

Ansell acquisition

ANSELL has announced the US\$615m purchase of US-based BarrierSafe Solutions International, which is a "leading North American provider of single-use gloves".

Founded in 1987, BarrierSafe has annual sales of \$290 million, with Ansell saying the deal further expands its position in the hand protection market in the USA.

Chemmart lays out future

CHEMMART Pharmacy has detailed its strategy to protect members from pending PBS reforms, with a range of initiatives detailed by executive director Jonathan Layton at the group's Singapore conference last month.

As well as attracting customers to the brand and increasing demand for members' services, "at the same time we must consider what we can do as a network to significantly lower operational costs for store owners," Layton said.

Measures detailed included freezing membership fees for 2014, maximising generic medicines supplier terms, and broadening Chemmart's health services offer.

The group also plans to build new alliances with third parties and offer lease negotiation services, with Layton saying the moves would deliver about \$2.5m annually in savings across the network which would be passed back to stores.

A new "localised solution to e-Commerce" is also set to be rolled out shortly, with the planned system returning all sales and profits to the store, "as opposed to making money for the corporate entity which administers it".

Layton also said the group would reinvigorate its Chemmart Rewards loyalty program, with the updated offering providing "instant, real-time rewards" to its 750,000 customer members as well as helping store owners capture information and insights to help improve their business.

Chemmart will also add the Impromy Weight Loss program to its portfolio, which has been developed in conjunction with the CSIRO, as well as the "AIA Vitality Health Check" providing services to the three million customers of the AIA insurance company.

About 300 delegates attended the conference, which saw a number of awards made including Brooks Garden Chemmart Pharmacy WA named National Wellbeing Pharmacy of the Year.

Next year's Chemmart Pharmacy conference will take place in Auckland, NZ in Oct 2014.

Actavis restructure

ACTAVIS has announced the merger of its previously separate businesses in Australia and New Zealand, with the overall operation to be run by Ron van der Pluijm.

Previously Actavis vice president, Southeast Asia and NZ, van der Pluijm will take over from Karen McTavish, md of Actavis Australia.

The company said that with the Pacific region representing an area of significant growth opportunity, the restructure will "capitalise on marketplace growth, drive efficiencies and maximise our competitive position".

The previously separate Australian and NZ teams will be combined, benefiting from "increased cooperation from the cluster setup," the company said.

"Ron's combined team will be working to enhance the country portfolios and continue strong investment in R&D to capitalise on opportunities in the market".

Van der Pluijm was Actavis md NZ from 2005 to 2012 and has also held senior roles with 3M Healthcare, Alphapharm and Sandoz Australia.

Actavis thanked McTavish for helping to build a strong foundation for the company in Australia.



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Gastro-Stop training

PHARMACY assistants can improve their knowledge of the causes of acute diarrhoea and how it should be treated, via the new Gastro-Stop Learning Module from Aspen Australia which is now available on Pharmacy Club.

The module is QCPP-approved refresher training, and also explains the benefits of the Gastro-Stop range and utilises interactive video to show staff how to recommend the product using their pharmacy protocol.

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"My senior staff and I have worked very hard to communicate clear expectations to our pharmacists about what they would do with the time freed up by Winston, to ensure that we see a corresponding revenue increase from the new initiatives – and I'm glad to say that's definitely happened for me."

David Heiner

Proprietor of Range Pharmacy,
Toowoomba

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Sisters help out

PRICELINE Pharmacy is celebrating a milestone, after its Priceline Sisterhood community charity initiative hit \$800,000 in fundraising since its launch just over two years ago.

The Sisterhood was established in June 2011 "to respond to the major health concerns of Australian women," with six charity partners including Alzheimer's Australia, Australian Cervical Cancer Foundation, Moira Kelly's Children First Foundation, Look Good...Feel Better, PANDA and the Victor Chang Cardiac Research Institute.

Over the last 12 months donations to the cause have been raised by a combination of in-store product promotions, donations at the register and fundraising events.

These included the *I Feel Beautiful* campaign held in March, which raised over \$18,000 for heart research, and the *30 Days of Fashion and Beauty* held annually in September, which this year saw more than \$40,000 raised for Look Good...Feel Better.

See priceline.com.au/sisterhood.

GMiA urges PBS savings

THE Generic Medicines Industry Association has made a submission to the National Commission of Audit established by the federal government last month, outlining "activities to improve efficiency and eliminate wasteful spending on the Pharmaceutical Benefits Scheme".

The Commission of Audit aims to examine the scope for efficiency and productivity improvements across all areas of spending and will report to the Prime Minister, Treasurer and Finance Minister early next year.

GMiA said it believes efficiency benefits can be achieved "through the introduction of sensible policies that promote and encourage the uptake of affordable generic medicines and ensure the ongoing viability of the generic medicines sector".

The association is urging the enablement of a reimbursement pathway for Similar Biological Medicinal Products, as well as dis-incentivising the practice of "evergreening" of branded drugs.

"The benefits flowing from a viable generic medicines sector are significant," GMiA said, with PBS spending falling for the first time ever in 2012-13.

"It is the impact of price disclosure on the prices of generic medicines that is driving efficiency and delivering savings," GMiA said.

PBS pricing update

THE Department of Health has posted updated Price Disclosure Guidelines on its PBS website.

Titled *Price Disclosure Arrangements Procedural and Operational Guidelines for Expanded and Accelerated Price Disclosure*, the updated Guidelines reflect changes made to the National Health (Pharmaceutical Benefits) Regulations in April 2013.

As well as advance notice of 01 Dec prices resulting from the 2013 Supplementary Cycle B of EAPD, the Guidelines also provide info about other matters including how to disclose data when the commercial responsibility for a brand passes before the legally responsible person has been changed; calculating new premiums for price disclosure reductions; how price disclosure reductions are applied to new brands listing after the end of a data collection period and before the reduction day; and how reduced prices are adjusted to take account of any change in pricing quantity for brands of a pharmaceutical item between the end of the data collection period and the reduction day - details [HERE](#).

Di-Gesic deadline

THE new 'Prescriber Confirmation Forms' for Di-Gesic and Doloxene (PD 16 Sep) will be implemented by 07 Jan, with the TGA confirming that on 07 Nov it approved changes to the Product Information after the recent AAT decision.



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WIN A DESIGNER BRANDS SHOWTIME COLLECTION



This week **Pharmacy Daily** is giving five lucky readers the chance to win a Designer Brands Showtime Collection kit, valued at \$39.99.

This year Designer Brands has Christmas all wrapped up with inspiring gift ideas starting from only \$7.99.

The 2013 beauty must-have is Designer Brands Showtime Collection, it is an essential make-up palette - contains over 150 products!

Inside you will find an extensive range of 70 Eye Shadows, 12 Crème Eye Liners, 54 Lip Glosses, 3 Blushes, 6 Lip & Cheek Crèmes, 3 Illuminators and Applicators.

To win this exciting prize pack, simply be the first person to correctly answer the question below to: comp@pharmacydaily.com.au

How much does Natural Ground Minerals Foundation cost?

Congratulations to yesterday's lucky winners, **Deborah Caldera** from **Jardine's Chemmart Pharmacy**.

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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 newproducts@pharmacydaily.com.au

Blooms Magnesium Complex Powder 200 g

Blooms Magnesium Complex Powder is a high potency magnesium formula. Great tasting, easily absorbed, this vital magnesium source contains 400 mg elemental magnesium with important co-factors vitamin C, glutamine, taurine and potassium, providing numerous well documented health benefits. Habitually low intakes of magnesium induce changes in biochemical pathways that can increase the risk of illness over time - especially susceptible are people with gastrointestinal disease, those with Type 2 diabetes and people with alcohol dependence.

Stockist: 1800 181 323

RRP: \$29.95

Website: www.phytologic.com.au



Braun Cool Tec for a silky smooth irritation-free shave

When Braun and its team of dermatologists, scientists and professors set out to conquer the issue of shaving irritation six years ago, we didn't expect them to look to space for the answer. This year the brand launched the revolutionary **CoolTec**, a razor that uses Thermo-Electric-Cooling technology, usually employed in spacecraft and satellites, to cool the skin as it removes the hair. A first of its kind, the product has been engineered specifically to deliver an outstanding shaving performance for men with sensitive skin and is the first electric shaver to achieve this. By actively cooling down the skin during the shaving process, Braun's CoolTec minimises the appearance of signs of shaving irritation.

Stockist: 02 8864 5209

RRP: \$229

Website: www.braun.com

Chi Chi has cooked up its new Baked Eyeshadow to take accentuating the eyes to the next level

Chi Chi Baked Eyeshadow is a smooth, long-lasting and highly-pigmented eyeshadow. The eyeshadow has been formulated without parabens and is enriched with mineral powders and a high concentration of pearls. The product is designed to be applied wet or dry, and is housed on a terracotta disk to reduce chalkiness and smudging. The eyeshadow is blendable, vibrant and available in 24 colours.

Stockist: 03 9248 9888

RRP: \$14.95

Website: www.chichicosmetics.com



Clarisonic Mia 2 sonic skin cleansing system

Clarisonic's Mia 2 uses a sonic skin cleansing system to gently massage away impurities trapped within pores in just one minute. Clarisonic offers a deep cleanse without stripping it of oils. It is suitable for virtually all skin types for daily use and is clinically proven to be six times more effective than manually cleansing the skin. The Mia 2 features a sonic frequency of 300 micro movements and a fibre bristle brush that is made with DuPont Hytrel Super Soft Filament. It also has a one-minute pulsing T-Timer and protective travel case for on-the-go cleansing. Available in White, Pink, and Limited Edition colours. See the full range of Clarisonic Mia on the website.

Stockists: 02 9931 8888

RRP: \$175

Website: www.clarisonic.com.au

FDA Avandia move

THE US Food and Drug Administration has announced the removal of restrictions on prescribing and use of Avandia (rosiglitazone) "to reflect new information regarding the cardiovascular risk of the medicine".

The FDA cited the RECORD clinical trial which showed no elevated risk of heart attack or death in patients being treated with Avandia when compared to other diabetes drugs.

Previously a meta-analysis had indicated an increased risk of heart attacks, but the FDA said the new results have reduced its concerns.



DISPENSARY CORNER

PLACENTA picture frames are the latest innovation for new parents, as a way of creating a permanent keepsake of their pregnancies.

Believe it or not, a British woman has developed a technique where she uses dried and crushed pieces of placenta to clear casting resin, creating "marble-effect frames"

Amanda Cotton takes the entire placenta, first boiling and cooking it before grinding it into small pieces and then putting it into a frame-shaped mould.

Prospective customers are told to keep the placenta in an Esky after giving birth before delivering it to the creative genius.

"I can understand why some people might find this a bit yucky," said Cotton, "but what attracted me was the use of materials that we think of as wasted".

She said that many parents keep their baby's first tooth or hair clippings.

"The placenta is one of the first creations the mother and baby make together - why not celebrate that with a keepsake?"

