

## Holistic diabetes mgmt

NPS is encouraging healthcare practitioners to adopt a holistic approach to the treatment of diabetes, including taking the measurement of their cardiovascular (CV) risk.

As such NPS has launched a new therapeutic program *Type 2 diabetes: priorities and target*.

To view the program or for more information, see [nps.org.au](http://nps.org.au).

## Blackmores decade of record

**BLACKMORES** has clocked its tenth consecutive year of record sales and profits, reporting a 2% year-on-year increase in net profit to \$27.8 million.

The company also reported an 11% increase in group sales of \$261 million, and 20% net profit growth and 20% sales growth from Asia.

"This is a solid result considering Australian market conditions, our increased investment in growth initiatives in Australia and Asia, and given that we have incurred a number of one-off expenses during the year," said Blackmores Chief Executive Officer, Christine Holgate.

According to Blackmores, the fourth quarter was particularly strong for Australian, Asian and Pure Animal Wellbeing sales, with the company enjoying 19% group sales growth, compared to the prior corresponding quarter.

Over the past year Blackmores has enjoyed particularly strong growth in Asia, evident in the 23% sales growth (in constant currency) compared to the previous corresponding period.

"We have tripled our points of distribution in Asia throughout the

year and recently began our launch into China through a number of retail channels including China's biggest e-commerce platform which will be followed by the introduction of our range into China's biggest pharmacy retailer," said Holgate.

"The additional stock volumes required to support our growing business were well supported by the purpose-built Blackmores Campus at Warriewood which every product passes through before being released for sale.

"A record 1.75 million units of product moved through the facility in March alone," she added.

The close of the financial year also saw Blackmores reach an agreement to acquire practitioner-only supplement company, FIT-BioCeuticals Limited.

In June 2011 BioCeuticals delivered \$38m in invoiced sales, and earned \$4.6 pre tax.

Meanwhile during the 12-month period the company launched 102 new products, including its Blackmores Eco Krill (the only sustainably sourced krill certified by the Marine Stewardship Council).

## FreeStyle InsuLinx

**THIS** week Abbott launched the new FreeStyle InsuLinx blood glucose monitoring device.

The system includes a mealtime (bolus) insulin calculator with a touch screen interface, as well as an automated logbook and USB connectivity for plug-and-play reports via the new FreeStyle Auto-Assist data management software.



## WIN A SKINCARE PRIZE PACK



Everyday this week **PD** is giving one lucky reader the chance to win a luxurious skincare pack, valued at \$90, courtesy of A'kin.

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### Travel Specials

**WELCOME** to *Pharmacy Daily's* travel feature. Each week we highlight a couple of great travel deals for the pharmacy industry, brought to you by **Cruise Weekly**.

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### Semara Resort & Spa

**Seminyak** is encouraging blokes trips to Bali, by releasing the 'Ultimate Bali Break for Blokes', priced from \$217 per night.

Based on a minimum stay of three nights or more, the offer includes twin share accommodation for two in a Poolside Room, daily buffet breakfast, 90 minute sports massage, free gym access, nightly bucket of beer served in front of the resort's giant screen and a thrilling rafting adventure including transfer, gourmet buffet lunch, hot shower and insurance, see [www.semararesorts.com](http://www.semararesorts.com).

Travellers who book a 2013 **Trafalgar** First Class or CostSaver Europe and Britain guided holiday or an **Insight Vacations** premium or luxury escorted journey will save up to 10% per person on the itinerary when booked and paid before 27 Dec, see [www.trafalgaragent.com](http://www.trafalgaragent.com).

## Australia ups dental efforts

**THE** Government has announced a \$4 billion dental package which will provide more than three million Aussie kids with government-subsidised dental care.

The scheme will work in a similar vein to Medicare-funded GP visits, and will also provide dental services to more than one million low income adults and Australians in rural and remote areas, focusing especially on pensioners.

Described as an "unprecedented initiative to address Australia's increasingly poor oral health", the six-year package includes: \$2.7 billion for around 3.4 million children for subsidised dental care; \$1.3 billion for around 1.4 million additional services for adults on low incomes, including pensioners and concession card holders, and those with special needs, who will have better access to dental care in the public system; and \$225 million for dental capital and workforce will be provided to support expanded services for people living in outer metropolitan, regional, rural and remote areas.

"While Medicare and free hospital care have been a basic right for Australians for decades, millions of people in this country still go without adequate dental care," said the Minister for Health, Tanya Plibersek.

Speaking in the wake of the announcement Plibersek cited recent studies which showed children in the poorest areas experience one and a half times the amount of tooth decay and cavities,

compared to those in the wealthiest areas.

"We also know that low income households have more than double the number of family members with untreated tooth decay compared with high income households," she added.

The package will allow children aged two to 17 in Family Tax Benefit Part A-eligible families subsidised basic dental treatment, capped at \$1,000 per child over a two-year period; whilst the \$1.3b will be divvied up to states and territories under a National Partnership Agreement to expand public dental services for low income adults; and the \$225b will be funneled into dental infrastructure in outer metropolitan, rural and regional areas.

The Dental Health Reform package will replace the Medicare Teen Dental Plan and the Chronic Disease Dental Scheme (CDDS).

### Toddler training

**PFIZER** Nutrition has launched a three part online training program for pharmacy assistants on infant and toddler nutrition.

Comprised of a video and two interactive learning modules, the program is designed to give assistants a better understanding of toddler and infant nutrition.

Registration and participation in the program is free, and available to all pharmacy staff, see-[pharmacyclub.com.au](http://pharmacyclub.com.au).

### DISPENSARY CORNER

#### ROMANTIC?

A love-struck man, Hu Seng, from Chongqing city in China, found himself breathless in the quest for romance, after a gift to his girlfriend got lost in the post.

Hu had arranged for a courier to pick up the gift box, which contained himself and a soft toy, and deliver it to his girlfriend's office 30 minutes away.

Unfortunately the courier got lost along the route, and the 30 minute drive turned into three hours.

To make matters worse, the box did not have enough oxygen for the three hour drive and when it finally arrived at the office, Hu was in dire straits.

A friend of his girlfriend, who was in on the 'gift' was standing by to record the lady's surprise, but instead captured the moment when they discovered Hu was passed out, and had to be revived by paramedics.

"I didn't realise it would take so long," he said.

"I tried to make a hole in the cardboard but it was too thick and I didn't want to spoil the surprise by shouting," he added.



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