



eRx DELIVERS 99% OF eSCRIPTS IN UNDER 3 SECONDS.

90% in under 1 second.

eRx
script exchange



Medicines Australia ceo resigns

MILTON Catelin has resigned from his role as chief executive officer of peak pharmaceutical group Medicines Australia (MA) after just 18 months in the leadership position (*PD* 24 Aug 16). MA chairman Wes Cook said Catelin was moving back to the United Kingdom, having headed the organisation through a period of "significant transformation and growth for our sector."

"As an industry body we have benefited from his leadership of a highly experienced team who together have delivered meaningful health policy outcomes."

Catelin said he was leaving the organisation at a "time of great strength," with a Strategic Agreement and firm partnerships with the government.

"I am privileged to have been able to contribute to this extraordinary sector," he said.

A sub-committee of the Medicines Australia board will now commence a recruitment process for a new ceo for the organisation.

Catelin joined Medicines Australia after an eight month vacancy following the departure of former ceo Tim James (*PD* 21 Dec 15).

His own resignation has been rumoured for some months, with some reports suggesting a pending departure by Catelin since as early as July last year.

New PSA HQ to open

THE Pharmaceutical Society of Australia (PSA) will officially open its new Pharmacy House in Canberra next Wed 21 Mar 18.

The purpose-built facility "will empower PSA to pursue its vision of improving the health of Australians through excellence in pharmacy practice," the Society said.

Pharmacy Alliance China access

MORE than 650 Pharmacy Alliance pharmacies across Australia now have access to the Chinese market, through a new agreement with Australian Health Products Central (AHPC).



from the group and participating Pharmacy Alliance members.

This week the supplier launched its flagship eStore on the DaigouSales.com marketplace on Chinese social media platform WeChat, created specifically to give Australian businesses the ability to sell to consumers in China via buying agents - known as Daigou.

AHPC is an Australian owned and operated business based in Sydney, with Pharmacy Alliance members able to opt in to the company's export program - thereby giving them the ability to participate in the burgeoning Chinese market.

Pharmacy Alliance executive chairman and co-owner, Simon Reynolds, said the AHPC flagship eStore in the DaigouSales.com marketplace would be the only official online location for Daigou consumers to purchase products

provide an opportunity for AHPC suppliers to enter the China market via the fast growing Daigou-to-Consumer (D2C) cross border trading channel."

Reynolds said Australian products were increasingly being sought out by the growing middle class in China looking for high quality and trusted international items.

"We, along with participating Pharmacy Alliance pharmacies, will now be exporting to China and the process will be incredibly easy, so easy in fact that we can continue focus on day to day operations, while DaigouSales.com does all the work for us," he added.

DaigouSales.com ceo Mathew McDougall said the AHPC site would offer 30,000 pharmacy products, effectively enabling consumers in mainland China to purchase products as if they were locals within Australia.

Today's issue of PD

Pharmacy Daily today has two pages of news plus our regular **Health & Beauty** feature.

Priceline GM takes Advantage



ADVANTAGE Pharmacy Group has announced the appointment of Lynne Gallucci to the Advantage Group board as a non-executive chairperson.

Gallucci has 10 years' experience as the executive gm of Retail Operations for Priceline and Priceline Pharmacy and has an accounting background.

Advantage ceo Steven Kastinakis said that given the growth of Advantage and future strategy, the board had decided that it was the right time to bring in a non-executive chair to help the company scale sustainably while aggressively pursuing market share in an increasingly tough and competitive landscape.

"We congratulate Lynne and look forward to working with her to help us achieve our group vision of connecting with more people every day, with members, but most importantly our patients," Kastinakis said.

Advantage Pharmacy Group has had a 28% uplift in independently owned and operated pharmacies in just six months bringing the total to 180 retail outlets across Australia.

SHPA calls for S8 restrictions

THE Society of Hospital Pharmacists of Australia (SHPA) has urged the Therapeutic Goods Administration to reduce pack sizes for S8 opioids, in the light of research indicating discharged patients receiving a 14 day supply of sustained released opioids had a 25% chance of remaining on the painkillers one year later.

The SHPA has backed regulatory options canvassed in the TGA discussion paper on opioids (*PD* Mon) - and also noted that it is more commonplace in hospitals to give partial packs of medicines commensurate to medical need, in comparison to retail pharmacies "who are traditionally reluctant to break up packs".

Other key SHPA priorities include a review of the indications for S8 opioids to ensure the products and strengths available are appropriate.

Thirdly the Society said the TGA should consider whether the highest dose products should

remain on the market, or be restricted to authority or specialist prescribing.

The SHPA also urged the adoption of real-time prescription monitoring with hospital pharmacists seen as key stakeholders who should be consulted in their development.

Visit shpa.org.au for access to the SHPA submission.

AUSTRALIA-WIDE LISTINGS

QUEENSLAND

5767 - Cassowary Coast Region Pharmacy for Sale

NEW SOUTH WALES

2393 - Sydney North Shore Pharmacy for Sale

VICTORIA

3677 - Northern Victoria Regional Pharmacy for Sale

TASMANIA

6018 & 6021 - Tasmanian Pharmacies for Sale

pharmacysolutions.com.au



Stay up to date
on the go

Download the app



Pharmacy Daily

Expert evaluators sought

ADVANCING Practice is seeking the expertise of experienced pharmacists or non-pharmacist health professionals to evaluate pharmacists applying for the new "Advancing Practice" and "Advanced Practice" credentials for Australian pharmacists (*PD* 17 Nov 2017).



Advancing Practice Advisory Board chair Associate Professor Ian Coombes says evaluators will undertake independent assessment of portfolios against

the Advanced Practice enabling competencies within the National Competency Standards Framework for Pharmacists in Australia 2016.

"Evaluators may be a pharmacist,

or a non-pharmacist health professional, provided they have common skills in evaluation and assessment, experience in using assessment rubrics and proficiency with providing written feedback," Coombes explained.

Evaluators will be selected by the organisation after completing the online application process, in which they must demonstrate and reference examples of their skills and experience, and assess a test portfolio.

Selected evaluators must be available to attend an Advancing Practice Evaluator Training session on Mon 14 May in Brisbane, and be available within the following evaluation rounds:

Round 1: 16 Jul – 20 Aug 2018

Round 2: 08 Oct – 12 Nov 2018

Round 3: 21 Jan – 04 Mar 2019

See advancingpractice.com.au

for more information on time commitments, remuneration and the evaluator process, or contact the Advancing Practice team for additional details.

Applications to become an Advancing Practice evaluator close Fri 23 Mar 2018.

No rush for flu vax?

THE Royal Australian College of General Practitioners is advising patients to receive influenza vaccinations "at the right time with a specialist GP" to ensure they are protected against the disease.

RACGP president Bastian Seidel claimed that timing of vaccinations was critical, with recent evidence suggesting protection may begin to wear off after three to four months.

"Specialist GPs are up to date on when the flu season will affect Australian patients and will continue to offer vaccinations throughout the flu season," he said.

The RACGP also reiterated calls for the federal government to introduce a government-subsidised flu vaccination scheme that would cover all Australians.

Win with PARA'KITO™

Each day this week Pharmacy Daily and PARA'KITO™ are giving readers the chance to win a Mosquito Expert Wristband Pack valued at \$29.95 each.

A blend of essential oils are infused into the core of the PARA'KITO™ pellet which is then inserted into a wearable band or clip. There are two pellets in a pack and they mask your presence from mosquitoes. PARA'KITO™ is sold in over 2,200 pharmacies in Australia.

www.parakito.com

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

Where is the product made?

Congratulations to yesterday's winner, Amy Ford from Oxenford 7 Day Chempro Chemist.



Testogel supply

BESINS Healthcare has confirmed that global supply has been interrupted and that Testogel (1% transdermal testosterone gel) sachets would be unavailable in Australia for several months.

To avoid treatment disruption, patients treated with Testogel sachets are advised they will need to secure a new prescription for the Testogel pump presentation, which is unaffected by supply issues.

The company reassured healthcare professionals and consumers that Testogel sachets and Testogel pump provide the same strength and dose range, but require separate scripts.

Besins md Geoff Blundell apologised to patients, doctors and pharmacists for any inconvenience arising from the supply issue, especially as it follows the unexpected withdrawal of competitor product, Lily's Axiron (2% w/v transdermal testosterone solution) at the end of last year (*PD* 15 Nov 17), which has created increased demand for Testogel.

The company stressed that the product was not being discontinued and that GPs could prescribe the pump presentation without the patient having to revisit a specialist.

Advertising changes

THE Therapeutic Goods Administration has confirmed that changes to the regulatory framework for advertising of therapeutic goods will begin this month, with a two year implementation period.

The new regime includes enhanced sanctions and penalties for addressing non-compliant advertising, along with an amended Therapeutic Goods Advertising Code which will become effective from 01 Jul 2018.

Also from that same date a streamlined complaints handling system will be implemented, with a single body responsible for handling complaints about the advertising of therapeutic goods.

The regulations will see the abolition of the requirement for certain advertisements to be pre-approved from 01 Jul 2020.

A formal education program, including guidance materials, will be developed and implemented to support advertisers, along with transition arrangements with the Complaints Resolution Panel.

The TGA said the changes reflect the recommendations of the Review of Medicines and Medical Devices Regulation - tga.gov.au.

Opioid education & awareness

PAINAUSTRALIA is calling for better education and awareness around opioid use, in light of evidence of significant harms and increasing use of opioids for chronic non-cancer pain.

Painaustralia ceo Carol Bennett said, "In our submission to the Therapeutic Goods Administration consultation paper on options for a regulatory response to opioid use and misuse in Australia, we have called for better understanding of quality use of medicines and best-practice pain management for both prescribers and consumers, as part of a national pain strategy."

Bennett added that prescribers need to be equipped with tools to deliver best-practice pain medicine, which should be part of core training and Continuing Professional Development, while consumers need the knowledge to

seek out the best pain management options to suit individual needs.

Visit painaustralia.org.au to download the TGA submission.

MEANWHILE the organisation also flagged its support for SafeScript, the real-time monitoring system being developed for Victoria, saying it has the potential to set the benchmark for a national real-time monitoring system and help identify people with chronic pain in need of urgent assistance.

This was also one of the Pharmacy Guild's main thrusts in its submission to the TGA opioid consultation (*PD* Mon).

Painaustralia made this a key position in its submission to the Victorian Government on the Regulatory Impact Statement and Proposed Regulations for SafeScript which is being developed by Guild offshoot FRED IT - [CLICK HERE](#).



Dispensary Corner

WE'VE all been called "brainless" at some stage in our lives, but thankfully we never take such insults very seriously.

But we can only imagine the shock when a physician in Northern Ireland recently performed a cranial scan on his 84-year-old patient to find a large part of his brain missing.

Thankfully the doctor in this case wasn't dealing with a member of the undead - rather it turned out the patient had a pocket of air inside his skull called a pneumatocele (pictured).

This condition is commonly seen in patients who have facial trauma or infections, and no doubt finding out his brain hadn't gone AWOL after all was a major weight off this patient's mind.



WHEN a nurse doesn't have much of a bedside manner it can be really tough to cope with for recuperating patients.

Well then spare a thought for a man in India who recently had his own leg used as a pillow to prop him up in bed.

The man was in hospital having his leg amputated at Maharani Laxmi Bai Medical College in Jhansi in India when medical staff deployed the particularly insensitive recycling practice.

Best not to ask for a shoulder to cry on at this point!

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

Shelf-Stable Daily Immune

New Inner Health **Daily Immune** from Ethical Nutrients is manufactured in Australia using Protectair technology exclusive to Inner Health. Protectair guarantees the probiotic bacteria remain live and at full strength to the end of use by date in Australian temperatures (30°C) without requiring refrigeration. This product and its partner Digestive Defence will be supported throughout 2018 with a multi-million dollar marketing campaign involving TV, outdoor, digital, PR and print as well as training events.



Stockist: 1800 777 648
RRP: \$52.50
Website: www.ethicalnutrients.com.au

Blush Up Complexion Palette by DB

Add warmth to the cheeks and soften your contour with DB's Limited Edition **Blush Up Complexion Palette**. The Peaches & Cream palette features shades Nectar (soft coral), Bellini (nude rose) and Sorbet (vibrant tangerine). The Strawberries & Cream palette creates a stunning look with shades Shortbake (pale terracotta), Sprinkles (dollhouse pink) and Souffle (warm taupe). Wear these highly pigmented shades alone or together for a custom blush look. The soft, Vitamin E infused formula melts into the skin for easy blending. The palette includes a mirror for easy application and on the go touch-ups.



Stockist: 03 8544 8000
RRP: \$14.99
Website: www.dbcosmetics.com.au

Dramatically Different moisturiser

Clinique **Dramatically Different Moisturizing Cream** is a moisturiser that hydrates, strengthens and repairs the skin's barrier so it can defend itself better. The moisturiser provides all the benefits of Clinique's best-selling Dramatically Different Moisturising Lotion+, but in a cream texture for dry skin. It provides all-day, advanced moisturisation and barrier strengthening properties for very dry to dry, weakened and irritated skins. For consistently silky smooth ongoing hydration in even the most stubborn dry environments, use Clinique Dramatically Different Moisturizing Cream with confidence.



Stockist: 1800 556 948
RRP: from \$29.00 50mL tub
Website: www.clinique.com.au

David Beckham Beyond Forever

Beyond Forever by David Beckham encapsulates an idea of achievement, combining attractiveness and elegance. The spicy top note features vibrant nutmeg and a fresh hint of elemi and bergamot. The heart brings charismatic masculinity through a violet note, while everlasting flower gives a unique signature. Fresh fougere balances the accord and the drydown conveys mystery and elegance in the woody accord, thanks to the combination of intense patchouli, leathery accord and vetiver.



Stockist: 1800 812 663
RRP: from \$39.00 for 60 mL
Website: www.coty.com