NO GROUP CAN OFFER YOU ALL OF THESE BENEFITSI

AUSTRALIA'S
HIGHEST
WHOLESALER
PBS DISCOUNT
6.25%

HIGHEST RX
GENERICS
DISCOUNTS
100%

AUSTRALIA'S
BEST OTC
SUPPLIER
DISCOUNTS
TOP + 10%

AUSTRALIA'S LOWEST MEMBERSHIP FEE/MONTH

Chemsave

MORE INFORMATION: Contact David Patton: 0432 515 717

Chemsave

Sigma back to work

SIGMA Pharmaceuticals this morning advised that following an application to Fair Work Australia to deal with the ongoing industrial action at its Rowville plant in Victoria, a "conciliated outcome has been reached with the National Union of Workers".

Staff were locked out of the facility as part of the extended dispute.

The move will see staff return to work effective today, and both parties have also agreed to enter into a further process over the next 28 days to work towards developing a final agreement.

"While it will take a number of days for the facility to resume full operations, Sigma anticipates 'business as usual' by Monday 26 March 2012," the company said in a stock market update this morning.

"Sigma thanks its team, customers and suppliers for their support and patience over the past few weeks," the company added.

Need a category management solution that utilises your POS and dispensary data?

Click below to register for a free webinar



Presented by

JR.pharmacy partner Teresa Hooper on Thu 22nd March 2012

TGA CM reforms rolling on

THE Therapeutic Goods
Association is examining the
sanctions and penalties associated
with repeated breaches of its
regulations, with Parliamentary
Secretary for Health and Ageing,
Catherine King, telling a
Complementary Medicines Industry
Leaders' reception at Parliament
House last night the move will
"provide extra incentive to those
sponsors who have not quite been
at the level we require".

King outlined the current major reform process for the TGA, which will aim to increase compliance with regulatory requirements.

She said the TGA was also looking at amending labelling of complementary medicine products, including clear explanation of the 'AUST L' number on these items.

"It is the Government's view that greater explanation of the regulatory arrangements for complementary medicines, including this labelling change, will enhance public faith in the regulator and be a positive step towards greater transparency," King told the reception.

A key part of the reforms will be close collaboration with the industry, and King confirmed that she had asked the TGA to establish the Therapeutic Goods Advisory Council which will oversee the implementation and evaluation of recommendations resulting from the transparency review.

King said that the government "realises the importance of the complementary medicines industry to Australians, to our economy, and

to the growing numbers of Australians who choose complementary medicines for their health and wellbeing".

Regulatory and cost recovery impact assessment as well as amendments to the regulations will be required in some cases.

"Increased compliance will reduce the criticism levelled at your industry and improve trust," she said.

Supplies will be OK

PHARMACEUTICAL wholesalers have warned that the upcoming 01 Apr deadline for the introduction of the latest round of PBS cuts will be a "major test" of the Community Service Obligation agreement which requires them to deliver the full range of PBS medicines anywhere in Australia within 24 hrs.

The National Pharmaceutical Services Association says the demand for early April deliveries of the affected medicines will be aggravated by the Easter break, estimating that wholesalers may need to deliver more than one million items to the nation's 5000 pharmacies in the first few days of next month.

However "we are working with manufacturers and pharmacies to minimise the impact on pharmacists and their patients," said NPSA president Patrick Davies.

"Fortunately CSO wholesalers have the resources to ensure that everyone has timely and reliable access to medicines even when there are anomalies affecting supplies," he said.

Kidney update

THE Veterans' MATES service has released a new therapeutic brief on patient renal function and its connection with prescription drugs.

The new module also offers a consumer leaflet on kidney medications - veteransmates.net.au

PHARMACIES FOR SALE

Mining Area - (#1323) Mid Queensland Coast

- Direct access to 7 doctors
- Branded Shopping Centre pharmacy
- Daily scripts 163

Sale price \$1,500,000

Single Pharmacy Town (#1431) South Gippsland

- Modern fitout
- Good Lease
- Two doctors
- Toursist trade
- Well serviced town

Sale price \$395,000

Click here for more pharmacies For sale Phone: 1800 670 440

Email: info@ravens.com.au

Web: www.ravens.com.au





ANIMAL, VEGETABLE...



Call 1800 151 493 for further information Today's the day BLACKMORES

Pharmaceutical Society of Australia

Clinical and Practice Expo 2012

HORDERN PAVILLION, SYDNEY 25 - 27 MAY 2012



Pharmacy DAILY —

Wednesday 21 March 2012 PHARMACYDAILY.COM.AU

Spending too much time in the back office?

Click here for immediate relief.



PHARMACY ALLIANCE

Freedom to choose

RGH eBulletin

THIS week's edition of the RGH Pharmacy E-Bulletin is titled Preadmission clinic pharmacy services - to download it see pharmacydaily.com.au/ebulletin.

SUKIN, NATURALLY YOURS...



This week **Pharmacy Daily** is giving five lucky readers the chance to win a **Sukin** Skincare pamper pack valued at \$94.60 each.

Each pack includes: Cream
Cleanser, Hydrating Mist Toner,
Facial Moisturiser, Botanical Body
Wash, Hydrating Body Lotion,
Nourishing Lip Treatment,
Certified Organic Rose Hip Oil and
Purifying Facial Masque.

To win, simply be the first person to send the correct answer to the daily question below to: comp@pharmacydaily.com.au.

Complete this sentence: "Sukin Rose Hip Oil is

100%

Hint! visit www.sukinorganics.com Congratulations to yesterday's lucky winner Kat Heywood from Spencer's Amcal Pharmacy.

Fatblaster blasted once again

PHARMACARE Laboratories has been formally ordered to withdraw a series of TV advertisements for its Fatblaster Max products, after the company failed to comply with a request by the Therapeutic Goods Complaints Resolution Panel.

Despite being a member of the Complementary Healthcare Council of Australia, Pharmacare did not provide evidence of compliance with 12 Feb order requesting withdrawal of the advertisement, the publication of a retraction advertisement on the TV channel where the original ad was broadcast, as well as a retraction on the www.fatblaster.com.au site.

The Complaints Resolution Panel was responding to an anonymous compliant about a Fatblaster Max TV commercial broadcast in Oct and Nov last year, taking exception to claims that the product "increases weight loss" and is "almost 2x more effective than dieting alone".

Pharmacare provided evidence of a study involving 50 subjects including "statistical analysis of a subgroup" of obese patients.

"The panel was not satisfied that evidence relating to obese subjects could be regarded as relevant to the ordinary, healthy consumers to whom the advertisement was in fact directed," the TGCRP ruling said.

A similar complaint about the company's Xantrax product, with the same "active ingredient" of Svetol had also been upheld, with

the company also in that case using the same evidence and the panel saying relying on the study appeared to be "indefensible".

The Panel has recommended that the Secretary of the Department of Health and Ageing order Pharmacare to comply with all of the requests made in the determination as well as withdrawing approval for the ad.

More eHealth delays?

A SENATE committee looking into electronic health has split along party lines, with opposition senators urging a year long delay.

Concerns raised by the inquiry include an "unrealistic" timeframe for implementation and outstanding issues about control of the records themselves.

The uncertainty comes just three months before the 01 Jul launch.

Symbion serves up wellness

SYMBION Pharmacy has introduced a new *Life Matters* wellness program for its staff, encouraging them to be proactive about their own health.

The program launched on Mon with a 'Wellness Week' featuring a range of activities at Symbion sites across Australia.

During the year *Life Matters* will encourage flu vaccinations, 20 minute health checks, child revive classes, bowel screening, nutrition consultations and access to a dedicated health website with information about healthy living.

CEO Patrick Davies, who's

pictured at right with chief financial officer John Cullity, said "As a key healthcare company with over 1100 employees, it's important that our staff have easy access to relevant



health information and a range of programs in their workplace."

Pharmacy Brokers

PHARMACIES FOR SALE (Sydney CBD)

PBS-Pharmacy Brokers Pty Limited has several opportunities available, the turnover ranges from \$1M to \$2M.

For further information about these pharmacies please call Sean Roffey directly on 0408 882 111.

PBS-Pharmacy Brokers
GPO Box 2681 Sydney NSW 2001
Ph: (02) 9261 1123 | M: 0408 882 111 | Fax: (02) 9267 5562
Email: pbs@healthbusinesssales.com.au

Customer Care Pharmacists

Do you love counseling customers on dispensary and OTC stock? Feel your expertise is currently under valued and under utilized behind the counter?

Pharmore is currently looking for confident and sales focused pharmacists for an exiting role on the sales floor as *Customer Care Pharmacists*.

The hours are flexible and part time. Competitive rates apply. Multiple roles are available in the southeast of Melbourne.

If you are searching for a return to work role, or next step in your pharmacy career – send me your resume today!



cstory@pharmore.com.au or contact Claire Story on 03 9542 6436

Pharmacy DAILY -

Wednesday 21 March 2012

PHARMACYDAILY.COM.AU



Health, Beauty and New Products

Welcome to our weekly feature with all the latest health, beauty and new products for pharmacy!

Suppliers wanting to promote products in this feature should email advertising@pharmacydaily.com.au.



Take the essentials with you when you travel

John Plunkett Essentials are now available in a convenient travel pack which includes mini sizes of the brand's award winning night cream, day moisturiser and cleanser. The easy to carry pack is perfect for keeping skin looking good on the go, and complies with the latest airport customs and security requirements. Products include Protective Day Moisturiser SPF15, Creme Cleanser and Super Wrinkle Cream.

RRP: \$19.95

Stockist: 1300 366 833

Website: www.plunketts.com.au

Stay firm all day and night

Clarins new extra firming day and night creams have a new formula that reinforces the entire architecture of the skin for an immediate lift, leaving it feeling smooth and firm. The range is made up of five new products: Extra Firming Day Cream AST; Extra Firming Day Cream Special for Dry Skin; Extra Firming Day Lotion; Extra Firming Night Cream AST and Extra Firming Night Special for Dry Skin.

RRP: Day Cream \$95 and Night Cream \$100

Stockist: 02 9663 4277

Website: www.iadorebeauty.com





Don't let the weather affect your skin

Burt's Bees has launched a natural solution for winter skin by offering a complete face and body care routine for your skin to be left hydrated and flowing all winter long. The main ingredient is Royal Jelly, which is packed with 134 nutrients. When used in skincare Royal Jelly can enhance skin texture and smoothness, whilst reducing the appearance of fine lines. Burt's Bees Radiance

range includes Facial Cleanser and Toner, Serum, Day, Night and Eye Creams and Day Lotion with SPF 15.

RRP: priced from \$19.95 to \$39.95

Stockist: 1300 243 418

Website: www.burtsbees.com.au

Tom Ford releases his spring collection

The new collection by Tom Ford promises to give the look of tanned, glowing skin through the use of smouldering, molten-toned colour inspired by the beauty of a radiant, bronzed face. The Tom Ford Cream Colour for Eyes is the newest introduction to the collection and offers four metallic shades - Platinum, golden Guild, burnished red Illicit and shimmering Spice. Also available is a new shade of Tom Ford Ultra Shine Lip Gloss called Gold Dust. It infuses the perfect amount of gold particle pearls into a clear and lustrous lacquer that lavishes and nourishes the lips.

RRP: Cream Colour for Eyes \$55.00; Ultra Shine Lip Gloss \$60.00; Nail Lacquer \$45.00

Stockist: 1800 061 326 Website: www.tomford.com

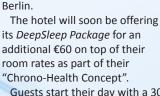
Colors Co

Please don't stop the music

The Scholl Party feet range includes Ultra Slim Gel Cushions, Gel Cushions, Soft Touch, Gel Blister Plasters, Heel Shields, Gel Heel Cushions, Toe Post Strips, Gel Sore Spots, slingback Strips and Ballet Flats for the girl who just can't stand to wear heels any longer. Scholl Party Feet has been providing instant, invisible relief for all high heel dilemmas since 2003. Each product is specifically designed to deliver discreet comfort and pain relief.

RRP: \$9.95 - three quarter Gel Insoles \$14.95

Website: www.scholl.com



Guests start their day with a 30min session in front of a bright light lamp, followed by an energy drink before breakfast.

EXTREME insomniacs may wish to

consider a visit to the Swissotel in

DISPENSARY

Through an aromatherapy session and post-lunch power nap, the customer ends their day with a 30-min session of breathing thin air from a special mountain generator and a herbal drink to relax the body.

Finally, the guest's normal pillow is replaced with a special "sound-pillow", which plays sounds known as "binaural beats", increasing the level of relaxing sleep brainwaves, making it easier to achieve a restful night's sleep.

If, after all that, you still can't fall asleep, you probably need some zolpidem.

A EUROPEAN court has found that dentists who play background music in their surgeries do not need to pay royalties, because they are not broadcasting to the public.

Judges in Luxembourg made the ruling as part of a case brought against a dentist in Turin by an Italian company which collects payments for musicians.

The European Court of Justice said that because their audience is limited and dentists don't broadcast music for profit they don't need to pay - unlike hotel operators who in a separate case were ordered to pay because guests could be defined as 'the public" because "they constitute an indeterminate number of potential listeners".

With dentists, patients do not go to surgeries to listen to music but with the "sole objective of receiving treatment," the judges decided.