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Alanylglutamine

THE TGA has released a new consultation document on the draft compositional guideline for alanylglutamine (AAN).

Interested parties should respond to the consultation by Fri 17 Jan 2014 - for details [CLICK HERE](#).

Vaccination on horizon

THE Pharmacy Board of Australia has formally acknowledged work on pharmacist vaccination undertaken by the Advanced Practice Framework Steering Committee, with chairman Stephen Marty confirming that in the Board's opinion "vaccination is within the current scope of practice of a pharmacist".

However according to a communiqué issued following the Board's most recent meeting late last month, further work will be required before pharmacists are able to undertake vaccinations.

This would include a range of areas including competence to vaccinate, standards, training and where such vaccinations may take place, the Board said.

The move has been endorsed by both the Pharmacy Guild and the Pharmaceutical Society, with PSA National President Grant Kardachi saying the decision "brings Australia into line with international practice".

He said it opens the way for the wider deliver of immunisation services through community pharmacies.

"We have seen already from international experience that consumers see great value in pharmacists providing immunisation services.

"These services have been shown to fill gaps in coverage and complement those provided by doctors, with international studies finding that the people who use pharmacy vaccination services

would otherwise normally not be immunised because they would not go to a doctor or other health professional for a vaccination," Kardachi added.

The PSA has already issued guidelines for providing immunisation services, with a view to promoting best practice.

"These new guidelines promote specific policies and protocols designed to ensure safe and effective channels of communication between healthcare providers."

The Guild says the Board decision paves the way for further work to be done "to bring Australia in line with the majority of comparable countries where health systems benefit from the capacity of pharmacists to vaccinate patients."

"There is real potential for pharmacist vaccinations to supplement the existing provision of vaccinations – enhancing the preventive health care role of Australia's 5300 community pharmacies," the Guild said.

[CLICK HERE](#) to download the PSA immunisation guidelines.

FDA approvals

THE US FDA has approved Gilead's Solvaid (sofosbuvir) to treat chronic hepatitis C virus infection.

Also newly approved is a new indication for Xiaflex (collagenase clostridium histolyticum) as the first FDA-approved drug to treat men with "bothersome curvature of the penis," known as Peyronie's disease.

Save \$100 on APP

THE Pharmacy Guild of Australia's APP 2014 to be held Mar 13-16 is titled *Towards 2020: Priming Pharmacy for Patient Focused Care*.

Earlybird registration is now open until 31 Jan 2014 with a potential saving of up to \$100 - [CLICK HERE](#).



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Weekly Comment

Welcome to PD's weekly comment feature.

This week's contributor is **Peter Raven**, Executive Director of Raven's Pharmacy Sales.



Risk vs Return on Investment vs Price

Would you pay a higher price for a house on a hill or one in a flood zone?

Obviously, The one on the hill!

The same applies with pharmacies. E.g. constant growth, good Gross Profit, long lease, reasonable rent, nearby doctors, little opposition, controlled staff levels. These things make a business more attractive and less risky.

If any of these points are missing the risk increases and price decreases.

Prices are worked out on "Return on Investment" basis and profitability is linked to the risk.

A pharmacy with net profit of \$200,000, capital city, good lease, minimal opposition, nearby doctors, "risk" is considered low.

ROI of 16% is applied to \$200,000 price is \$1,250,000.

However, if the risk was higher because there were no close doctors & high rent, a higher ROI would apply, say 19%; the same pharmacy making \$200,000 would be priced at \$1,052,632.

Mathematically, as risk increases, percentage increases and price decreases.

When selling or buying, think risks and benefits. This will determine how profit is related to price. "Greater the risk, lower the price" or "greater the benefits, higher the price". If a pharmacy ticks all the right boxes, expect to pay a higher price for it, (The ROI will be percentage will be lower).

Advanced practice progress

THE Advanced Pharmacy Practice Framework Steering Committee (APPFSC) has confirmed in-principle agreement on the structure of an advanced pharmacy practice recognition model for Australian pharmacists.

The APPFSC, which comprises representatives from across the Australian pharmacy sector including the PSA, Pharmacy Guild, SHPA, AACP, PDL, ACP, Pharmacy Board, APC and the Council of Pharmacy Schools, will present a paper describing the proposed model to Steering Committee organisations shortly, with the aim of seeking their endorsement before the end of the year.

A communiqué from the APPFSC has also announced the launch of a new website which provides a central repository for pharmacists to readily access information and resources on competency standards-related initiatives.

The APPFSC said that all of its participating organisations are supporting the site, where materials on advanced pharmacy practice will be uploaded regularly.

The site is now online at advancedpharmacypractice.com.au

and includes the Advanced Pharmacy Practice Framework released late last year as well as a range of other local and international resources.

Board conduct alert

THE Pharmacy Board of Australia has drawn pharmacists' attention to the serious consequences which apply to an individual or corporate entity who "directs or incites a pharmacist to do anything in the course of practising pharmacy that amounts to unprofessional conduct or professional misconduct".

The Board says it's responding to notifications from time to time where pharmacists have been issued directives by non-pharmacists which impinge on their ability to meet legal and ethical obligations, with managerial staff assuming authority for areas where pharmacists are in fact responsible.

Practice issues cited include the location of scheduled medicines for sale in community pharmacies; whether to supply generic brands of S4 medicines; and how regulated health services and therapeutic goods are advertised.



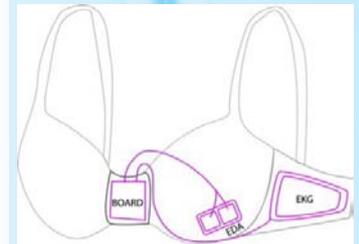
DISPENSARY CORNER

THE newest high-tech aid to help with dieting is a prototype "electronic brassiere" which has been developed by software giant Microsoft.

The so-called smart bra, pictured below, contains an electrocardiogram and electro-dermal skin sensors to monitor the heart and skin, providing an indication of stress levels, according to the BBC.

"Mood data" is then relayed to the wearer via a smartphone application, to warn her when there's a danger of stress-related "emotional eating".

The researchers said that using a bra was ideal because it allowed better placement of the sensors.



A FRENCH university student has successfully launched a new business selling cans of pure fresh air by mail order.

Antoine Deblay, based in the south-western French town of Montcuq, saw the orders roll in after he set up a website to sell containers of 'Air de Montcuq' for about \$10 plus postage.

Billed as "100% bio," the success is more understandable once it's explained that the town's name sounds like the French word for "my backside" - so the product translates in English as "the air of my backside" making it a very popular novelty gift.

"Fresh air of Montcuq is 100% organic," the website promises.

"It immerses you in the depths of the city to refresh your ideas... ideal when you are in need of creative inspiration".

It's also a limited item, because Deblay has promised to only sell 10 litres a week so he doesn't use up the town's air supply.

WIN A BIO-OIL MINI SPA PACK

Every day this week *Pharmacy Daily* is giving one lucky reader the chance to win a **Bio-Oil** Mini Spa Pack valued at \$50.

Despite being well known for its ability to help reduce the visible appearance of scars and stretch marks, Bio-Oil has a myriad of other skin-loving uses. Featuring a combination of plant oils (Calendula, Rosemary, Lavender and Chamomile) as well as Vitamins A and E, Bio-Oil helps promote healthy skin, smoothes and tones ageing skin and helps to combat dehydrated skin. Massage into the tops of the feet and the legs as part of a memorable at-home mini spa treatment.

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