



NOT ALL PROBIOTIC  
STRAINS DO THE  
SAME THING

Recommend therapeutic,  
scientifically validated strains.

INNER HEALTH PLUS

## ACT Chemist Warehouse defence

A NUMBER of *Pharmacy Daily* readers have responded to the story earlier this week (PD 21 Oct) about the ACT pharmacist sanctioned over a dispensing error in 2012 while working at the Philip Chemist Warehouse store.

Respondents included Nasir Ellis, now a senior pharmacist at the Therapeutic Goods Administration Medicines Authorisation Branch, who submitted a letter to the editor on the issue, part of which follows:

*I was fortunate enough to be able to undertake a portion of my internship at that particular store and cannot speak highly enough about the procedures they have in place and the comprehensive training program and support by the owners and Managers there.*

*Despite being a very busy discount pharmacy I saw no evidence of inferior standards in terms of patient care and Pharmacy standards.*

*Quite the contrary, I believe that because of the discount or cheaper perception by the community The Chemist Warehouse have to try harder to almost have to prove that their levels of service, quality and patient care are second to none or better.*

*It would great to see a positive article to reflect what an outstanding group they are and the years of dedicated service they have provided to the Canberra community.*

If you would like to weigh in on this or other subjects, email us at [info@pharmacydaily.com.au](mailto:info@pharmacydaily.com.au).

## API profit surges to \$43m

AUSTRALIAN Pharmaceutical Industries (API) yesterday reported net profit after tax of \$43.1m for the 12 months ended 31 Aug, up 37.6% on the previous year.

Earnings before interest and tax amounted to \$74m, representing an increase of 13.7%.

The company attributed the result to growth in API's core businesses and continued financial discipline.

"The sustained earnings growth is coming from strong operational execution and financial

management in line with our strategic plans," said API ceo and md Stephen Roche.

"We continue to expand the Priceline Pharmacy network which means our growth strategy remains on track...our focus on the customer and financial management over many years is delivering consistent growth in our capital returns for shareholders."

He said improved cash generation, working capital management and lower debt has provided API with flexibility for future growth options.

Operations increased cash returns by \$15.9m on the prior year with average debt reduced by \$39.3m and net financing costs down by 21.8% from \$18.1m to \$14.1m.

Roche also emphasised that the company's transition from a purely wholesale operation to a highly competitive retail organisation is exemplified by the strong showing of Priceline and Priceline Pharmacy stores - see story below.

## API distribution steady

DESPITE headwinds in the form of the EBOS acquisition of Good Price Pharmacy Warehouse (PD 27 Aug 14), Sigma's Discount Drug Stores buy (PD 09 Sep 14) and price deflation from PBS reform, API's pharmacy distribution business reported \$2.4b in sales for 2014/15, in line with the prior year.

Margins were maintained and underlying sales, adjusting for PBS reforms, rose 6.5%.

API ceo and md Stephen Roche said that the business was able to retain many accounts and capture new independent pharmacy accounts to mostly offset the losses.

"As a consequence of new accounts the Club Premium program continued to grow, now with 750 members," Roche said.

"The overall performance was complemented by the confidence pharmacy owners have as a result of the remuneration certainty provided by the 6th Community Pharmacy Agreement," he added.

## 30 new Pricelines

PRICELINE and Priceline Pharmacy have posted retail sales of \$1.05b for the year ended 31 Aug, up 10.4% on the previous year, with 30 new stores added to make a total of 420, parent company Australian Pharmaceutical Industries (API) reported in its results announcement yesterday.

"Our health and beauty offering is famous with Australian women and our focus is to ensure that in every interaction we deliver on their expectations," said API md Stephen Roche, who nominated the Priceline Sister Club loyalty program as a key driver of success.

Member numbers grew by almost one million members in the last 12 months to 5.6 million, with this engaged customer base accounting for 40% of sales.

## FDA ticks Veltassa

THE US Food and Drug Administration (FDA) has approved Veltassa (patiromer for oral suspension) to treat hyperkalemia.

CLICK HERE for more.

## New online module

NPS MedicineWise has launched online a new learning course, 'Drug misuse: implications for pharmacists'.

The module is free to pharmacists and offers Group 2 CPD points.

The course is part of a wider suite of materials developed under the National Pharmaceutical Drug Misuse Framework for Action (NPDMF), which is part of the Department of Health's National Drug Strategy.

NPS MedicineWise ceo Dr Lynn Weekes said that the problems associated with the misuse of medicines are complex and require a multi-layered response.

"As frontline healthcare professionals, pharmacists are well-positioned to contribute to reducing and preventing the misuse of pharmaceutical drugs and associated harms in Australia."

## DRUG MISUSE

Know  
the signs.  
Know  
what to  
say.

## New online learning course

Focuses on misuse of pharmaceutical opioids, including OTC codeine, and benzodiazepines.

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NPS  
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### Jobs of the Week

- **Pharmacist In Charge** - North Coast, WA (Job# 2011819)  
5 hrs from Perth; busy pharmacy; excellent salary w/subsidised accom.
- **Pharmacist** - Blue Mountains, NSW (Job# 2011813)  
Full time rotating roster in a fast paced environment.
- **Pharmacist Manager** - Melbourne's north, VIC (Job# 2011799)  
Friendly phcy near a medical centre, many professional services offered.

Share your career vision with us and we'll help get you there!



## Events Calendar

**WELCOME** to *Pharmacy Daily's* events calendar, opportunities to earn CPE and CPD points.

If you have an upcoming event you'd like us to feature, email [info@pharmacydaily.com.au](mailto:info@pharmacydaily.com.au).

**23-24 Oct:** Blackmores Institute Symposium 2015; Pullman Melbourne Albert Park; visit: [www.ivvy.com/event/BIS15](http://www.ivvy.com/event/BIS15)

**27 Oct:** How to Run a Better Retail Pharmacy Business, Village North Sydney; info and registration: [www.villageaustralia.com.au](http://www.villageaustralia.com.au)

**27 Oct:** QCPP Refresher Training, Sunshine Coast; info and registration: [www.guild.org.au/qldcpd](http://www.guild.org.au/qldcpd)

**29 Oct:** Complementary Medicines Australia (CMA) 2015 Annual Conference; Doltone House - Jones Bay Wharf; Sydney; more details at: [www.cmaustralia.org.au](http://www.cmaustralia.org.au)

**4 Nov:** QCPP Refresher Training, Mackay; info and registration: [www.guild.org.au/qldcpd](http://www.guild.org.au/qldcpd)

**7 Nov:** Australian Association of Consultant Pharmacists' Forum; Novotel Sydney Brighton Beach; for details see: [www.aacp.com.au](http://www.aacp.com.au)

**9-11 Nov:** National Allied Health Conference (NAHC) - *Allied Health: Front and Centre*; Crown Conference Centre, Melbourne; see: [www.nahc.com.au](http://www.nahc.com.au)

**11 Nov:** ASMI Annual Conference, AGM & Awards Dinner; Waterview Convention Centre, Homebush; visit: [www.asmi.com.au](http://www.asmi.com.au)

**14-15 Nov:** Current Treatments in Oncology Seminar; Rendezvous Hotel Melbourne; see: [www.cpd.shpa.org.au](http://www.cpd.shpa.org.au)

## Medlab nanotech statins

**STATINS** and insulins are among the first drugs to be tested for viability of nanotechnology-delivery in human trials by Sydney-based, ASX listed, biopharmaceutical company, Medlab Clinical Ltd.

The company announced that it has received ethics approval for the trials, starting with atorvastatin and an insulin compound.

Because the molecules are not being changed, they can bypass animal models and move directly to Phase 0 human trials, Medlab CEO Sean Hall said.

Medlab will apply its Nanocelle drug delivery system to the medications, with the platform involving converting off-patent pharmaceuticals into nanoparticle form with a view to developing new patented compounds.

"Through the NanoCelle platform delivery mechanism, a fraction of the normal dosage is administered, bypassing oral intake and gastrointestinal absorption, which could lead to considerable reduction in pain or other side effects usually associated with the drugs," Hall said.

Nanocelle was previously developed for Medlab's Cannabis research, and is key to delivering less of the atorvastatin or insulin

compound, bypassing stomach or intestinal absorption, and producing a repeatable therapeutic dose by way of a spray in the buccal area of the mouth.

Medlab said having now received ethics approval it expects to start the trials next month.

## IMS Quintiles deal

**IMS Health** today announced a major new global strategic alliance with Quintiles, with the aim of advancing the use of "next generation real-world evidence in late-stage clinical research".

The collaboration will combine IMS Health's strength in technology-related real world information management and advanced commercial and clinical analytics, with Quintiles' expertise in prospective studies and scientific knowledge to improve the quality and impact of real-world evidence.

"We are excited to offer an improved method for generating healthcare evidence that addresses a long-standing need for more robust information, greater insight on disease and treatment impact, and more-cost-effective data collection," said IMS Health's Jon Resnick.



## DISPENSARY CORNER

**ALIEN** invasion of femme fatales.

A traveller returning to Australia from Central America has found he had been invaded by two bot fly larvae after swimming in a waterfall in Belize, on the East Caribbean coast.

The fly has the temerity to not only attach its eggs to an captured insect for its offspring to feast upon, but also attaches the total package into the skin of an unsuspecting host such as the neck of our hapless traveller.

The medical term for the hitchhiking insect's effect is myiasis, the symptoms usually being mild, starting with an itch and progressing to a swollen red appearance.

Treatment? Easy - just put vaseline on the wound and that cuts off the air supply to the maggot, then depending on the species of fly involved, antibiotic medication may be needed to battle secondary infection.

**POO~POURRI** pong prophylaxis.

Designed to stop toilet odours before they begin, an award-winning toilet spray called Poo~Pourri developed in Dallas, is launching into commercial and retail centres.

With 89% of customers fingering toilet odour as a cleanliness negative for businesses, the new product line will help business managers keep their restrooms smelling clean without the use of aerosol sprays because unlike alternatives, Poo~Pourri eliminates the odour altogether, the company said.

The product won the Good Housekeeping Seal of Approval in 2013 and an Edison award in 2014.

Poo~Pourri was also ranked within Inc.'s 5000 Fastest Growing Companies.

## WAKE UP TO NEW SKIN

This week *Pharmacy Daily* and Plunketts are giving away a John Plunkett gift pack each day including Glyco Peel and Crème Cleanser.

Wake up to radiant, smooth and glowing skin with John Plunkett Glyco Peel. Glycolics gently dissolve dull, damaged skin cells, without visible peeling, revealing brighter, clearer new skin with reduced lines, surface discolouration and visibly refined pores. Special 5-minute Facial pack consists of Glyco Peel and a trial tube of Collagen Lift Moisturiser which contains Matrixyl 3000 and Hyaluronic spheres to firm, plump and smooth your skin. Australian owned and made.

To win, be the first from VIC or TAS to send the correct answer to [comp@pharmacydaily.com.au](mailto:comp@pharmacydaily.com.au)

True or false: John Plunkett Crème Cleanser is pH balanced?

Hint: visit [www.johnplunkett.com.au](http://www.johnplunkett.com.au)

Congratulations to yesterday's winner, Chi Nguyen from the Queen Elizabeth Hospital Pharmacy.



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Postal address: PO Box 1010, Epping, NSW 1710 Australia

Street address: 4/41 Rawson St, Epping NSW 2121 Australia

P: 1300 799 220 (+61 2 8007 6760) F: 1300 799 221 (+61 2 8007 6769)

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Publisher: Bruce Piper [info@pharmacydaily.com.au](mailto:info@pharmacydaily.com.au)

Reporter: Mal Smith

Contributor: Jasmine O'Donoghue

Advertising and Marketing: Magda Herdick [advertising@pharmacydaily.com.au](mailto:advertising@pharmacydaily.com.au)

Business Manager: Jenny Piper [accounts@pharmacydaily.com.au](mailto:accounts@pharmacydaily.com.au)

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