

# Pharmacy DAILY

Thursday 18 August 2011

PHARMACYDAILY.COM.AU

## Free Alive Pharmacy seminars

**ALIVE** Discount Pharmacy is inviting pharmacists to attend two free upcoming seminars in Brisbane and Melbourne covering a "new alternative to a Discount Pharmacy Retail Brand".

The events will take place in Brisbane on Mon 29 Aug at Riverside Southbank, and in Melbourne at the Downtowner on Lygon on Wed 31 Aug.

More information on **page three** of today's *Pharmacy Daily*.

## Health Authority OK

**NEW** legislation to establish the National Health Performance Authority has today passed through the lower house of Parliament.

Health minister Nicola Roxon said the "critical national health reform agency" would provide much needed transparency for the Australian health system.



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## PM to intervene in drug row

**THE** government looks set to back down on its controversial cabinet approval process for new PBS drugs, in the wake of a Senate committee report released yesterday which slams the policy.

The Finance and Administration Committee report on the gov't administration of the PBS has sent a "clear signal that Cabinet should not interfere with the process of listing new PBS medicines," according to Medicines Australia ceo Dr Brendan Shaw.

It's understood that Prime Minister Julia Gillard met with senior officials from Medicines Australia, the Generic Medicines Industry Authority and the Consumers Health Forum last week, and promised to work to resolve the impasse by 30 Sep, according to today's *Australian*.

Shaw said the committee had warned that the politicisation of the PBS process risked the creation of a "two-tier" health system.

## Dubai trial seminar

**AN** upcoming summit in Dubai will assemble researchers, regulators and pharmaceutical companies with the aim of identifying opportunities for clinical trials in the Middle East region.

Organisers of the 28-30 Nov Clinical Trials Partnership Middle East event say it's a response to increasing demand from global pharmaceutical companies for emerging markets in which to conduct trials.

See [www.clinicaltrialsmena.com](http://www.clinicaltrialsmena.com).

Apart from Health Department input, none of the 65 submissions to the enquiry supported the gov't's action on the issue.

"Patients don't support it, doctors don't support it, the broader community doesn't support it and industry doesn't support it," he said.

Another key recommendation was that the government adhere to the Memorandum of Understanding it signed with the industry in the lead-up to last year's Federal budget.

The new PBS cabinet approval policy was widely seen within the industry as a betrayal of principles established in the MoU.

"Medicines Australia welcomes the Committee's recommendations and strongly urges the Government to act on them," Shaw concluded.

## NZ vaccine move

**NEW** Zealand health officials have authorised qualified pharmacists to deliver influenza vaccines to patients in several regions of the country including Auckland, Waikato and the Bay of Plenty.

NZ Pharmacy Guild ceo Annabel Young said the move was in line with trends in other countries aiming to alleviate the workload of general practitioners.

Although this initial move is limited to 36 pharmacies, Young said she hoped that in 2012 more would be able to offer the service and that "it will be increasingly routine for people to get their influenza vaccinations from their local pharmacist".

## Corum Group has "turned the corner"

**PHARMACY** software supplier Corum Group Limited has today reported a record \$1.751 million profit for the year to 30 Jun, with directors saying shareholders may now expect profits into the future.

The figure includes a whopping \$812,000 settlement paid to the company's former Executive Director Michael Rowley over an employment dispute.

The travails of the past few years have also left Corum with a court case against Westpac, imposes many restrictions on how the company can operate, the board said.

Total sales for the year amounted to \$21.04 million, down \$680,000 on the previous year reflecting the removal of the gov't's accelerated depreciation initiative.

Revenue from the Corum Health Services pharmacy software division was \$14.2m, with a net profit of just \$7000 - significantly down on last year's \$1.4m profit but included the \$800k payout and no capitalisation of development costs which amounted to almost \$700,000 the previous year.

## Herbal chemo warning

**A STUDY** presented at the *American Society of Clinical Oncology* meeting this week warns that a range of popular herbal supplements may have a bad impact on chemotherapy treatment.

Herbal tea, turmeric, cumin, acai berry and even garlic may change the effect of chemo drugs, and in some cases could cause adverse reactions, according to the report.

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## Skin cancer approval

**THE** US Food and Drug Administration has approved Roche's Zelboraf (vemurafenib), a new drug used to treat patients with late stage metastatic melanoma.

It's specifically indicated for patients whose tumours express a mutation called BRAF V600E, along with a corresponding genetic test.

## Travel Specials

**WELCOME** to *Pharmacy Daily's* travel feature. Each week we highlight a couple of great travel deals for the pharmacy industry.

**VIVA!** Holidays and Air Tahiti Nui have unveiled a range of holiday deals to Tahiti, Moorea and Bora Bora. Priced from just \$1675 per person, packages include return Economy Class flights ex Melbourne, transfers and four nights accommodation.

See [youdeservetahiti.com.au](http://youdeservetahiti.com.au).

**TEMPO** Holidays is discounting its Wornders of Egypt package by up to 50%, with the 11 day tour now priced from \$1758pp when booked by 31 Oct.

The package includes four nights in Cairo, two in Alexandria, a four night Nile cruise, many meals, transfers and more - see [tempoholidays.com/egyptspecial](http://tempoholidays.com/egyptspecial)

**NEWMANS** Holidays has released New Zealand snow specials for Aussies wanting to travel in Aug and Sep.

A five night land only package in Queenstown is priced from \$591 per person including car hire, accommodation and a three day multi-resort lift pass.

Five night deals are also available in Wanaka, Mt Hutt and Ruapehu, and bookings can be made by calling 1300 130 525.

## CRUISE WEEKLY

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## Record profit for Blackmores

**BLACKMORES** this morning reported its ninth consecutive year of record sales and profit, with a \$27.3 million net result after tax.

Total sales grew 9.1% to \$234.4 million, reflecting particularly strong growth from Asia which contributed 19% of the profit.

CEO Christine Holgate said the outcome was "an excellent result considering subdued trading conditions in Australia, the impact of natural disasters and the strength of our dollar".

She said strong volume growth had been handled because of increased efficiencies from the Warriewood facility, while yields were also strong due to a focus on strategic sourcing of ingredients.

During the year Blackmores delivered 68 new products, with a further 72 'renovated' by launching new pack sizes and changes to formulations.

Holgate said that pharmacy continued to be Blackmores' biggest Australian sales channel, with the sector "faced with broader

challenges over the year as well as the general sluggishness of retail sales".

Despite this local sales were up 3% for the year, with a very strong 12% improvement in the last qtr.

The newly acquired Pure Animal Wellbeing pet health business had seen a 60% sales lift since Blackmores took it over in Jul 2010.

## Top toothbrushes

**FIGURES** released by Roy Morgan Research this week have confirmed that Colgate and Oral-B are the dominant toothbrush brands in Australia, with little impact over the last three years by "private label offerings" hoping to challenge their dominance.

80% of people brushed mostly with a manual toothbrush, while 17% opted for a battery or electric powered model.

90% of those surveyed bought toothbrushes from a supermarket or discount store, while just 7% used a pharmacy.

## WIN A SLIM SECRETS GLUTEN FREE PACK



This week *Pharmacy Daily* is giving five lucky readers the chance to win great Gluten Free packs of tasty treats from award winning, globally exported Slim Secrets.

Slim Secrets are the convenient and tasty treats to compliment your health, fitness and weight loss goals. Each pack is valued at \$60 and contains one box of the snack bars (mixed flavours 16x 28g) and two boxes of potato chips (12x40g packs).

Gluten free, healthy and taste great...is that possible? With Slim Secrets new gluten free Wanted! less than 100 calorie snack bars and their low fat potato chips you can now have it all! For more product details go to [www.slimsecrets.com.au](http://www.slimsecrets.com.au).

For your chance to win this exciting prize pack, simply be the first person to send through the correct answer to the question below:

How many calories does each of the Wanted! snack bars contain?

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

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

Congratulations to yesterday's lucky winner, Han Le from Visible Results, NSW.

## DISPENSARY CORNER



**OESTROGEN** was apparently one of Britain's secret weapons against German leader Adolf Hitler during World War II.

A newly released book about some of the more bizarre tactics during the conflict details a curious plot against the Fuhrer, under which British secret agents would smuggle female hormones into his food in the hope it would reduce his aggression.

*Secret Weapons: Technology, Science and the Race to Win World War II* by Professor Brian Ford of Cardiff University in Wales also details other strange ideas, including dropping glue on Nazi troops in an attempt to stop them from moving around.

**COFFEE** may help reduce skin cancer - but only when you apply it topically.

A report in the *Proceedings of the National Academy of Sciences* published this week suggests that applying caffeine to the skin may protect against the development of some tumours.

It's the outcome of a study on mice which found that skin cancers took longer to develop in rodents who were genetically modified to create a similar effect to having caffeine applied.

The compound is known to interfere with a protein called ATR which detects DNA damage.

**A NEW** online game could be a key way of raising awareness of cancer among young people.

'Funky Nurse,' hosted on gaming site Miniclip and developed by UK charity group the Teenage Cancer Trust, sees the player take on the role of a nurse in a cancer ward, being required to "manage the happiness of patients".

Activities include keeping them fed, providing medical care and entertainment and also lobbying for new hospital equipment.

At the end of each level, statistics on teenage cancer levels in the UK are displayed.



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# Business is Booming

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**NORMAN THURECHT**  
(Partner Johnston Rorke Pharmacy Services) talks about pharmacy trends and how to make your business stronger and more profitable.



**NEIL ARROWSMITH**  
(Director of Angley Arrowsmith) talks about intelligent, sales-oriented store planning, fit-outs and merchandising.



**NICK LOUKAS**  
(Managing Director of Retail Pharmacy Group) talks about store lay out, fit-out and merchandising, and how it can be used to unlock hidden sale potential in your business.

*Hear about a new alternative to a Discount Pharmacy Retail brand, see how their business is growing.*

**Brisbane** | Monday August 29th 2011  
Riverside Southbank – William Jolly Room  
20 Montague Road, South Bank, Brisbane  
6.30pm for 7pm – 9pm

**Melbourne** | Wednesday August 31st 2011  
Downtowner on Lygon  
66 Lygon Street, Carlton, Melbourne  
6.30pm for 7pm – 9pm

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### **SPECIAL OFFER**

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**RSVP Friday August 26th 2011**

[zorbie@retailpharmacygroup.com.au](mailto:zorbie@retailpharmacygroup.com.au)

or Nick Loukas on **0412 359 863**

See [www.alivepharmacy.com.au](http://www.alivepharmacy.com.au) for more information  
on the Alive Discount Pharmacy Brand

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