1 and the official opening of four diabetes Education and Experience stores throughout Xiamen, China.

On average, around 280 diabetes patients have visited the stores on a daily basis since the opening, to get education about the risks, prevention and management of diabetes, the company said.

Eagle Health md Zhang Mingwang said, "It is a great honour for all of us at Eagle Health to be able to provide a world class and clinically validated solution for Type 2 diabetes sufferers in China to support them in their lifestyle intervention in order to manage this serious national health issue.

"Xiamen is Eagle Health's home city and with the local government's focus on diabetes it

makes Xiamen the perfect place for us to launch our product Hutang 1.

"With our new high speed production line now fully operational we are well poised to deliver the sales targets we expect in 2018, and continue to roll-out to our distribution network immediately after the Chinese New Year holiday."

In addition to the opening of the stores in Dec, Eagle Health's in-field counsellors and nursing staff have issued over 200,000 information leaflets and provided diabetes counselling services to over 3,600 patients across neighbourhoods in Xiamen, while the Company has invested in large-scale outdoor advertising, television and newspapers.

According to the IDF Diabetes Atlas 8th Edition, there are 114.4 million people with diabetes in China in 2017 and this is projected to grow to as high as 149.7 million by 2045.

It is further estimated that there are an additional 110.7 million people with impaired glucose tolerance, considered to be pre-diabetic or at risk of diabetes, across China in 2017.

See eaglehealth.com.



Win with Plunkett's

Everyday this week Pharmacy Daily and Plunkett's are giving away an Aloe Vera prize pack valued at over \$50 each including Plunkett's Pure Aloe Vera gel 150g, Plunkett's Pure Aloe Vera gel 75g, Plunkett's Pure Aloe Vera Spray 125ml, Plunkett's Pure Aloe Vera Moisturiser 200ml and one Plunkett Aloe Vera towel.

99% Pure Aloe Vera is easily absorbed by your skin, soothing and cooling dry irritated skin. Australian made, Plunkett's Pure Aloe Vera Gel and Spray contain 99% of the highest quality, certified organic aloe. Nothing is closer to Aloe Vera straight from the plant, but Plunkett's Pure Aloe Vera is in a convenient tube.

Visit: www.Plunketts.com.au.

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

What colour is Plunkett's Aloe Vera?

Congratulations to yesterday's winner, Joss Beare from Blooms the Chemist, Kingaroy.



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Pharmacy Daily



Dispensary Corner

HOW would you respond if you woke up one morning to find your voice had abandoned you in exchange for the dulcet tones of a foreigner?

That's what happened to Michelle Myers from Arizona who rose one day to find she could only speak with a British accent.

"Everybody only sees or hears Mary Poppins," she said.

Foreign Accent Syndrome is what doctors call it, an extremely rare condition thought to be brought on by some kind of stroke or neurological damage.

Losing your vocal identity overnight, now that has to be very, very frustrating...ergh...we mean frustrating.



IT'S pretty tough to maintain a healthy diet and eat all of your greens when your lettuce starts to hiss its blue tongue at you.

Michelle Carr from Maine in the United States is going back to hamburgers after she prepared a salad for the family and found a three inch lizard at the end of her fork.

A biologist friend of her believes she consumed at least half of a blue-bellied lizard native to the state of California.

Whilst the woman was fearful she may have ingested harmful bacteria, at least the reptile was low carb according to experts.

Health, Beauty and New Products

Welcome to our weekly promoted feature with all the latest health, beauty and new products for pharmacy. Suppliers wanting to promote products in this feature should email newproducts@pharmacydaily.com.au

FlexEze may help fill the opioid gap

OTC opioid up-scheduling means evidence based options for pain relief are limited. **FlexEze** is a solution used alone or in conjunction with NSAID's or simple analgesia. Australia's #1 Heat Wrap, FlexEze is used in 100's of hospitals nationwide as an all natural, non-drug therapy delivering 12 hours of low level continuous heat clinically proven effective for relief of back pain. FlexEze contains odourless iron powder, charcoal and salt, and activates when exposed to air. FlexEze Heat Wraps are reusable, lightweight and allow you to keep moving whilst receiving over 12 hours of heat therapy for a broad range of pain.



Stockist: All major wholesalers
RRP: \$10.95 (Heat Wrap + 2 patches)
Website: www.flexeze.com.au

CoQ10 Eye Recovery Concentrate

Summer is the season of sun, sweat and late-night celebrations. All these can take a toll on the health of skin, leaving complexions dull, stressed and lacklustre. Packed with antioxidant-rich botanical extracts and Trilogy's own formulation Glycablend, award-winning Trilogy **Age-Proof CoQ10 Eye Recovery Concentrate** is the perfect pick-me-up for tired eyes. This must-have handbag essential works to instantly revive the undereye area anywhere and anytime, making eyes look younger, refreshed and ready to face any occasion. The cooling roll-on applicator helps to stimulate circulation, while lightening, brightening and tightening natural actives work their age-proofing wonders.



Stockist: 03 9533 1336
RRP: \$36.95 (7.5mL)
Website: www.trilogyproducts.com

Dreambaby's new Herbert the Turtle

Introducing **Herbert the Turtle**, the latest in Dreambaby's lineup of room and bath thermometers. Herbert, like his award-winning friends Croc and Duck Room and Bath Thermometers, is made from BPA-free and phthalate-safe durable waterproof material. The temperature display is clearly visible on all these thermometers and gives fast and accurate temperature readings, all the while doubling as safe and fun toys for little ones. Herbert eliminates temperature guess-work and has a water temperature warning indicator that flashes when too hot. The reading is rechecked every 10 seconds and has a 30 minute automatic shutoff. This product is tested to toy standard EN 71.



Stockist: 02 9386 4000
RRP: \$19.95
Website: www.dreambaby.com.au

Keep 'Em Klean Citrus Brush Cleaner

The **Keep 'Em Klean Brush Cleaner** from trusted cosmetic giant Designer Brands (DB) Cosmetics, is a quick-drying, no-rinse brush cleaner that gently removes product residue from makeup brushes. Often a time-consuming or forgotten but essential maintenance task, brush-cleaning has just become easy and efficient. Formulated with orange extract, the Keep 'Em Klean Brush Cleaner is perfect for keeping brushes fresh and fragrant, leaving bristles soft and clean, looking as good as new. Add new life to any and all makeup brushes with this easy-to-use spray-on product that, as for all DB Cosmetics products, is certified vegan and has not been tested on animals.



Stockist: 03 8544 8000
RRP: \$11.99
Website: www.dbcosmetics.com.au

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