

Australia's highest wholesaler PBS discount

**7.5% PBS DISCOUNT!**  
COST -0.5%

- ✓ Deals with 80+ suppliers on 5000+ OTC products with 3000+ via PDE!
- ✓ Optional low-cost planograms, merchandising, promotions and refunds!
- ✓ Excellent prescription generic deals with the major players!
- ✓ Representatives in NSW, ACT, VIC & QLD!
- ✓ Choice & flexibility from just \$295 a month!

Chemsave

**CELEBRATING 100 MEMBERS!**

Click here for more information  
DAVID PATTON: 0432 515 717

## e-Health summit

**FEDERAL** Health Minister Nicola Roxon this morning announced a national E-Health Conference to take place in Melbourne at the end of next month.

Key speakers at the event will include Roxon and Communications minister Stephen Conroy.

The summit will bring together health experts, consumer groups and IT specialists to "discuss the technological revolution in the delivery of health care" in Australia.

Roxon said the summit was an important opportunity for stakeholders to discuss how IT will drive the delivery of health care into the future, including the rollout from 2012 of electronic health records across the country.

The \$470m project will build on the government's \$392 commitment to provide Medicare rebates for online consultations across a range of specialties.

"These reforms will derive clear benefits from the rollout of the National Broadband Network and will enable better and safer care for patients that is more responsive to their needs," Roxon said.

"That's why I want to get the stakeholders together so that we can get maximum value out of the Government's investment.

"E-health will help prevent medication errors that cause an estimated 190,000 hospital admissions each year, costing \$660 million, and the 8% of medical errors caused by inadequate patient information," Roxon said.

She confirmed that the health department had already selected three "lead implementation sites" for the rollout of electronic health initiatives, in Brisbane, East Melbourne and the Hunter Valley.

## API set for Priceline growth

**AUSTRALIAN** Pharmaceutical Industries has announced the commencement of an "exciting growth phase" after this morning declaring a net profit after tax of \$22.6m for the year to 31 Aug, up 23.6% (PD breaking news).

CEO Stephen Roche said that "given the company's fundamentals are now sound" it was timely to initiate a growth strategy that will focus resources on the Priceline retail network and the company's Clubcard program.

He said the company was in early discussions with pharmacists around the country "to test an innovative sign-on and retention program for the Priceline network," with details to be released before the end of the year.

The move aims to aggressively grow the Priceline network over the next two years, while the company sale of store program will continue into 2011 after totalling \$3.6 million during the second half, about \$600,000 below expectations and \$2.5m lower than the previous corresponding period.

Roche also confirmed that API had recently signed a deal with AIA Insurance, a "global provider of financial services products" to market to the 3.2 million members of the Clubcard program, which is now one of Australia's largest retail loyalty schemes.

This is the first of "a number of opportunities to leverage the Clubcard asset," Roche said.

The company continued its Revitalise supply chain transformation program during the year, with the opening of a new facility at Bundamba in Qld and the consolidation of the Rowville

Distribution Centre into the Dandenong site in Victoria.

There was a significant drop in earnings for the NZ Consumer Brands division, which suffered several unforeseen events during the year including the flooding of the factory which led to an unplanned closure of the facility.

API's overall revenue was up 4.6% to \$3.7 billion, and comparable store sales for Priceline increased by 1.4% in a "challenging retail environment".

The pharmacy business turned over \$2.8 billion, up 4.7% but earnings were flat year on year despite growth in Soul Pattinson and Pharmacist Advice brands, and the API Member Premium program.

API estimated that the total cost of the PBS reforms to the wholesale sector is \$220m between 2010 and 2015, including the current MoU with Medicines Australia being considered by Parliament - an average of \$8800 per annum per pharmacy over the life of the Fifth Community Pharmacy Agreement.

## Bitter pill for GSK

**GLAXOSMITHKLINE** has agreed to pay US\$750 million to settle a court case brought by the US Justice Department over the alleged sale of defective drugs incl Kytril, Bactroban, Paxil and Avandamet.

The move finalises a settlement foreshadowed in Jul under an in-principle agreement, with GSK saying it "resolves a significant and long standing legal issue facing the company".

Court papers claim that medicines made at a GSK factory in Cidra, Puerto Rico about five years ago were misidentified, with the settlement deal including a \$150m criminal fine and forfeiture, and a US\$600m civil settlement under the False Claims Act.

The lawsuit was initially filed in 2004 by whistleblower and former GSK staffer Cheryl Eckard, who will receive a whopping US\$96 million from the settlement.

US Attorney Carmen Ortiz issued a statement saying "We will not tolerate corporate attempts to profit at the expense of the ill and needy in our society".

## WANT YOUR SKIN TO LOOK FLAWLESS?



This week Pharmacy Daily is giving readers the chance to win an Natural Ground Minerals Starter Kit.

100% Naturally Organic, with an in-built no waste grinder so make-up is protected from light, air and bacteria. It also contains

ingredients that care for your skin such as Poly Peptides & Pomegranate. Apart from a foundation there is a bronzer to give healthy, natural sun-kissed glow and a finishing Illuminator to set your make-up for an all day fresh finish. No nasties, no fuss application and suitable for even the most sensitive skin.

A great way to start your Natural Minerals collection, everything you need is in this starter pack.

For your chance to win, simply send through the correct answer to the daily question below:

How many products are featured in the gift pack?

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

The first correct entry received will win!

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

Congratulations to yesterday's lucky winner: Trine Nielsen from Manly Vale Pharmacy.

**APP2011**  
17-20 March

Gold Coast Convention & Exhibition Centre, Queensland

"Community Pharmacy: Innovation in Healthcare"



The Pharmacy Guild of Australia

**REGISTRATION NOW OPEN!**  
[www.appconference.com](http://www.appconference.com)

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



## Diabetes handprint

**MORE** than 200 Australians have so far participated in the Global Diabetes Handprint project, which is an online "inspirational" website designed to bring together people touched by the condition.

Johnson and Johnson is committing \$5 to one of two Aussie diabetes charities for each 'handprint' shared on the website at [www.diabeteshandprint.com.au](http://www.diabeteshandprint.com.au), with Australians with diabetes as well as their friends, families and healthcare teams invited to take part in the program.

J&J Medical Australia/NZ vice president, Namal Nawana, said the move followed the launch of the new Onetouch Verio blood glucose meter, heralding "the start of our long-term commitment to people with diabetes".

## Mirixa Seretide move

**MIRIXA** Australia and GlaxoSmithKline will launch a new 'Seretide New to Therapy' program at the beginning of next month.

The program allows pharmacists to use a clinical system to initiate patients starting or re-starting Seretide, then follow up with them a month later.

Professional service fees will be paid to the pharmacy per patient session, with Guild President Kos Sclavos saying the program "is a natural fit to the role pharmacists play when initiating patients.

"Because this is something we usually do anyway, pharmacists can now use a good clinical system with excellent patient support materials.

"The result is quality time spent with the patient, confidence in counselling and potentially greater patient outcomes," he added.

## 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](http://jobs4careers.com.au)

## ACCC looks at Sigma/Aspen

**THE** Australian Competition and Consumer Commission has issued a Statement of Issues on the proposed acquisition of the pharmaceutical division of Sigma by South African firm Aspen Pharmacare.

The move is part of an 'informal review' of the deal by the ACCC, initiated on 06 Sep, which saw a market inquiries letter sent to a range of stakeholders asking for comment on the competitive effects of the proposed acquisition.

The statement of issues released yesterday details a range of areas in which the company's product ranges overlap, including ramipril, clarithromycin, penicilin V, betamethasone valerate, iron polymaltose, prednisone and dextropropoxyphen hydrochloride with paracetamol combinations.

"The parties' operations also overlap in the supply of drugs falling within a number of broad therapeutic areas," the document states.

For each product the ACCC has

considered the extent to which the proposed acquisition would allow the merged firm to change the level of discounts and/or non price benefits offered to pharmacists.

Stakeholders are also asked to comment on the likely timeframe required for other providers to launch competing products, and "whether the threat of new entry and expansion within that timeframe would be sufficiently timely to constrain the merged firm".

The ACCC says its preliminary view is that the deal may raise competition concerns in relation to several areas including the supply of prednisone and prednisolone and betamethasone valerate.

Aspen is also 19% owned by GlaxoSmithKline, and the ACCC says it's also concerned about the flow of information from Aspen to GSK, and that competition between the merged firm and GSK may be 'muted' in some markets.

Comments are invited from interested parties, with a closing date of submissions of 11 Nov.

## 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.

**VIVA! Holidays** has a 'You Deserve Tahiti' special that includes Air Tahiti Nui airfares ex Sydney and Melbourne via Auckland to Papeete, transfers and accom at a choice of hotels.

Seven night packages start from \$1999ppts at the Sofitel Tahiti Maeva Beach Resort incl brekkie, for travel from 18 -30 Nov and 06 Feb to 24 Mar 2011.

Other properties include Hilton Moorea Kagoon Resort; Moorea Pearl Resort and Spa; Sofitel Borea Bora Marara Beach, Bora Bora; and Intercontinental Resort Thalasso, Bora Bora.

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

**ADVENTURE World** is offering a 25% early booking bonus on Gap Adventures Arctic Voyage tours

booked by 31 Jan 2011.

The Norwegian Fjords and Polar Bears, Realm of the Polar Bear and Realm of the Polar Bear In-Depth tours are all eligible for the discount, on departures from 25 May to 01 Aug 2011 - see [www.adventureworld.com.au](http://www.adventureworld.com.au).

**HOLIDAYS to Europe** is offering a 14 nights Keycamp holiday in Catalonia, Spain, in a fully equipped mobile home.

The hire is priced from \$675 and the mobile home can hold two adults and up to four children.

Keycamp Holidays has over 100 holiday parks in seven European countries.

For more information visit [holidaystoeurope.com.au](http://holidaystoeurope.com.au) for travel dates and park locations.

**CRUISE**  
WEEKLY

Sponsored by Cruise Weekly  
your FREE weekly CRUISE newsletter  
Subscribe now  
[www.cruiseweekly.com.au](http://www.cruiseweekly.com.au)



## DISPENSARY CORNER

**A PRESCRIPTION** pain medication is being blamed for an incident in Boulder, Colorado in the USA this week when a man allegedly shot himself in his sleep.

63-year-old Sanford Rothman told police he woke up after hearing a loud bang, and realised he had suffered a gunshot wound to his knee.

Nobody else was in his home at the time, and officers said the man keeps a 9mm handgun near his bed "and takes prescription medication for pain".

They said no alcohol or illegal drugs had played a part in the incident, with the man later released from hospital after treatment for the gunshot injury.

**AGEING** rocker Keith Richards has confirmed a long-rumoured travesty in which he was alleged to have inhaled the ashes of his late father after his cremation.

Richards caused controversy some years ago when he quipped about "snorting" the remains to a journalist from the New Musical Express magazine.

At the time his aides insisted the comments had been made "in jest," but Richards has revealed that it did in fact happen.

"The truth of the matter is that after having Dad's ashes in a black box for six years, because I really couldn't bring myself to scatter him to the winds, I finally planted a sturdy English oak to spread him around.

"As I took the lid off the box, a fine spray of his ashes blew out to the table. I couldn't just brush him off so I wiped my finger over it and snorted the residue," Richards confessed.

"Ashes to ashes, father to son".

**CONCERNED** parents in the USA can now hire sniffer dogs to check their children's bedrooms for drugs.

The Dogs Finding Drugs service costs \$200 per hour, with the company claiming the canines for hire can detect minute traces of a range of substances including marijuana, cocaine, heroin and methamphetamines.