

Corum profit dives

LISTED pharmacy software provider Corum Group this morning reported a 36.7% reduction in its half year operating profit after tax, with the figure of \$1.238m recorded on a 7.5% revenue decline to \$10.049 million.

The company's directors said the result was adversely affected by "reduced funding from the Federal Government for regulatory compliance related software projects," as well as a decline in sales of new software and hardware.

The Corum Health Services division, which provides "point of sale and pharmaceutical dispensing software, support services and computer hardware to the Australian pharmacy industry," achieved sales revenues of \$7.015 million during the year, a decline of 6.3%, while the profit from this segment was \$1.4 million, down \$419,000.

The other part of the business, which provides transactional processing for electronic bill payments and funds transfer to the real estate industry, achieved a segment profit of \$1.327 million on sales revenues of \$2.5 million.

Other activities during the period included a court case involving claims and counter-claims against Winmark Investment Group, with judgement delivered in Dec and claims by both Corum and Winmark dismissed.

Botulin toxin adverts

FOUR botulin cosmetic companies in the UK have been censured for alleged advertising of prescription only medicines to the public by the UK Medical and Healthcare Regulatory Agency (MHRA).

The four companies have amended their advertising to ensure compliance.

Moratorium call on 5CPA

THE Society of Hospital Pharmacists (SHPA) has expanded its criticism of the Guild's recent deal with the federal government in relation to the Fifth Community Pharmacy Agreement changes to the Home Medicines Review program (**PD** 13 Feb) by calling for a moratorium on the arrangements.

Since the deal was struck last week with caps on HMRS & RMMRs in an effort to maintain sustainability of the system within current budgets, there has been a significant response from many quarters.

SHPA president professor Michael Dooley has said, "A moratorium would allow time for appropriate stakeholder consultation to identify alternative methods that facilitate patient access whilst addressing the so-called 'funding crisis' reported by the Guild."

The SHPA wants the existing arrangements to continue until 30 June 2014 "to allow time for the substantial risks to patients to be understood and addressed, and outstanding questions answered."

Pushing his point, Dooley added, "The focus should always be the patient and their health and well-being."

"This requires that the right

AusPARS additions

ASTELLAS' Betmiga (mirabegron) for overactive bladder syndrome, Pfizer's Prevenar 13 (13-valent pneumococcal conjugate vaccine) and Bayer's Stivarga for metastatic colorectal cancer have been added to the Australian Public Assessment Reports for prescription medicines (AusPARs).

CLICK HERE to access the full details posted by the Therapeutic Goods Administration.



IF YOUR CUSTOMERS ARE TAKING A COURSE OF ANTIBIOTICS

a probiotic such as Inner Health Plus may assist in maintaining the balance of good bacteria.

INNER HEALTH PLUS

Always read the label. Use only as directed.

Listen to your heart

CHRISTINE Anu, one of Australia's award winning recording artists, is set to produce a one-of-a-kind music track from the rhythm of Australians' heartbeats.

The joint initiative between Heart Research Australia (HROz) and Metamucil aims to "reconnect Aussies with the beat of their hearts, reminding them of the importance of maintaining low cholesterol levels."

By placing a single index finger against the heartbeat pod, the device listens to the user's heartbeat before translating it into a unique music track.

The pods are located in popular locations in east coast capital cities through RedFeb.



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NMS program builds

ADDITIONAL speakers and an antibiotic resistance stream have been added to the program for the eighth biennial National Medicines Symposium (NMS 2014) to be held in the Brisbane Convention and Exhibition Centre from 21 to 23 May.

NPS MedicineWise executive manager and chair of the NMS 2014 Scientific Programming Committee, Ms Karen Kaye, says the program which explores sustainability, translating data into action, and ethics and decision making is "set to deliver an unmissable event which will live up to its reputation as the Australia's leading forum on quality use of medicines."

Abstracts for oral presentations (ten minutes in concurrent seminar sessions with five minutes for questions), lightning talks (five minutes during the plenary program) and posters are being accepted until 24 Feb.

Abstract submissions should fit with one of the three NMS 2014 themes: sustainability, exploring how data and evidence translates into action, and ethics and decision making.

Davies to head up EBOS

SYMBION ceo Patrick Davies will take the reins of the \$6 billion EBOS Group later this year, after the company announced succession plans along with its half yearly result (**PD** breaking news).

NZ-based EBOS, which took over Symbion last year, reported record revenue in excess of NZ\$3 billion for the six months to 31 Dec 2013, along with a NZ\$49.4 million net profit after tax.

The profit figure was three times that of the previous corresponding period, which was before the Symbion acquisition.

MD Mark Waller said that all business units had shown "excellent performance" during the period.

The NZ operations recorded NZ\$649m in turnover, while activities in Australia, including Symbion, recorded overall revenue of NZ\$2.1 billion and a net profit after tax of NZ\$41.7 million.

Waller said Australia was now the major revenue/earnings component of the business, with the result particularly pleasing given the large drop in the value of the Australian dollar.

He said that the company was optimistic about its growth prospects, with its large scale giving it the ability to grow further through acquisition along with structuring the combined trans-Tasman businesses for future growth.

As well as seeing Patrick take over as ceo of the whole EBOS group later this year, current Symbion chief financial officer John Cullity will also become CFO of EBOS after the retirement of incumbent Dennis Doherty later this year.

Waller will step down as ceo in late August after the full year results are announced, to take on a "key project role for 12 months to work on driving the next phase of the EBOS growth story."

He will then become the company's chairman in Oct 2015 following the retirement of Rick Christie from the role.

Priceline Sisters #1

PRICELINE Pharmacy's Sister Club loyalty program, with over 4.3 million members nationwide, has been named as one of the best in the country and consequently the number one Loyalty Card scheme in pharmacy in Australia.

Priceline was the only pharmacy retailer to rate in the top 10, ranked at number seven overall, among programs including those from Qantas, Coles and Woolworths.

The *Share the Love 2014 Consumer Study into Australian Loyalty Programs* was conducted with over 1000 loyalty club members in Australia.

API ceo and md, Stephen Roche said: "The Priceline Sister Club is an integral part of our strategy, and as this research shows, it's a program that's completely unrivalled in the pharmacy sector."

"Our Sister Club members are our most frequent customers and are the key reason why Priceline and Priceline Pharmacy consistently deliver a top tier sales performance."

"One of the great benefits of this program is that it allows us to provide personalised offers to customers based on their shopping habits and there are great rewards in that, for us and our franchisees," added Roche.

Club members account for 55% of all non-dispensary sales and typically spend 50% more than non-Club members, with the program continuing to grow at a rapid rate of 40,000 new members per month.

Ninety seven per cent of Sister Club members are female.

"Mobile and smart technology is growing," Roche went on to say highlighting this as an important means of communicating with members and driving foot traffic.

Priceline is also rolling out a series of new in-store technologies anticipated to drive increasing sales.

AMT feedback results

THE Australian Medicines Terminology (AMT) v3 Beta Feedback Summary Results document summarises the responses received from stakeholders during the AMT v3 Beta feedback activities undertaken during 2013.

The upcoming AMT v3 Pre-production and Production release data will be compliant with this updated model.

Intending users are urged to familiarise themselves with changes.

CLICK HERE to view the full results document.

UK MSD Cosopt recall

MERCK Sharp & Dohme have issued a within 48 hour pharmacy level recall in the UK of Cosopt (dorzolamide / timolol) eye drops for two batch numbers: MK13D002 and MK13D004.

The recall is due to an increase in the number of adverse events and product complaints relating to difficulties with administration received following the introduction of the 'winged' presentation in July last year.

WIN WITH PLUNKETTS

Every day this week **Pharmacy Daily** is giving two lucky readers the chance to win a **Plunketts Superfade UV Day Shield SPF30+** - a daily facial moisturiser which helps prevent pigmentation and sun damage.

Are Age Spots Ageing You?

John Plunkett's Superfade is clinically proven, pharmacy strength, pigmentation correction and the only pharmacy medicine in Australia that contains the powerful fading ingredient that has been proven to help fade unwanted pigmentation.

See www.superfade.com.au for more information.

To win, be one of the first 2 people to send in the correct answer to the question below to: comp@pharmacydaily.com.au.

What is the recommended retail price of Superfade UV Day Shield SPF30+?

Congratulations to yesterday's lucky winner **Cathy Portolesi** from **The Pharmacy Guild of Australia**. The correct answer was **2%**.





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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



NEW Invisible Pressed Setting Powder

Laura Mercier's famous invisible and invincible **Setting Powder** now comes in a new pressed convenient compact – perfect for the flawless girl on the go. Created for all skin tones and all skin types, this multi-functional powder has unique light reflecting, satin-spherical powders that help create a soft-focus effect. The irresistible, ultra-fine powder sets makeup for all-day wear while diminishing the look of imperfections. In store 02 Mar 2014.

Stockist: 02 9663 4277

RRP: \$45.00 including puff applicator

Website: www.lauramercier.com

MummaBubba Jewellery - Non Toxic BPA Free Silicone teething jewellery

We all know how much babies love to grab and chew. That is why **MummaBubba Jewellery** is committed to offering Mums and their babies a *safe* alternative to costume jewellery whilst providing much relief to tender little gums. All our pieces are original, unique and exclusive to the MummaBubba Jewellery range. The material used in our jewellery is FDA approved silicone, which is non toxic and free from nasty chemicals such as BPA, PVC phthalates, cadmium and lead. Each piece features a breakaway clasp so snagging will not occur, instead the clasp will gently release, stopping the necklace from breaking like regular costume jewellery. Full proceeds of this MummaBubba product will help Pink Hope support women with their breast and ovarian health. In store April 2014.

Stockist: 0413 875 776

RRP: \$10 - \$32

Website: www.mummaBubbaJewellery.com.au



Dreambaby Mini Suction Mats & Dreambaby Angle Lock

Dreambaby have done it again with their increasing range of baby-safe products. While child safety experts nominate the bathroom as the most dangerous room in the house for small children, with the potential to get into cupboards with poisonous chemicals stored, the possibility of drowning in the bath or toilet or slipping over in the bath. **Dreambaby Mini Suction Mats** can prevent those slips and **Dreambaby Angle Locks** keep cupboards and drawers secure from inquisitive little fingers.

Stockist: 02 9386 4000

RRP: \$6.95 for locks, \$7.95 for mini mats

Website: www.dreambaby.com.au



ORLY's Cuticle Oil+ and ORLY's Cutique, a cuticle and stain remover

To help your manicures last longer during the cooler months, it's essential to keep your nails healthy. Start by looking after your cuticles, try **ORLY's Cuticle Oil+**, a nail and cuticle conditioner enriched with orange blossom and wild berry extracts. If you need some more serious rehab for your nails, seek help from **ORLY's Cutique**, a cuticle and stain remover, which gently cleanses and removes dead tissue. Not only does this formula promote healthy nail growth it will also leave your nails looking brighter and your cuticles refined.

Stockists: 1300 769 355

RRP: \$19.95 ea

Website: www.orlybeauty.com.au



DISPENSARY CORNER

44 YEAR gestation.

In a rare condition known as lithopedion, literally meaning 'stone child', an 84 year-old Brazilian woman admitted to the Tocantins hospital with severe abdominal pain has been found to be carrying a 44 year-old foetus.

In this extremely uncommon phenomenon, the foetus probably died at around 20-28 weeks according to *Orange News*, and the mother's body, unable to expel the dead baby, covered it in calcium as means of protection.

The publication reported another such case discovered recently in Columbia where the foetus was removed.

FISHY bill of rights.

39 year-old Romanian activist and independent politician Remus Cernea is proposing a bill of rights for dolphins that grants them the same privileges on the planet as humans.

The aim of the bill is to help protect Romania's indigenous dolphins in the Black Sea, Cernea told *Reuters*, and would also add the country's voice to a global movement against dolphin killings.

Cernea's constituency, Constanta, is on a strip of coastline where dolphins get entangled in fishing nets and are found dead by the score.

THAT'S a curly one.

Sochi Winter Olympics has brought to the fore once again the relatively uncommon but reputedly highly addictive sport of curling.

For the uninitiated, it is pretty much lawn bowls on ice, but has also been described as chess on ice, with some obscure housework thrown into the mix as "sweepers" clear a path.

The physics behind the granite stones 'curling' on the surface is definitely non-intuitive and why do the sweepers wear 'kippers'?

To learn all about it **CLICK HERE** to see a video.