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## Pharmacy Hep C test

THE UK's Royal Pharmaceutical Society and the Hepatitis C Trust are urging authorities to allow nationwide screening for Hepatitis C to occur in British pharmacies.

According to reports, a recent trial which saw 19 pharmacies across the UK participate in a screening program, picked up more Hep C sufferers than GP screening.

The trial saw one in six pharmacist tested patients return a positive Hep C result.

Arguing for the expansion of this program to all UK pharmacies, experts said that it could help thousands of citizens who otherwise would be unaware of their condition, and the subsequent risk of liver disease and cancer that they face.

### Travel Specials

**WELCOME to Pharmacy Daily's** travel feature. Each week we highlight a couple of great travel deals which we're sure will be of interest to everyone in the pharmacy industry.

In celebration of the upcoming Noosa Jazz Festival (02-05 Sep), **BreakFree South Pacific** is offering a special rate of \$189 per night for a two bedroom apartment.

The rate is applicable for stays of two or more nights, and for information call 132 007.

**Adventure World** is offering a 30% discount on its 10-night 'Antarctic Dream Expedition Cruise' onboard the *mv Antarctic Dream*.

Priced from \$5,610pp the cruise departs 07 Nov and includes all onboard meals, talks by scientists and all shore and zodiac excursions; call 1300 320 795.

**A Country House** has a special 'Escape' deal on its four-star self contained Winstanley property in Victoria, including two nights accom, daily brekkie, a massage for two and chocolates on arrival from \$398 per couple.

Call 03 9755 1783.

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## Blackmores sees profits soar

AUSTRALIAN natural health brand, Blackmores has reported a 17% year-on-year increase in its full-year profits.

Clocking a net profit of \$24.3m, Blackmores' earnings per share were also up 15% to 146.8 cents.

Pre-tax earnings saw the company deliver a \$40.9m earnings rate, an impressive increase of 25%.

"It is particularly pleasing to see our profitability growing faster than sales and for EBITDA to increase so significantly in a year of considerable investment in our people, new technology and the new Campus at Warriewood," said ceo Christine Holgate.

Overall the company saw a 7% sales growth in Australian sales and 25% for the Asian market.

On releasing the results the Board also declared a final dividend of 70 cents per share which effectively delivers a 17% increase in its full-year dividend to 112 cents.

"In recognition of the ongoing strength of the Blackmores balance sheet, Directors have decided to suspend the Dividend Reinvestment Plan until further notice," a statement from the company said.

The full-year results also saw Blackmores' net assets up 23% and its operating cash flow up by 26%.

Throughout the period the company implemented several new initiatives to help it "get closer to our customers", including increasing points of distribution, improving service and delivering over 80 new products and formulations to the market.

"These have seen us outperform in all of our core markets to deliver our eighth year of record sales and profits," the company statement said.

The period also saw Blackmores invest in bringing on additional staff members, as well as a brand new interactive website.

The completion of the Warriewood campus also enabled the company to increase product volumes, as well as to enjoy efficiency gains which have, according to Blackmores, already begun to offset the cost of the campus' construction and implementation.

Moving forward Blackmores has said that it is "interested in the

integration of the Eastern and Western approaches to health management".

This interest saw the company partner with Eu Yan Sang (a leading Asian healthcare company) which will see Blackmores become the first Western brand of dietary supplements in their outlets in Asia.

Speaking on its acquisition of Pure Animal Wellbeing (PAW) in July, Blackmores said that PAW provided it "with a well positioned entry into the fast growing segment of natural health products for pets."

"While the challenges of the broader retail and regulatory environment will remain, we are confident we have a strong team and a solid strategy for growth for the future," the Blackmores statement said.

"Blackmores brand health is strong and consumers continue to look to our products for health solutions they can trust," the company added.

## Skin expansion

KIMBERLY-Clarke Professional has recently directed additional funding into its Texan manufacturing facility in order to increase its production of both skin care and hygiene products.

The facility upgrades include investment in infrastructure, as well as its equipment and manufacturing processes, meaning that the company can bump up the number of Kleenex hand sanitisers and skin cleansers.

"As people have become more aware of the important role that hand hygiene products play in preventing the spread of infections, such as H1N1 and other strains of influenza, we have responded by accelerating our investments in our San Antonio facility," said Kimberley-Clark's Josh Renihan.

"Global demand for our skin care products is expected to increase in the coming years.

"We are making these investments to meet customer needs today as well as tomorrow," he added.

## WIN AN AROMABABY PREGNANCY PACK



**Pharmacy Daily** has teamed up with **Aromababy** again and is giving readers the chance to win a pregnancy pack every day this week.

Valued at \$54.90 rrp, this gorgeous duo for pregnancy & afterwards is your gift from leaders in organic mother & baby care, AROMABABY. Pure organic ingredients combine to care for the face & body throughout pregnancy, helping to minimise stretchmarks and blemishes. For more details on this pharmacy-focused brand visit [www.aromababy.com](http://www.aromababy.com)



To win this great pregnancy pack, simply send in your answer to the question below:

### Who can use either product?

Email your answer to: [comp@pharmacydaily.com.au](mailto:comp@pharmacydaily.com.au)

The first correct entry received will win!

Hint: Visit: [www.aromababy.com](http://www.aromababy.com)

**Congratulations** to yesterday's lucky winner: **Saskia Martin** from **Blackmores**.

Just one click away from keeping up to date with all the breaking news as it comes to hand...



### Asian healthcare app

A HELPFUL new iPhone and iPad application has just been launched, which allows travellers to find quality healthcare providers in East and Southeast Asian countries.

Designed for tourists to Tokyo, Shanghai, Manila, Singapore, Bangkok and Ho Chi Minh City the 'mPassport' app locates appropriate medical services for those in need.

The app can locate an English speaking doctor or dentist and request an appointment; uses GPS to find the shortest route to medical services; translates medication brand names and key medical terms and phrases; and assesses the right emergency services for the problem in question.

The app was designed by HTH Worldwide and is available on the iTunes App Store, along with its current mPassports covering Barcelona, Budapest, Dublin, Florence, London, Madrid, Paris, Prague, Rome, Vienna, Cape Town, Nairobi, Buenos Aires, Lima, Mexico City, Quito, Bermuda, Nassau, Beijing and Hong Kong.

### Healthscope climbs

PRIVATE Hospital operator Healthscope today announced a 37% increase in its full-year profits, posting a net profit of \$99.282m for 2009/10.

The company said all parts of its business performed well, and moving forward Healthscope said it doesn't expect the Government's health reform agenda to affect the private hospital sector, adding that strong demand coupled with its hospital expansion program positions it for growth in FY 2011.

## Pharmacy Daily Pharmacy Job of the Day!

Jobs4Careers is Australia's leading source for pharmacy jobs ... click here to find out more and see the Pharmacy Daily Job of the Day ...

jobs4careers.com.au

## Diet myths busted at PAC10

THE Pharmaceutical Society of Australia has announced it will host a new controversial 'diet' session at its PAC10 conference in Oct.

The special presentation titled 'Diets - Which Ones Work, Which Ones Don't and Safety in Dieting' will be presented by Dr Tim Crowe as part of the Holistic Management of Diabetes Session (29 Oct).

An accredited practising dietitian and a Senior Lecturer at Deakin University, Dr Crowe will tackle the subject of diets from an evidence based perspective.

An expert on dieting approaches for weight management, Crowe is also an independent director on the Weight Management Council of Australia.

The session will explore how different dietary approaches (including low-fat, low-carbohydrate, low-GI, high-protein, low energy density, and meal

replacement products) compare over both the short and long term.

Crowe will also discuss in detail the health and safety aspects of each different dieting approach.

Throughout the session Crowe will cover the specific predictors of long term weight loss with a view to helping delegates to formulate practical and realistic diet and lifestyle recommendations which can be then passed onto customers.

This year PAC10 will take place in Melbourne between 28-31 Oct, and delegates can earn up to 35 CDP credits for attendance.

See [www.pac10.com.au](http://www.pac10.com.au).

### MediSecure appoints

MEDISECURE has announced the appointment of Ian Hutchinson to its Board of Directors.

Ian comes to the position with 30 years of corporate law experience.

## J&J's moment in the sun



"EVERY Johnson & Johnson Medical product will now have a little bit of extra sunshine," according to the company's area vice president for Australia and New Zealand, Namal Nawana.

This morning J&J held a function to launch Australia's largest commercially funded solar panel installation, which has just been commissioned at its offices in North Ryde, NSW.

The environmental initiative also provided a perfect pre-election photo opportunity for local member Maxine McKew, who holds the Bennelong electorate by a thin margin - and who helped launch

the solar panel system together with climate change minister Greg Combet.

952 Sanyo solar panels have been installed on the J&J Medical warehouse, with the system estimated to offset 241 tonnes of carbon dioxide emissions a year, at a cost of about \$1 million.

Also present at the launch was Earth Hour founder Andy Ridley, who hailed J&J's corporate leadership in having the system installed.

Pictured above at this morning's event are, from left: Greg Combet, Maxine McKew, Andy Ridley and Namal Nawana.



## DISPENSARY CORNER

MOVE over Paul, here comes Harry.

Much has been made of the extra special powers of Paul the psychic octopus, that sadly our very own animal mystic Harry the Salt water Croc has been overlooked.

The 720kg croc lives in a tourist park in Darwin, and correctly picked Spain would win the FIFA World Cup.

In fact over the lifetime of the park, its crocodile residents have been used to settle many a quandary, including which Lotto numbers to pick.

Today however is Harry's chance to step out of the shadows and grab some of Paul's reflected glory, as he predicts the winner of the federal election.

Two equally matched (dead) chickens, Julia and Tony will be placed in Harry's cage - the one who gets scooped first will represent the party to win the poll.

NEXT tour stop - hip replacement?

Ageing Aerosmith rocker, Steven Tyler, has fallen off stage whilst performing at a concert in Toronto.

The incident mirrors a similar accident which saw Tyler fall from stage last year, breaking his shoulder in the process.

Funnily enough both falls occurred whilst Tyler was belting out the same song.

Following the fall Tyler was raced backstage and treated before returning to his worried fans, reassuring them in true rocker style with the words "It ain't gonna happen again baby".

BULL bites back.

An excited Spanish crowd had the tables turned on them when a bull being baited into anger during a bullfight escaped the confines of its ring.

Leaping out of the arena, the bull injured 30 spectators and raged out of control for 15 minutes until it was killed.

Most injuries incurred during the incident were cuts and bruises, however one man suffered going to his back and is being treated in hospital.