

Today's issue of PD

Pharmacy Daily today has three pages of news plus a full page from **Chemist King**.

Hooper cashes in

SIGMA Pharmaceuticals ceo Mark Hooper yesterday sold more than 270,000 shares in the company, netting proceeds of \$382,151.

According to an ASX disclosure notice Hooper sold the shares on market for about \$1.40 each - about 11c more than yesterday's closing price of \$1.285.

Hooper retains a large stake in Sigma, with the notice indicating after the sale he still holds over 34.5 million shares in the company.

Alpha Keri lotion back

ALPHA Keri has announced its Original Formulation Skin Moisture Boost Lotion is back on pharmacy shelves by popular demand.

Head of marketing at Mentholatum Fiona Scrymgeour said there was "a lot of loyalty out there" for the formulation and they're excited their customers "will continue to have skin they can wear with pride".

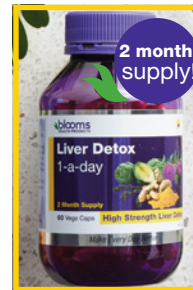
The lotion is available now in 400ml and 1 litre sizes.

Guild plots restructure

THE Pharmacy Guild of Australia is set to operate a referendum of its members, asking for approval to move to a new membership model based on premises alone.

The proposed new premises-based arrangement is a reflection of the changing structure of the industry, where pharmacies are increasingly owned by multiple proprietors, the Guild said.

Currently Guild membership imposes a fee to premises as well as pharmacy proprietors, and if the referendum is approved the existing proprietor fee will cease.



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Chemist King offer

CHEMIST King has highlighted findings presented at last week's ASMI conference (PD 28 Oct) which showed sales for discount pharmacies are growing much faster than traditional chemists.

The Chemist King retail offer is showcased on **page four** of today's issue of **Pharmacy Daily**.

Swisse sales decline

COMPLEMENTARY medicines company Swisse has been hit by regulatory changes in China, with parent company Biostime International yesterday telling the Hong Kong Stock Exchange sales for the three months to 30 Sep were down 15.7% year on year, due partly to significant destocking by pharmacy retailers in Australia.

The update said despite major shifts in buying patterns in both China and Australia, the company's market share in vitamins here had remained stable at 17.1%, while Swisse also maintained its top position in the healthcare category for sales on China's Alibaba online platforms.

Biostime chairman Luo Fei revealed that Swisse plans to expand its Chinese operations into offline channels early next year.

UK pharmacy battle

A BRITISH law firm has flagged a formal legal challenge to proposed cuts to pharmacy funding, with pharmacists urged to contribute to the costs of the action.

David Reissner, who is senior healthcare partner at London-based Charles Russell Speechlys, said just £10 from every pharmacy would raise the "low six figure sum" needed to fund an urgent hearing.

There's apparently been a strong response including an unnamed pharmacy banner group agreeing to pay the costs of the legal battle, according to UK trade publication *Chemist & Druggist*.

Diabetes Forum invite

THERE are some last minute spots available for today's Western Sydney Pharmacy Diabetes Form, taking place 6-8pm this evening at the Auditorium, Blacktown Hospital Campus of Western Sydney Uni.

The event aims to highlight pharmacy's role and skills in diabetes care, with presenters including endocrinologist Professor Glen Maberly, Nurse Practitioner Michelle Robins, Stuart Eastwood from Diabetes NSW and community pharmacist Peter Rushton.

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Corum's new suite on track

PHARMACY software supplier Corum Health says it's committed to "reasserting a leading role in the supply of

not only software, but of software solutions to community pharmacies and to pharmacy groups".

Speaking at yesterday's Corum annual general meeting, chairman Bill Paterson confirmed the company was investing about \$1 million in the next stage of development of a new suite of pharmacy systems.

"From early 2017, these products will be progressively released to the market," Paterson said.

He told shareholders that over the last 18 months Corum had taken "effective and significant steps to modernise its current products and enhance its reliability and up-skill customer support".

He said customer service and technical response had improved, with Corum now the only provider to offer "live" technical support via phone and live chat.

A substantial platform change of Corum's core LOTS software has been deployed to all customers Australia-wide, with the company committing to an ongoing and regular roll-out of upgrades and product extensions that provide new functionality to pharmacies.

Paterson said satisfaction ratings reflected better functioning software and increased Corum customer engagement, with



**Corum
Group**

customer site numbers stable in the first quarter of the new financial year and now progressing to "positive

customer, unique site growth".

The new Corum Safeguard product (PD 02 Sep) was launched last month and has been enthusiastically taken up by customers, Paterson said.

Further development is ongoing for core products in dispensing and POS, as well as the increased needs for integration with other products such as robots, inventory management systems and CRM.

CEO Peter Wilton said the project had been planned in three phases over the next 12 months, and would "ensure that Corum's software solutions are leading edge for our customers and provide us with the platform required to further enhance our market position".

Ley launches shingles vax program

HEALTH minister Sussan Ley yesterday formally launched the expansion of the National Vaccination Program to include the shingles vaccine for over-70s.

A catch-up program is also available for adults aged 71-79, with the Zostavax initiative marking the first adult vaccine addition to the program for a new diseases since 2005 (PD 20 Oct).



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SHPA unveils first Residency sites

THE Society of Hospital Pharmacists of Australia has announced the first tranche of accredited sites under its new Residency Program (PD 15 Sep).

A total of 23 locations have been provisionally accredited, according to SHPA ceo Kristin Michaels.

"In mid-October we announced that 32 applications for accreditation had been received covering 57 hospitals, with a likely intake of over 130 residents.

"SHPA has now undertaken a detailed review of all residency program applications and evaluated them against the SHPA Accreditation Standards for pharmacy residency programs," Michaels said.

She said the sites which did not achieve accreditation had been asked to submit additional information or clarifications, with further announcements expected in the coming weeks.

"Across all applications, there were many excellent examples of innovative experiential learning ideas, and sound evidence of detailed structures already in place with many skilled staff ready to coordinate and support a future residency program," she added.

The SHPA Residency Program is a two-year structured, formalised program of practice based hospital pharmacy experiential training.

Guild evidence push

PHARMACY Guild executive director David Quilty has urged that decisions impacting on the community pharmacy sector be "evidence-based and informed by the most accurate and up-to-date facts and statistics".

Writing in this week's edition of the Guild's *Forefront* update, Quilty highlighted the Guild's strong track record of high quality economic monitoring and business tools which make the organisation "an industry leader in predicting and analysing the major trends in community pharmacy".

"Consistently, for many years, the Guild has also collected data and analysed trends in ownership, staffing, opening hours and pharmacy services...this data informs the Guild's ongoing political advocacy and partnership building and feeds into the Find a Pharmacy locational tool," he said.

Quilty confirmed the Guild is undertaking a detailed analysis of the community pharmacy supply chain in conjunction with PricewaterhouseCoopers, with the aim of enabling pharmacies to better understand how they can extract maximum value from their purchasing decisions.

The Guild is also developing a new version of its ScriptMap dispensing remuneration tool, aligned with the current PBS environment, with the updated software set for release at APP in Mar 2017, Quilty said.

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SkinB5 is an all-natural acne supplement that works from within to eliminate and stop acne on the face and all over the body.

The SkinB5 acne treatment system is based on a potent dosage of vitamin B5, which is proven to increase skin health and reduce acne by regulating the skin's production of sebum, or skin oil. See www.skinb5.com for more.



To win, be the first person from SA or NT to send the correct answer to comp@pharmacydaily.com.au

What is the key vitamin that all Acne Control Products contain?

Congratulations to yesterday's winner, Lorraine Brouard from Symbion.

Pharmacy DAILY

Thursday 03 Nov 2016

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Travel Specials

WELCOME to Pharmacy Daily's travel feature. Each week we highlight a couple of great travel deals for the pharmacy industry, brought to you by *Cruise Weekly*.

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New MSC Meraviglia Inclusive Meal Offer

ITALIAN cruise line MSC Cruises will christen its new *MSC Meraviglia* in France, with the ship billed as the "only floating classic and contemporary fine art museum at sea".

To celebrate, MSC Cruises is offering an amazing inclusive meal deal to allow clients to explore this new beauty in style.

With some 5,000 guests and a wide choice of berths, MSC Meraviglia also offers exclusive entertainment through a partnership with Cirque du Soleil.

Book for 2017 from 04 Nov with a Western Mediterranean cruise from AU\$1,299 pp by ringing 1300 028 502 or seeing your friendly travel agent.

Scenic's Earlybird China and Japan deals

ONLY one month remains to snap up Scenic's Earlybird offers on China and Japan river cruising, ending 30 Nov.

Included flights and significant savings of up to \$2,260 per couple are available on China voyages, while Partner Fly Free and discounts of up to \$385 per couple are available on Japan trips - check the deals by phoning 138 128 or visit scenic.com.au.

Priceline '100% Woman' promo

PRICELINE Pharmacy has launched a new advertising campaign, highlighting its position as the number one health and beauty retailer in Australia.

The opening statement in the promotion positions Priceline as "100% Woman"

reflecting the fact that 97% of the group's customers are female.

"This is a position that sets us apart from every other pharmacy retailer," said outgoing API ceo Stephen Roche.

The campaign features Priceline 'Sisters' Ita Buttrose and Sam Harris along with everyday women, with Roche saying the group's "in-depth knowledge of its customers, strength in beauty and health, strong online presence, female ambassadors, unrivalled range in-store and 6.4 million Sister Club members are all powerful demonstrations of our commitment to women.

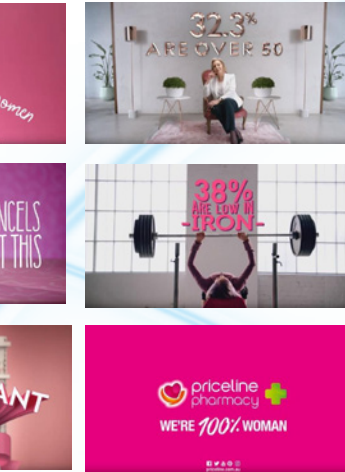
"No other retailer in the country knows women like we do," he said.

The campaign will appear on TV, online and in print nationally, with several versions of the ad rolling out with different focuses "to showcase our multi-dimensional

TGA software consult

THE Therapeutic Goods Administration has launched a consultation on the clinical evaluation of Software as a Medical Device (SaMD).

The initiative is part of work by the International Medical Device Regulators Forum (IMDRF), with submissions able to be made via the forms at www.imdrf.org.



offering," Roche added.

Men's products will also feature, while the campaign will highlight Priceline's in-store health stations along with the group's support for women in sport such as the Adelaide Thunderbirds netball team, the Western Bulldogs AFL women's team and the Sydney Sixers women's big bash cricketers.

EMA paracetamol risk

THE European Medicines Agency (EMA) has announced it will review the benefits and risks of paracetamol modified- and prolonged-release tablets, which are available in several EU Member States, and are designed to release paracetamol over a prolonged period of time.

The EMA said that in recent years it has seen a number of cases of overdose with certain modified-release paracetamol tablets, indicating that the standard procedures may not be entirely suited to treat overdoses with these newer products.

The review will be carried out by EMA's Pharmacovigilance Risk Assessment Committee (PRAC), following a request from the Swedish medicines regulator, the Medical Products Agency.

CLICK HERE for more details about the investigation procedure.

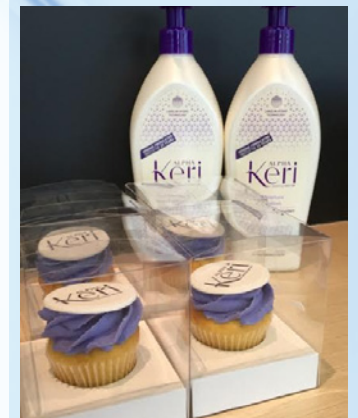


Dispensary Corner

OUR afternoon at *Pharmacy Daily* headquarters was brightened by a special delivery from skin care experts Alpha Keri.

The team sent us some samples of their Original Formulation Moisture Boost Lotion which is back on the shelves by popular demand along with some seriously tasty cupcakes (the goodies are pictured below).

Thanks guys, we always have room in our stomachs for treats!



WHO left the doggy doo doo on the pavement?

Think it's impossible for people to tell it was your cute and cuddly canine? Think again.

Mislata municipality in Eastern Spain is launching a dog DNA database to find out which furry friends in their area are responsible for leaving public waste on the walkways.

Owners must register their pooches for a blood sample at the vets free of charge before the end of the year.

Pet owners who fail to register their animal will face fines of up to €300.

If you refuse to pick up after your doggie, its waste will be tested and when traced back to your pet you will be slapped with a €200 fine.

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discount pharmacy



“Discount pharmacies are growing their sales much faster than traditional chemist stores”

– Extract from article published in Pharmacy Daily on 28/10/16

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