

Today's issue of PD

Pharmacy Daily today has two pages of news plus a full page from Pharmacy 4 Less.

Harm reduction guide

GUILD Learning and Development has developed a new online course titled *Harm Reduction: A guide for pharmacists*.

This module outlines the concept of harm reduction, why it is important, and the role of the pharmacist.

The module also discusses two of the best-known harm reduction strategies that are delivered in community pharmacy: the needle and syringe program, and pharmacist-only supply of naloxone.

Go to guilded.guild.org.au.

New CA drugs listed

EFFECTIVE 01 Mar, four new cancer treatments recommended by the Pharmaceutical Benefits Advisory Committee (PBAC) will be funded by the Federal Government under their policy of supporting all PBAC-recommended products.

Federal Minister for Health Greg Hunt announced the commitment.

At an estimated cost of \$200m, lymphocytic leukaemia treatment Venclexta (venetoclax), Opdivo (nivolumab) and Yervoy (ipilimumab) for previously untreated stage IV clear cell variant renal cell carcinoma, Keytruda (pembrolizumab) for locally advanced or metastatic urothelial cancer and advanced hepatocellular carcinoma treatment Lenvima (lenvatinib) are to be funded.

NT drug abuse trends

THE Northern Territory has released its report: *Northern Territory Drug Trends 2018*.

Three out of ten participants nominated morphine as their drug of choice, the same proportion nominating methamphetamine.

Other drugs used with varying uptake were heroin (9%), cannabis (60%), cocaine (6%) and benzodiazepines (24%) while alcohol and tobacco use "remains common" - ndarc.med.unsw.edu.au.

Cutting-edge blister pack dispensing robot for DAA's

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'Profound' respect for Quilty

DAVID Quilty is to retire as the Executive Director of the Pharmacy Guild of Australia.

Upon announcing Quilty's resignation from the role, Guild National President George Tambassis expressed his "profound appreciation to David for his enormous contribution to the Guild since Nov 2012."

"He has been a vital part of the Guild's foremost achievements over the last six years, including the negotiation of the Sixth Community Pharmacy Agreement, the negotiation of the Pharmacy Compact and locking the pharmacy location rules in legislation."

Tambassis went on to say, "David has been an untiring advocate for community pharmacy, working

well beyond the normal call of duty, as well as ensuring the Guild is professionally run and delivers maximum value to members.

"He has also been a trusted and reliable source of advice and support for me since I became the Guild's National President in Oct 2013."

Quilty said it had been an honour to be the Executive Director of the Guild and an enormous privilege - he wanted to thank all the people that he had worked with for their personal support and named the National Councillors and George Tambassis for their contributions.

The Pharmaceutical Society of Australia (PSA) said it acknowledged the leadership of David Quilty with PSA National President Dr Chris Freeman saying PSA had enjoyed a good working relationship with the Pharmacy Guild under David Quilty's leadership.

"David has been a passionate and relentless advocate for community pharmacy and will be remembered for his role in negotiating the Sixth Community Pharmacy Agreement in 2015, and Pharmacy Compact in 2017. We wish David all the very best in his retirement."

Peanut patch?



CHILDREN who are allergic to peanuts may benefit from a 'peanut patch' - a skin patch containing peanut protein - applied daily, according to international and Australian research.

The study across 31 international sites, including three in Australia, found that 35% of children who received the peanut patch responded to the treatment, compared to just 13% with the placebo patch.

The results were statistically significant but they did not meet an agreed pre-trial definition of a clinically significant response that was recommended by the US Food and Drug Administration.

CLICK HERE to access the study.

APP digital coaching

ASSOCIATED with the strong emphasis on CP2025, Guild Digital is offering Guild member pharmacies free digital coaching sessions on Sat 09 Mar at APP2019.

The sessions will be conducted by Guild Digital's General Manager Aaron D'Souza who will show how to create a digital strategy, the do's and don'ts of digital engagement, digital priorities and will step through the CP2025 Digital Enablement pathway.

Resources and a special offer will be available to participants.

Bookings are essential as there are limited numbers - **CLICK HERE** for more and to register.

PBS forum webinar

THE Department of Health will be hosting a webinar (01 Mar) to provide industry, consumers and clinicians with information on the details of stage one Pharmaceutical Benefits Scheme (PBS) process improvements relating to the Intent to Apply step, pre-submission meetings and positive recommendation pathways.

The session will give an overview re changes which will apply from 01 Jul 2019 and will include a live Q&A forum - **CLICK HERE** to register.

REGISTER NOW: www.appconference.com



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Dispensary Corner

MILLENNIALS often get a bad rap from the mainstream media, but not from doctors in Vancouver.

According to medical professionals working in the Canadian city, they have noted an uptick in the number of unvaccinated teens seeking to be inoculated against measles against parents' wishes.

"Some of them said their parents were against vaccination because of unreliable sources of information that they received," said Dr Eric Cadesky, a family physician and president of Doctors of B.C.

The phenomenon follows nine recorded cases of measles at two French-language schools in Vancouver, a cluster that began after an unvaccinated child contracted the disease during a family trip to Vietnam.



A SAN Diego researcher is looking into whether social media affects the teenage brain the same way as marijuana.

"Kids keep using social media even in the face of negative consequences and that's what we see with drug usage as well," said child psychologist Dr Kara Bagot.

When asked how the test will be conducted, Bagot quipped, "No one will be smoking for this study - we're not that progressive."

Bagot's team will scan 60 teens' brains as they look at images from social media and then pictures of marijuana.

Mayne strong derm pipeline

MAYNE Pharma has released its results reported for the first half of 2019 with strong growth in revenue (up 13%), gross profit at \$160.4m, up 67%, EBITDA reported at \$65.4m, up 184% on the prior corresponding period (pcp) (**PD** breaking news Friday).

CEO Scott Richards indicated that key reasons for such a strong showing included the company's strengthened dermatology offering and promising pipeline.

New indications being studied include SUBA-itraconazole for BCCNS, trifarotene for congenital ichthyosis, foam for atopic dermatitis and actinic keratosis as well as a topical/oral preparation for acne, pruritis, rosacea and psoriasis.

Directly impactful has been the acquisition of Lexette (halobetasol) foam and multi-source Efudex (fluorouracil) cream.

In addition, the US Food and Drug Administration approval for Tolsura (SUBA-itraconazole) antifungal caps supported by a new hospital-based field team, have built confidence in the future bottom line.

Generic products business was

another bright spot with gross profit up 58% (pcp) driven by lower stock obsolescence and a favourable product sales mix, Richards said.

Mayne Women's Health portfolio covers physician needs across oral contraceptives, with Gx Nuvaring and three other products.

The launch of Tolsura has established a new infectious diseases and introduced a new pulmonology platform for the company, Richards said.

Other strengths included specialty brands (tripled sales), new plant and equipment investments and refinanced debt facility providing greater operating flexibility.

Visit asx.com for more.

Finasteride risk down

NEW long-term research over seven years with 18,882 men, and published in *Clinical Pharmacist*, has shown that finasteride was not associated with an increased risk of death from prostate cancer, contrary to previous studies.

CLICK HERE to access the study.

Win with Dreambaby®

Each day this week Pharmacy Daily and Dreambaby® are giving readers the chance to win Dreambaby®'s new PEE-POD FROG URINAL valued at \$24.95 plus the Dreambaby® Stroller Fan valued at \$12.95.

The PEE-POD FROG URINAL is at last a toilet training tool especially designed for boys. It's the perfect way to introduce toilet training. Complete with spinning target to develop aim, the urinal attaches quickly to the bathroom wall with suction cups, and can be easily removed for cleaning. It's fun frog design helps to encourage toilet training. www.dreambaby.com.au or call (02) 93864000.

To win, be the first person from NSW or ACT to send the correct answer to the question below to comp@pharmacydaily.com.

Is Dreambaby®'s new Frog Urinal best for boys or girls?

Check here tomorrow for today's winner.



Weekly Comment

Welcome to Pharmacy Daily's weekly comment feature. This week's contributor is **Andrew Whelan**, General Manager of AP Group.



What makes a pharmacy business saleable?

FOR retail pharmacy owners, their pharmacy is often the most valuable asset they will ever own. So in the competitive game of retail pharmacy how do business owners make sure they are maximising the value of their most important asset? Here's a three point plan.

Keep it lean

When price pressure comes, the leanest business feels the least pain. The common thread we see in leading business owners is that they run a lean shop keeping overheads to a minimum. Lower cost equals higher net profit, which equals a more valuable business.

Sales, Stock, Staff

The three S's. There is nothing more important than the product you sell, the experience you give your customers and the resultant margin you make.

Know your enemy but know yourself better

When the competition comes to town you're going to bleed a bit. Having a strong and unwavering "why choose us" strategy is the way to not only minimise customer loss but also pinch customers from the guys down the road.

We haven't mentioned your lease, which is obviously critical, but if you do that well and keep a check on your three point plan, you will be happy as Larry when it's time to sell.

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