

Change

is here...

www.twcdifference.com.au



Today's issue of PD

Pharmacy Daily today has three pages of news plus a front full page wrap from Terry White Chemmart.

Influenza vax for 2017

BOTH trivalent and quadrivalent influenza vaccines have again been recommended for the Australian 2017 influenza season.

The Australian Influenza Vaccine Committee (AIVC) met at TGA, Canberra, on 13 Oct 2016, to recommend influenza viruses to be used in the composition of the vaccines, ultimately recommending to the TGA that they adopt the Sep 2016 WHO recommendations.

The trivalent influenza vaccine components should contain the A (H1N1) strain: an A/Michigan/45/2015 (H1N1)pdm09 like virus, the A (H3N2) strain: an A/Hong Kong/4801/2014 (H3N2) like virus and the B strain: a B/Brisbane/60/2008 like virus.

The quadrivalent vaccine is to contain the trivalent influenza vaccine components as well as the additional B strain: a B/Phuket/3073/2013 like virus.

The AIVC recommendation for 2017 introduces a new A (H1N1) pdm09 like virus strain.

TWG launches new brand

THE newly merged Terry White and Chemmart groups have

announced unified branding, with the entire 500-strong network to migrate to the new brand over the next year (*PD* breaking news).

The move follows the approval of the merger deal (*PD* Mon) which has seen EBOS take a 50% plus one shareholding in the combined group, at the same time selling Chemmart into the merged entity.

Terry White Group ceo Anthony White said the new brand "signals the group's commitment to leverage the combined capabilities of its respective pharmacy networks to create a highly accessible offering for the delivery of leading frontline healthcare to Australian consumers.

"Both brands have a strong heritage and high levels of consumer awareness, which is why the new retail brand retains and leverages these valuable characteristics," he said.

The first store to display the new Terry White Chemmart branding is now open, on Glenferrie Rd in



the inner-eastern Melbourne suburb of Hawthorn.

The group is also hoping to attract new members, with the launch of a website which highlights the "Terry White Chemmart difference" at twcdifference.com.au, promising a "sustainable and competitive offering, supported by increased scale and marketing cut-through to grow front-line health delivery to customers".

Terry White Chemmart will help grow pharmacy businesses by capitalising on key market drivers including primary health care reform, the site enthuses, touting a vision to be Australia's largest pharmacy network and "the brand preferred by both pharmacists and customers for health and value".

the inner-eastern Melbourne suburb of Hawthorn.

The

group is also hoping to attract new members, with the launch of a website which highlights the "Terry White Chemmart difference" at twcdifference.com.au, promising a "sustainable and competitive offering, supported by increased scale and marketing cut-through to grow front-line health delivery to customers".

Terry White Chemmart will help grow pharmacy businesses by capitalising on key market drivers including primary health care reform, the site enthuses, touting a vision to be Australia's largest pharmacy network and "the brand preferred by both pharmacists and customers for health and value".

the inner-eastern Melbourne suburb of Hawthorn.

The

group is also hoping to attract new members, with the launch of a website which highlights the "Terry White Chemmart difference" at twcdifference.com.au, promising a "sustainable and competitive offering, supported by increased scale and marketing cut-through to grow front-line health delivery to customers".

Terry White Chemmart will help grow pharmacy businesses by capitalising on key market drivers including primary health care reform, the site enthuses, touting a vision to be Australia's largest pharmacy network and "the brand preferred by both pharmacists and customers for health and value".

the inner-eastern Melbourne suburb of Hawthorn.

The

group is also hoping to attract new members, with the launch of a website which highlights the "Terry White Chemmart difference" at twcdifference.com.au, promising a "sustainable and competitive offering, supported by increased scale and marketing cut-through to grow front-line health delivery to customers".

Terry White Chemmart will help grow pharmacy businesses by capitalising on key market drivers including primary health care reform, the site enthuses, touting a vision to be Australia's largest pharmacy network and "the brand preferred by both pharmacists and customers for health and value".

the inner-eastern Melbourne suburb of Hawthorn.

The

group is also hoping to attract new members, with the launch of a website which highlights the "Terry White Chemmart difference" at twcdifference.com.au, promising a "sustainable and competitive offering, supported by increased scale and marketing cut-through to grow front-line health delivery to customers".

Terry White Chemmart will help grow pharmacy businesses by capitalising on key market drivers including primary health care reform, the site enthuses, touting a vision to be Australia's largest pharmacy network and "the brand preferred by both pharmacists and customers for health and value".

the inner-eastern Melbourne suburb of Hawthorn.

The

group is also hoping to attract new members, with the launch of a website which highlights the "Terry White Chemmart difference" at twcdifference.com.au, promising a "sustainable and competitive offering, supported by increased scale and marketing cut-through to grow front-line health delivery to customers".

Terry White Chemmart will help grow pharmacy businesses by capitalising on key market drivers including primary health care reform, the site enthuses, touting a vision to be Australia's largest pharmacy network and "the brand preferred by both pharmacists and customers for health and value".

the inner-eastern Melbourne suburb of Hawthorn.

The

group is also hoping to attract new members, with the launch of a website which highlights the "Terry White Chemmart difference" at twcdifference.com.au, promising a "sustainable and competitive offering, supported by increased scale and marketing cut-through to grow front-line health delivery to customers".

Terry White Chemmart will help grow pharmacy businesses by capitalising on key market drivers including primary health care reform, the site enthuses, touting a vision to be Australia's largest pharmacy network and "the brand preferred by both pharmacists and customers for health and value".

the inner-eastern Melbourne suburb of Hawthorn.

The

group is also hoping to attract new members, with the launch of a website which highlights the "Terry White Chemmart difference" at twcdifference.com.au, promising a "sustainable and competitive offering, supported by increased scale and marketing cut-through to grow front-line health delivery to customers".

Terry White Chemmart will help grow pharmacy businesses by capitalising on key market drivers including primary health care reform, the site enthuses, touting a vision to be Australia's largest pharmacy network and "the brand preferred by both pharmacists and customers for health and value".

the inner-eastern Melbourne suburb of Hawthorn.

The

group is also hoping to attract new members, with the launch of a website which highlights the "Terry White Chemmart difference" at twcdifference.com.au, promising a "sustainable and competitive offering, supported by increased scale and marketing cut-through to grow front-line health delivery to customers".

Terry White Chemmart will help grow pharmacy businesses by capitalising on key market drivers including primary health care reform, the site enthuses, touting a vision to be Australia's largest pharmacy network and "the brand preferred by both pharmacists and customers for health and value".

the inner-eastern Melbourne suburb of Hawthorn.

The

group is also hoping to attract new members, with the launch of a website which highlights the "Terry White Chemmart difference" at twcdifference.com.au, promising a "sustainable and competitive offering, supported by increased scale and marketing cut-through to grow front-line health delivery to customers".

Terry White Chemmart will help grow pharmacy businesses by capitalising on key market drivers including primary health care reform, the site enthuses, touting a vision to be Australia's largest pharmacy network and "the brand preferred by both pharmacists and customers for health and value".

the inner-eastern Melbourne suburb of Hawthorn.

The

group is also hoping to attract new members, with the launch of a website which highlights the "Terry White Chemmart difference" at twcdifference.com.au, promising a "sustainable and competitive offering, supported by increased scale and marketing cut-through to grow front-line health delivery to customers".

Terry White Chemmart will help grow pharmacy businesses by capitalising on key market drivers including primary health care reform, the site enthuses, touting a vision to be Australia's largest pharmacy network and "the brand preferred by both pharmacists and customers for health and value".

the inner-eastern Melbourne suburb of Hawthorn.

The

group is also hoping to attract new members, with the launch of a website which highlights the "Terry White Chemmart difference" at twcdifference.com.au, promising a "sustainable and competitive offering, supported by increased scale and marketing cut-through to grow front-line health delivery to customers".

Terry White Chemmart will help grow pharmacy businesses by capitalising on key market drivers including primary health care reform, the site enthuses, touting a vision to be Australia's largest pharmacy network and "the brand preferred by both pharmacists and customers for health and value".

the inner-eastern Melbourne suburb of Hawthorn.

The

group is also hoping to attract new members, with the launch of a website which highlights the "Terry White Chemmart difference" at twcdifference.com.au, promising a "sustainable and competitive offering, supported by increased scale and marketing cut-through to grow front-line health delivery to customers".

Terry White Chemmart will help grow pharmacy businesses by capitalising on key market drivers including primary health care reform, the site enthuses, touting a vision to be Australia's largest pharmacy network and "the brand preferred by both pharmacists and customers for health and value".

the inner-eastern Melbourne suburb of Hawthorn.

The

group is also hoping to attract new members, with the launch of a website which highlights the "Terry White Chemmart difference" at twcdifference.com.au, promising a "sustainable and competitive offering, supported by increased scale and marketing cut-through to grow front-line health delivery to customers".

Terry White Chemmart will help grow pharmacy businesses by capitalising on key market drivers including primary health care reform, the site enthuses, touting a vision to be Australia's largest pharmacy network and "the brand preferred by both pharmacists and customers for health and value".

the inner-eastern Melbourne suburb of Hawthorn.

The

group is also hoping to attract new members, with the launch of a website which highlights the "Terry White Chemmart difference" at twcdifference.com.au, promising a "sustainable and competitive offering, supported by increased scale and marketing cut-through to grow front-line health delivery to customers".

Terry White Chemmart will help grow pharmacy businesses by capitalising on key market drivers including primary health care reform, the site enthuses, touting a vision to be Australia's largest pharmacy network and "the brand preferred by both pharmacists and customers for health and value".

the inner-eastern Melbourne suburb of Hawthorn.

The

group is also hoping to attract new members, with the launch of a website which highlights the "Terry White Chemmart difference" at twcdifference.com.au, promising a "sustainable and competitive offering, supported by increased scale and marketing cut-through to grow front-line health delivery to customers".

Terry White Chemmart will help grow pharmacy businesses by capitalising on key market drivers including primary health care reform, the site enthuses, touting a vision to be Australia's largest pharmacy network and "the brand preferred by both pharmacists and customers for health and value".

the inner-eastern Melbourne suburb of Hawthorn.

The

group is also hoping to attract new members, with the launch of a website which highlights the "Terry White Chemmart difference" at twcdifference.com.au, promising a "sustainable and competitive offering, supported by increased scale and marketing cut-through to grow front-line health delivery to customers".

ASMI research plan

AUSTRALIAN Self-Medication Industry ceo Deon Schoombie this morning confirmed the organisation would shortly release new research to support its proposals in relation to S3 advertising reforms (*PD* 23 Nov 15).

Speaking at the ASMI annual conference in Sydney, Schoombie said the plans highlight the key role of pharmacists in determining appropriate treatments.

Top line results of the study conducted by UTS indicate a "very positive" impact on Quality Use of Medicines, with the model encouraging health care conversations between consumers and the pharmacist.

"Another key point found is that pharmacists triage patients appropriately when they present with a request for a specific product," Schoombie said.

More from the ASMI conference in tomorrow's issue of *PD*.



EXCITING NEW CoQ10 Product



Blossoms Health Products

Australian first Coenzyme Q10 technology:

- Over 400% better absorption
- Patented delivery system - AquaCelle™
- Liquid filled vege cap
- Million \$\$\$ media spend & attractive launch deal
- 100% Australian owned & made

ORDER NOW

Toll free: 1800 181 323
info@blossomhealth.com.au

blossoms
HEALTH PRODUCTS

TYPE 2 DIABETES:

A patient-centred approach

Pharmacy Practice Review for pharmacists

► Earn up to 24 CPD credits (Group 3 activity)

ENROL NOW IN THIS FREE ACTIVITY

NPS
MEDICINEWISE
PROFESSIONAL



Corum
SAFEGUARD

SIMPLIFY, STABILISE AND PROTECT YOUR BUSINESS

Peace of mind with the fastest level of back-up available in the market

Corumhealth.com.au

1300 669 865

Swisse CSIRO validation

COMPLEMENTARY medicine giant Swisse Wellness has announced a three-year multimillion-dollar research arrangement with peak research group CSIRO, seeking to create scientific evidence to support its own products.

The CSIRO will involve its own research collaborators, La Trobe and Swinburne Universities, and will focus on Swisse's product claims, new product opportunities and manufacturing methods.

Swisse ceo Radek Sali said, "The main focus will be on our product claims & further studies to support the already large body of evidence supporting the claims we make."

Although the actual dollar value of the deal was not disclosed, it was revealed that it would be greater than the La Trobe contract of 2014, which controversially precipitated health activist Ken Harvey's decision to resign from his La Trobe

Adjunct Associate Professor of Public Health post (**PD** 04 Mar 14).

CSIRO director of health and biosecurity Rob Grenfell told *Fairfax*, "We haven't entered the agreement with any naivety...we are not going to endorse agents that are not scientifically valid."

The terms of the arrangement mean that Swisse would determine the research projects undertaken.

Swisse is not alone in sponsoring university research, with Blackmores funding Sydney University to the tune of \$1.3m in 2015.

Pharmacists key to helping opioid abuse

AMERICA'S Centers for Disease Control has released a new brochure which highlights the role pharmacists can play in fighting the opioid abuse epidemic.

Pharmacists: On the Front Lines stresses the ideal position pharmacists are in to communicate with both patients and prescribers.

It also offers tips on how to identify forged prescription orders and recognise patterns that could signify current or potential opioid abuse, stressing patient safety and encouraging pharmacists "to collaborate with prescribers in integrated pain management and team-based practice models".

View it at www.cdc.gov.

AMH CHILDREN'S DOSING COMPANION AUGUST 2016 BOOK & ONLINE AVAILABLE NOW!



The July 2016 release of the Children's Dosing Companion has expanded its coverage on doses for drugs used in hospital and in neonates. This update includes a number of new monographs and other changes.

For more information go to www.amh.net.au.



Teva-IBM partnership

TEVA Pharmaceuticals has announced an expansion of their global partnership, with a strong focus on new drug development as well as improving the management of chronic diseases.

Both e-Health projects will run on IBM's Watson Health Cloud, involving a three year research collaboration "to develop cognitive technologies that can enable a systematic approach to the emerging field of drug repurposing".

The alliance will "deliver unprecedented scale in the discovery of new uses for existing drugs," while the chronic disease management initiative will initially target respiratory and central nervous system diseases.

TGA determinations

THE Therapeutic Goods Administration has published the reasons for the scheduling delegates' final decisions in Jul 2016 relating to a range of amendments to the SUSMP.

Items covered include ulipristal, fexofenadine, 2,4-dinitrophenol, dimethyltryptamine, phenol and piper methysicum (kava), with scheduling changes having an implementation date of 01 Feb 2017.

There are also new chemical entities for human therapeutic use including ocrelizumab and fluxadolone.

See www.tga.gov.au.

Obesity guidelines

NEW guidelines have been released by three leading professional health societies: the Australian Diabetes Society, Obesity Surgery Society of ANZ and the ANZ Obesity Society, to help pharmacists and other healthcare providers assist their patients in managing obesity.

The new *Australian Obesity Management Algorithm* contains evidence-based recommendations on the most effective interventions to use depending on a patient's BMI and obesity-related comorbidities such as diabetes, depression and physical limitations.

Australian Diabetes Society ceo Sof Andrikopoulos said, "Obesity and its related complications place a considerable financial burden on the Australian healthcare system."

"There is no single solution to help patients reduce their weight because obesity is a complex chronic disease caused by a range of genetic, environments, physiological and behavioural factors."

CLICK HERE to download the complete guidelines.

Enbrel price slash

PFIZER has cut the price of Enbrel by 30% to match its rival 'biosimilar' drug from Biogen in Ireland.

Enbrel lost patent protection in Europe earlier this year.

Ansell sales pledge

THROUGHOUT Oct and Nov Ansell will be contributing \$1 of sales from its SKYN Original 20 Pack Condoms to beyondblue.

This year alone, Ansell has donated around 300,000 condoms to Family Planning Australia and sexual education programs in schools around the country.

Discount

CincottaChemist™

Famous for value, famous for care.

PROVEN MODEL • PROVEN RESULTS!

- ✓ Symbion
- ✓ Alphapharm
- ✓ Fred NXT
- ✓ Pharmacy Choice OTC Generics

CONTACT US TODAY!

CLICK HERE
OR PHONE (02)8841 8919

A Member Of The 80+ Ventura Health Group

CincottaChemist Famous for value, famous for care. BetterBuy+ Pharmacy MAX VALUE PHARMACY MegaSave CHEMIST my Medical Pharmacy yousave CHEMIST

Win with DU'IT

This week Pharmacy Daily and DU'IT are giving away each day a prize pack of their products.

New DU'IT Baby is Australian-made and owned, enriched with natural botanicals and pure organic oils to pamper and protect babies' skin and eliminate any concerns for parents. The DU'IT range of extra gentle baby products are completely FREE of all known irritants with a Nasty Free Guarantee and are scientifically formulated to enrich, nourish, deeply hydrate and provide calming relief to Baby's entire body. The range consists of five products: Baby Liquid Powder, Baby Nappy Change Cream, Baby Body Moisturiser, Baby Facial Serum, and Baby 3-in-1 Wash. For more information, **CLICK HERE**.

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

Fill in the blank: DU'IT Baby 3-in-1 Wash is soap, tear and ____ free.

Congratulations to yesterday's winner, Natalie Hazelwood from Good Price Pharmacy.



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*.

CRUISE WEEKLY

Sponsored by *Cruise Weekly*
your FREE cruise newsletter
Subscribe now
www.cruiseweekly.com.au

Plan A Cruise Month* Avalon Waterways

SAVE up to \$1,798 per couple cruising for nine days between Linz and Budapest with Avalon Waterways.

This exciting new itinerary energises the river cruising experience complete with all the luxuries that Avalon offers as well as a range of action-packed sightseeing options - biking, hiking or canoeing along the Danube.

Prices from \$4,320 pp twin-share departing 08 Jul 17.

Oceania Cruises

ENJOY an even more carefree experience with OLife Choice on Oceania Cruises, offering the flexibility to personalise your vacation experience.

Easily stay in touch with free unlimited internet, plus select from a choice of amenities: free shore excursions, free house beverage package or a shipboard credit.

Oceania boasts the finest cuisine at sea with elegant décor and personalised service.

*NB: These specials are on offer as part of Cruise Lines International Association's *Plan a Cruise Month* to be booked via CLIA certified travel agents.

Board, AHPRA publish pact

THE Pharmacy Board of Australia and the Australian Health Practitioner Regulation Agency (AHPRA) have published the health profession agreement (HPA) for 2016-20, defining the relationship between the two bodies and the services AHPRA will provide in supporting the Board to carry out its functions for the next five years.



Pharmacy Board of Australia

The Board and AHPRA work together to implement the National Registration and Accreditation Scheme, which regulates registered health practitioners in Australia, in the public interest.

AHPRA ceo Martin Fletcher said that the National Boards and AHPRA are committed to working together to ensure not only

transparency and accountability in financial reporting, but also in the role both play in protecting the public through the regulation of the professions under the National Law.

"The guiding principles of the National Law require the National Scheme to operate in a 'transparent, accountable, efficient, effective and fair way,'" Fletcher explained.

"So it's important that the professions and the community know how AHPRA and the Boards work in partnership to regulate the professions in the public interest and facilitate access to safer healthcare."

Pharmacy Board Chair William Kelly said, "By publishing the HPA, it demonstrates the Board's and AHPRA's commitment to transparency and accountability in implementing the National Scheme".

The agreement details the interim annual budget for the Board which is expecting total income of \$9.2 million this year - including \$7.7m from pharmacist registration fees - along with expenses of \$11.2 million, leading to an overall \$2 million net deficit.

AHPRA costs include the one-off implementation of a "major information systems replacement program" - access the agreement at pharmacyboard.gov.au.

Steroid abuse alerts

THE US Food and Drug Administration has announced new labelling requirements for anabolic steroid products including testosterone in an updated *Abuse and Dependence* section to include new safety information regarding the risks associated with abuse and dependence of testosterone and other anabolic androgenic steroids.

For details see www.fda.gov.



Dispensary Corner

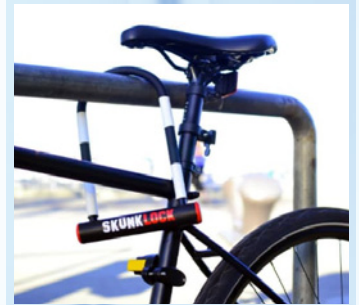
A BIKE lock that will cause anyone who tampers with it to vomit, is being heralded as the latest and greatest way to stop thieves.

The SkunkLock is pressurised with "a noxious chemical deterrent" so disgusting that it "induces vomiting in the majority of cases, and elicits an instinctive response to run away immediately".

The team behind the lock is seeking funding for the project via crowdsourcing site indiegogo.com, with anyone who pledges US\$109 to receive their own lock in 2017.

So far the company has raised US\$29,653 smashing their original US\$20,000 target.

Bike thieves will be spewing over this invention.



A CLEANUP campaign in Eastern China offering a free pack of tissues for every 50 cigarette butts collected has backfired.

It turned out the people of Shengzhou, Zhejiang Province must really love free tissues because authorities were flooded with 5 million cigarette butts in just three weeks, seeing them have to hand out 100,000 packets of tissues.

Authorities soon realised many of the butts were quite clean and had clearly not been picked up off the ground.

The campaign was aborted with the government realising their vision had gone pear-shaped.