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Pharmacists working for Pharmacists

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Blink Pharma Brokers

MICHAEL Meaney, former proprietor of Turnbull's Pharmacy, Sheffield, Tasmania, has provided a strong reference for Stewart Grigg of Blink Pharmacy Brokers.

According to Meaney, Grigg has demonstrated a high level of professionalism, compassion and determination.

See **Page 4** for the full reference.

Free Heart Week kit

PHARMACIES and other workplaces are being offered a Heart Week kit which includes posters and balloons for display as well as fact sheets and wallet cards that can be distributed to patients.

The Heart Foundation of Australia is distributing the kits as part of Heart Week 4 to 10 May during which Australians are being urged to learn the warning signs of heart attack and reduce their risk of having one.

Each year, almost 10,000 Australians die of a heart attack and more than one million Australians aged 30 to 65 are at high risk of having a heart attack or stroke, but may not even know it, said the Foundation.

To order your kit, either ring 1300 362 787 or **CLICK HERE**.

Perrigo buys Aspen OTC

PERRIGO Company plc has acquired a basket of value-brand OTC products that Aspen has been selling in Australia and New Zealand for \$51m in cash.

The products involved in the negotiation include the Herron range of analgesics, vitamins and supplements estimated at more than \$20m in annual revenue.

Just 10 weeks prior, according to

Jewish Business News, Perrigo had completed its largest ever purchase of Ireland's Elan Corporation for \$8.6b.

Perrigo's chairman, president and ceo Joseph C. Papa stated, "The acquisition of OTC products in Australia enhances our position by broadening our product offering and increasing our relevance with the mass retail customers.

"This deal furthers our strategy to expand our Consumer Healthcare portfolio internationally, while making quality products more affordable for consumers and customers around the world."

As of 2008, Perrigo Company was the largest manufacturer of private label over-the-counter pharmaceuticals in the United States and also markets prescription pharmaceuticals.

ACNM members

THE Therapeutic Goods Administration (TGA) has updated the list of members of the Advisory Committee on Non-prescription Medicines (ACNM).

The ACNM was formed in January 2010, to advise and make recommendations to the TGA regarding the entry of non-prescription medicines on the Australian Register of Therapeutic Goods.

The Committee can also provide advice to the TGA on other matters concerning a non-prescription medicine, and any other matters referred to it by the TGA.

To view the updates to the members on the TGA website, **CLICK HERE**.

PBS site update

THE Pharmaceutical Benefits Scheme (PBS) website has been updated, including updates to the Schedule, as well as to drugs subject to expanded and accelerated price disclosure.

To view the updates, **CLICK HERE**.

HMR & RMMR prompt

THE Society of Hospital Pharmacists (SHPA) is reminding accredited pharmacists that with the change to a new claiming and payment system, they need to register their details on the SCPA website to claim payment for conducting Home Medicine Reviews (HMRs) and Residential Medication Management Reviews (RMMRs).

The new registration and claiming portal will be available from 01 Mar 2014.

CLICK HERE to access resources.



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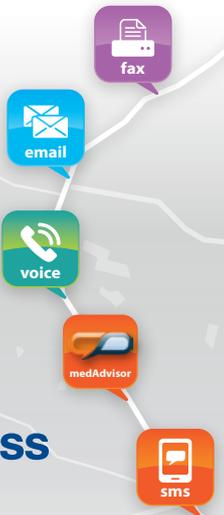
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Fiona Wailes, Kofeods Pharmacy

27,560 pharmacists

THE Pharmacy Board of Australia (PBA) said there are now 27,560 registered pharmacists, as of December.

The PBA published its quarterly snapshot of Australia's pharmacy workforce, with the December 2013 profile showing there had been an increase of 221 practitioners since June 2013, up 64 from the last update in October.

Of the nearly 30,000 registered pharmacists, 24,867 had general registration, 1,763 had provisional registration, 917 pharmacists were non-practising and 13 had some form of limited registration, the PBA said.

New South Wales was the state with the most registered pharmacists at 30.58% or 8,428, followed by Victoria at 24.98% or 6,884.

The majority of registered pharmacists are aged 25 to 29 years old, at 21.93% or 6043, followed by 30 to 34 at 19.11% or 5,267.

The majority of pharmacists were female, at about 60% or 16,554, the PBA said.

Chemmart eCommerce

CHEMMART Pharmacy has launched the first stage of a new e-Commerce initiative in Tasmania which enables each pharmacy to manage its own local online store.

Unlike traditional retail eCommerce sites which tend to operate from one central location with profits kept by the corporate entity, the Chemmart solution localises the range and pricing and directs profits back to the local store.

Chemmart executive director Jonathan Layton explains that Tasmanian customers can visit chemmart.com.au and select their local store before making an order that is then picked, packed and despatched by the selected store.

“From a customer perspective, this local approach has the benefit of continuity of care and the convenience of being able to choose between speedy home delivery or collecting the order at their local pharmacy,” he said.

Layton also believes this approach

will help to strengthen the relationship between pharmacy staff and customers while ensuring Chemmart has a strong online presence as customers increasingly seek the freedom to choose where and how they shop.

“Through our e-commerce solution, customers can now continue to shop with their local Chemmart Pharmacy in a way that suits their lifestyle, knowing that their health needs are being looked after by the pharmacy team they know and trust,” Layton added.

Other elements of the program include the ability to earn and redeem loyalty points online and in store as well as booking health checks and other health services online.

While the pilot program is restricted to Tasmania, the full national roll-out is set for March and is based on Oracle eCommerce software used by retail giants Walgreens, CVS CAremark and John Lewis, Layton said.

Pregnancy meds

THE Therapeutic Goods Administration (TGA) said the Prescription Medicine in Pregnancy database had been updated to include the recently registered new chemical ivacaftor.

Several entries had been amended, including brimonidine tartrate.

MEANWHILE the TGA has also published the Advisory Committee on the Safety of Medical Devices' meeting statement for 21 Feb, including the appointment of nine new members.

For more information [CLICK HERE](#).

Thermoskin cash back

THERMOSKIN is offering customers \$10 cash back with the purchase of any Thermal Support product.

The deal is open to the first 1000 customers who claim their purchase via the website, thermoskincashback.com.au, between 17 Feb and 30 May, with suitable entries receiving a \$10 cheque in the mail.

March MIMS Monthly Medicine Update

NEW PRODUCTS

Madeline (**desogestrel, ethinyloestradiol**) is a combined oral contraceptive. It is contraindicated in the following conditions. Severe hepatic disease (with abnormal LFTs), hepatic tumour, venous (e.g. DVT, PE) or arterial thrombosis (e.g. MI, CVA), prodromal condition (e.g. TIA, angina) (or history); thrombosis predisposition (e.g. activated protein C resistance, hyperhomocysteinaemia, antiphospholipid antibodies, antithrombin III, protein C or S deficiency); severe, multiple risk factors for venous, arterial thrombosis; diabetes with vascular involvement; history

of migraine with focal neurological symptoms; pancreatitis (or history if associated with severe hypertriglyceridaemia); undiagnosed vaginal bleeding; known or suspected sex steroid influenced malignancy; and in pregnancy including suspected pregnancy. Madeline is available as a blister pack of 28's containing 21 active tablets (desogestrel 150 microgram, ethinyloestradiol 30 microgram) and 7 placebo tablets.

Optive Advanced (**carmellose sodium, glycerin, polysorbate 80**) is a lubricant eye drop. It is

indicated for the temporary relief of burning, irritation and discomfort due to dry eyes or exposure to wind or sun. It may also be used as a protectant against further irritation. Optive Advanced is available as a 15 mL bottle.

Tivicay (**dolutegravir (as dolutegravir sodium)**) is an integrase inhibitor active against human immunodeficiency virus (HIV). Dolutegravir inhibits HIV integrase by binding to the integrase active site and blocking the strand transfer step of retroviral deoxyribonucleic acid (DNA) integration which is essential for the HIV replication cycle. Tivicay is

indicated for the treatment of HIV infection in combination with other antiretroviral agents in adults and children over 12 years of age and weighing 40 kg or more. It is contraindicated in combination with dofetilide. Tivicay is available as 50 mg tablets in bottles of 30's.

NEW INDICATIONS

Neupro (**rotigotine**) is now indicated for the symptomatic treatment of moderate to severe idiopathic restless legs syndrome in adults.

SAFETY RELATED CHANGES

Liver function tests including ALT and total

bilirubin should now be monitored every 2 weeks during the first 2 months of treatment with Xalkori (**crizotinib**), then once a month and as clinically indicated, with more frequent repeat testing for grades 2, 3 or 4 elevations.

Xgeva (**denosumab (rch)**) is now contraindicated in severe untreated hypocalcaemia.

This list is a summary of only some of the changes that have occurred over the last month. Before prescribing, always refer to the full product information.

NPS Awards

ENTRIES are now open for the National Medicinewise Awards, which will be presented as part of the 2014 National Medicines Symposium held in May.

The awards are an opportunity to recognise quality use of medicines and medical test activities.

Guild Update

Register now for 5CPA Programmes

Pharmacies can now register on the new 5CPA Registration and Claiming Portal at www.5cpa.com.au.

The new portal, administered by the Pharmacy Guild allows pharmacies to register and claim for services including: Home Medicines Reviews, Residential Medication Management Reviews, MedsCheck and Diabetes MedsCheck Programmes, and Pharmacy Practice Incentives.

All pharmacies must be registered to receive payments under the 5CPA. This change is aimed at cutting red tape and streamlining processes by moving to an electronic claiming and payment system, available via the 5CPA website.

The new portal features payment tracking and allows you to register for all 5CPA Programmes in the one place.

For further information about registering and claiming in the 5CPA Registration and Claiming Portal please refer to the 'How to register on the 5CPA Registration and Claiming Portal' and 'How to claim on the 5CPA Registration and Claiming Portal' user guides available under the Resources tab at www.5cpa.com.au.



The Pharmacy
Guild of Australia

Harvey hits back

DR Ken Harvey has returned fire in the ongoing discussion around La Trobe University's \$15m deal with Swisse to form a complementary health research centre (**PD** 04 Feb).

In a five page release, Swisse Wellness ceo Radek Sali said the top 10 patent protected drugs prescribed by doctors relied on efficacy from research that was industry funded (**PD** 03 Mar).

Dr Harvey, who resigned as adjunct associate professor of public health with La Trobe in protest at the deal (**PD** 06 Feb), said this was not true, and that most research on efficacy was undertaken prior to marketing and used as part of an application for product registration, where it was independently assessed by regulators.

"Swisse products are listed by the TGA; a process that requires no pre-market evaluation of efficacy.

"However, the sponsors of listed products are meant to hold purity, safety and efficacy data for potential audit, compatible with the product labelling and advertising claims.

"So if a company needs to find this evidence after marketing it would seem that their listing claim must be dubious."

Harvey also said Swisse and other supplement companies' products generally contained a mix of ingredients, and so results could not be extrapolated to other products which did not have an identical formulation.

"Thus other supplement companies cannot benefit from such research."

Sali called Harvey's resignation a "publicity stunt", to which Harvey said he had received many requests to "keep on keeping on" following publicity around the deal.

He said he had accepted an offer of adjunct associate professor at another university that had refused the Swisse offer, and had accordingly postponed his retirement.

"Swisse will be pleased to know that I have more complaints about the promotion of complementary medicines (and the ineffectiveness of the regulators) currently in train."



WIN A DERMASUKIN PACK!

Everyday this week *Pharmacy Daily* are giving two lucky readers the chance to win a **DermaSukin** prize pack, valued at \$34.90.

DermaSukin is the latest offering from leading natural skincare brand, Sukin. Consisting of five products specifically formulated to be naturally gentle on sensitive, dry, itchy or problem skin, DermaSukin proudly wears the Dermatologist Certified label, with accreditation on all five non-irritating and non-sensitizing formulations in the range. They are soap free, fragrance free and are free from the myriad of harsh chemicals, also not present in Sukin's core range.

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

Hint! Visit www.DermaSukin.com

What is the name of the wash suited to oily skin?

Congratulations to yesterday's lucky winner **Lindsay Scott** from **Broken Hill Health Service**.

DISPENSARY CORNER

LOSING by a hair.

The Oscars went a little left field in this year's goodie bag, with free hair transplants among the gifts on offer.

The bag, valued at more than US\$80,000, contained a voucher for a US\$16,000 hair restoration procedure from a Chicago surgeon using robotic equipment, the most expensive gift in the bag, *CBS News* reported.

Also included was a US\$15,000 walking tour of Japan, a US\$9,000 trip to Las Vegas and, slightly less luxurious, a US\$6.49 device to keep hair from clogging the shower, the publication reported.

SIGN here, please.

Yikes! Next time you mail any business related documents, it might be worth double checking the address - Jerri Crabtree in California received a FedEx box with full of strangers' credit card information and medical records, with her name and cellphone number on the label, *CBS-Sacramento* reported.

A marketing research company's name was listed on the label, but owner David Reckner said while the company did send a package to Crabtree, it had been a box of breakfast cereal, not private documents, which the company would never have possessed, the station reported.

FedEx told *Yahoo News* that it followed the shipping instructions - so looks like the mysterious Document/Cereal Switcher is at it again.

GLASWEGIAN attraction.

If you're thinking of visiting Glasgow, make sure to stop by Mary Johnston, a Glaswegian woman named the city's 87th most popular tourist attraction, having been listed on TripAdvisor as a museum.

She's the 18th most popular museum in the city, and beat the city's concert venue, the Hydro, *Orange News* reported.



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21/02/2014

To whom it may concern,

Regarding Stewart Grigg of Blink Pharmacy Brokers

Stewart Grigg's genuine, thorough, and superbly effective approach to pharmacy brokering has made my relationship with him during the process of selling my business a greatly valued one. Not only have I appreciated his commitment, his knowledge and his availability at all stages of the sale, I have also found him to be open, highly approachable and an excellent source of support. His services have rendered a potentially draining and dragged-out process both timely and positive. I see him as the primary cause for the smooth and rewarding sale I have enjoyed and do not hesitate to recommend him.

It is highly relevant to note that my first experience of Stewart Grigg was as a potential purchaser. Two years prior to selling my business, my brother and I looked at a number of pharmacies on the market. The businesses presented for sale by Stewart Grigg stood out immediately for having the best pharmacy profile and this presentation was backed up by fast and detailed responses from Stewart himself. Any questions we had regarding the pharmacies were quickly answered and the detail provided was always suited to our needs. Without doubt, Stewart's services were head and shoulders above any of the other brokers we dealt with.

In the sale of my own business, Stewart's capacity to sustain open, cooperative and, whenever needed, insistent communication with myself, the purchaser, the banks, and the solicitors on both sides, marked him as an expert in his field. His approach is grounded on an unwavering focus and dedication in relation to the goals at hand. I have experienced what it is like to undertake these negotiations without the assistance of a broker and do not hesitate to say that Stewart's services were the best investment I could have made. In 1995, what I thought would be the simple process of buying half of the business I was working in from my employer and partner-to-be, at a price already agreed on, turned into a 12-month ordeal involving entirely unnecessary complications. In 2006, when I bought out the other half of the business, the delays were again considerable, frustratingly unnecessary and, of course, costly. When I became interested in selling the business, Stewart was available with advice for avoiding such complications from the outset and remained committed to minimising delays and misunderstandings throughout.

I have worked as my local community's pharmacist, in a single-pharmacy town, for over twenty years. Serving this community has meant, and still means, a great deal to me, and it was a bonus to find that the meaning my work has for me was never dismissed by Stewart. He recognised the relation my decision to sell had to the industry at the time and at no stage undermined or failed to be sensitive to the values I hold as a pharmacist. The transaction of selling a business is financial and Stewart's business knowledge is impeccable, yet I also felt an acknowledgement from Stewart that the sale was part of my life story and accordingly, for me, no small thing. The success of the transition I was undertaking was of interest to Stewart and I thank him for this. Stewart's professionalism is underscored by compassion as well as determination and this combination is certainly part of what makes him exceptional in his chosen vocation.

I am pleased to recommend Stewart and will return to him if ever I am again in the market.

Yours sincerely,

Michael Meaney

former proprietor of Turnbolls Pharmacy, 57 Main St, Sheffield, Tasmania