

NEW LISTINGS & ACTIVITY - JULY / AUGUST 2015

NEW LISTING July 28th - PHARMACY FOR SALE: 4275V

Pharmacy Type: Medical Centre Pharmacy
Location: Melbourne - Northern Suburbs
Annual Turnover: \$1,531,000 (approx.)

NEW LISTING July 30th - PHARMACY FOR SALE: 3515V

Pharmacy Type: Strip Shop Pharmacy
Location: Melbourne - South Eastern Suburbs
Annual Turnover: \$1,484,000 (approx.)

FORTHCOMING LISTING August 10th: 4385V

Pharmacy Type: Strip Shop Pharmacy
Location: Melbourne - Northern Suburbs
Annual Turnover: \$2,592,000 (approx.)

UNDER OFFER JULY 29th - PHARMACY 4065S

Pharmacy Type: Strip Shop Pharmacy
Location: Rural South Australia
Annual Turnover: \$2,106,500 (approx.)

UNDER OFFER JULY 29th - PHARMACY 4165S

Pharmacy Type: Shopping Centre Pharmacy
Location: Rural South Australia
Annual Turnover: \$2,805,000 (approx.)

SETTLED JULY 21st - PHARMACY 3335V

Pharmacy Type: Strip Shop Pharmacy
Location: Melbourne - South Eastern Suburbs
Annual Turnover: \$1,833,000 (approx.)

SETTLED JULY 13th - PHARMACY 2215V

Pharmacy Type: Strip Shop Pharmacy
Location: Bayside Melbourne
Turnover: \$2,339,000

SETTLED JULY 13th - PHARMACY 2115V

Pharmacy Type: Strip Shop Pharmacy
Location: Bayside Melbourne
Turnover: \$4,847,000

FIRST PHARMACY BUYERS

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Please call Stewart Grigg on 0434 095 592 to discuss our preferred business partners.

Blink Pharmacy Brokers - see your future clearly...



Don't Blink and miss these deals...

BLINK Pharmacy Brokers has listed a number of pharmacies for sale as well as recent purchases in the **front cover page** of today's *Pharmacy Daily*.

Endeavour joins ASMI

THE Australian Self Medication Industry (ASMI) has welcomed its newest member, Endeavour Consumer Health.

Endeavour was formed last year via the amalgamation of Symbion Consumer Products in Australia and the consumer division of EBOS Healthcare in NZ and Australia.

It is responsible for a range of OTC brands including Ansell, Deep Heat, BioCeuticals and Philips Avent as well as Anti-Flamme, Faulding, Chemmart, Allersearch and Pharmacy Choice products.

Endeavour exec director Jennifer Luke said "we are proud to become a member of ASMI, who lead the way in advancing consumer health through responsible self-care".

PSA unveils HDP program

THE Pharmaceutical Society of Australia has formally launched its new Health Destination Pharmacy (HDP) Program, described by national president Joe Demarte as a "financially viable and sustainable change platform for pharmacies".

Unveiled during the PSA15 conference in Sydney yesterday, HDP aims to help pharmacies transition from reliance on a "price-focused, discount model to a consumer-focused model.

"It is a program that is evidence based, allowing pharmacies to experience high levels of patient loyalty, pharmacists' satisfaction and financial sustainability less reliant on government funding," Demarte said.

The program uses an intense coaching model targeting business and financial planning, people and processes, marketing, layout and infrastructure.

HDP involves an "unprecedented" partnership between PSA and a range of industry stakeholders,

with an advisory group including representatives of Pfizer, Bayer, Reckitt Benckiser, J&J, Blackmores, Willach, NAB Health and Danone Nutricia, along with UTS Sydney's Professor Charlie Benrimoj, Bruce Annabel from JR Pharmacy Services & Glenn Guilfoyle of The Next Level. Demarte said HDP was "a key strategy of the PSA vision for excellence in pharmacist care".

Meds overuse forum

A NATIONAL meeting on *Quality use of Medicines to Optimise Ageing in Older Australians* to be held today at Sydney's Kolling institute of Medical Research aims to develop a strategy to tackle the "complex issue of overprescribing in our ageing population".

Hosted by NPS MedicineWise and the NHMRC Cognitive Decline Partnership Centre, the gathering will explore ways to address polypharmacy and inappropriate prescribing.

Location rule review

HEALTH minister Sussan Ley says the forthcoming review of pharmacy location rules, which will formally kick off next month (**PD** Fri) should "put the matter to bed once and for all".

Speaking to **PD** at the PSA15 conference, Ley said she currently receives about 30 requests each month to use her discretion in connection with location rules, "so some fine tuning may be required".

But she said the Guild had been supportive of the review, and denied that it was a foregone conclusion that it would result in pharmacies within supermarkets.

"I have said, and the Prime Minister has said, we don't want to see any pharmacy in supermarkets," she reiterated.

Earlier during her PSA15 speech Ley stressed the key role pharmacies play in many communities, where in some cases they have replaced post offices as "the cornerstone...adding to the social fabric as well as individual health and wellbeing".

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Sleep apnoea guidelines

THE Pharmaceutical Society of Australia has launched new guidelines which aim to promote the standardisation of sleep apnoea services within pharmacies.

PSA National President Joe Demarte said the guidelines promote “policies and protocols designed to ensure effective channels of communication and collaboration between healthcare providers,” in line with the PSA’s ongoing recognition of the importance of continuity of care. The *Practice guidelines for the*

provision of sleep apnoea services within pharmacy have been developed in collaboration with the Australasian Sleep Association, under a memorandum of understanding with the PSA.

Demarte said moderate-to-severe sleep apnoea, if left untreated, could lead to a range of health problems including hypertension, cardiovascular disease, stroke, diabetes and depression.

The condition is also a safety risk for many people including long-distance drivers, he said.

PSA names PSOTY winner



SHANAE Hancey from Curtin University in WA was named the PSA Pharmacy Student of the Year, during the PSA15 gala dinner in Sydney on Sat night.

Hancey also won the “audience choice” award for the event, with PSA national president Joe Demarte saying “this is a very prestigious recognition of a student’s commitment and knowledge, and their ability to communicate with consumers.”

Participants face a “very challenging counselling session,” with this year’s finalists displaying exceptional communication skills and “very deep and diverse clinical knowledge,” Demarte said.

This year’s finalists, who are pictured above with Demarte and NSW minister for mental health, Pru Goward, are William Caddy, University of WA; Brigid Carey, University of New England; Eloise Glover, Tasmanian School

of Pharmacy; Shanae Hancey, Curtin University; Amanda Horiniak, Monash University; Ashlei Mornement, University of Canberra; Julia Shatursky, Charles Darwin University; and Samuel Turner, Queensland University of Technology.

The sponsors of this year’s competition included Alphapharm and API.

MEANWHILE the awards continued during PSA15, with the inaugural PSA-MIMS Intern of the Year announced as Laura Norman.

The award recognises an intern pharmacist showing outstanding performance in a community or hospital practice and is a “role model amongst early career pharmacists”.

Norman received \$4,000 for continuing education and career development courtesy of MIMS which sponsored the award both at a state/territory and national level.

PSA15 photo wrap-up

PHARMACY Daily was on location at PSA15 and snapped these photos during the sessions on Fri.

Lots more pics from PSA15 are now online on our website and at facebook.com/pharmacydaily.

RIGHT: Jody and Grand Kardachi, PSA; Pam Stone, Blackmores; and Kerry Cunningham, Blackmores.



LEFT: Health minister Sussan Ley with Grant Kardachi on the PSA stand at the exhibition.

RIGHT: Gerard Stevens AM from Webstercare.



LEFT: Caroline Andrivon from REST Industry Super.

RIGHT: Professor Louis Roller; Gary McCaw; and Qld PSA branch president Bruce Elliot.



BELOW: The Ethical Nutrients team: Miroslav Ivanovic, Alicia Davis and Kerryn Dingey.



BELOW: Penny Hatzis, Catherine Cooling and Lisa Carroll from Blackmores Institute.



ABOVE: Karren Budd from Novartis.





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Just one click away from keeping up to date with all the *Pharmacy Daily* breaking news as it comes to hand



Weekly Comment

Welcome to *PD's* weekly comment feature. This week's contributor is

Catherine Cervasio, Founder of Aromababy Natural Skincare.



Building your Baby Category

PHARMACIES are often the first point of contact for new parents. Whilst competition does exist in some areas, for example nappies and formula, many parents will still opt to purchase their baby needs (including goods available in grocery) at a local pharmacy, if they feel a connection with their pharmacist and/or pharmacy staff.

With professional advice easily available for a range of issues, from skin conditions including cradle cap and nappy rash, pharmacies have a distinct advantage over grocery during these early months of new parenting.

Babies born to parents where one or both has a history of allergies including asthma and eczema, may be more susceptible to skin irritations. These parents will seek out advice on which baby product ingredients are likely to cause or exacerbate irritation. This is where you come in.

Pharmacy staff can equip themselves with basic skincare knowledge from pharmacy-loyal baby brands. By offering a good selection of non-grocery ranged skincare and baby gifts, pharmacy can attract new parent shoppers. Running baby 'workshops' or starting a club for new parents, can also be a great way to build a database and market baby specific activities, products and services to help build your baby department.

PSA15 Excellence Awards

PHARMACIST excellence was celebrated on Fri during the opening session of the PSA15 conference and exhibition.

The PSA Lifetime Achievement Award went to pharmacist John Coppock (pictured), whose lifelong career has been focused on his vision that the profession needs to be as united as possible in all things.

Coppock, who was Chairman of PDL Ltd, was recognised for using his position and influence in encouraging various pharmacy organisations to work together for a united front in the face of issues of relevance or concern to the profession and health consumers.

Andrew 'Robbo' Roberts was named PSA Pharmacist of the Year for 2015 for his work advocating an extended scope of practice for pharmacists to improve health in rural and remote communities.

Travelling extensively throughout remote areas, Roberts is a bush pharmacist who is also known for his community work as well as providing pharmacist services to ten clinics which service 2500 people across a practice area the



size of Victoria.

Melbourne pharmacist Amy Page was announced as PSA Young Pharmacist of the Year.

Page has developed a strong interest in deprescribing, Quality Use of Medicines, geriatrics, pharmacy education and herbal medicines.

She was also recognised for the unique balance of academic, clinical and policy development she brings to her work, said the PSA.

Page works in a GP clinic and is an accredited pharmacist who has completed a great many home medicines reviews, and is completing her PhD on deprescribing.

Tillack to chair GBMA

ALLAN Tillack has taken on the role of Chair of the newly renamed Generic and Biosimilar Medicines Association (GBMA) with the appointment effective immediately.

Tillack is Australia/NZ head of Sandoz, with his extensive career also including roles with Alphapharm, Astra, Monsanto and Abbott Nutrition.

He was formerly GMiA deputy chair working with outgoing chair Mark Crotty to secure the recently signed Strategic Agreement with the government "and deliver a five year period of certainty" for the generic and biosimilar medicines industry.

CVS class action in US

US pharmacy giant CVS Health is facing a class action lawsuit alleging that the company overcharged millions of patients for generic prescription drugs.

According to the court documents, CVS is claimed to have "implemented and maintained a false and deceptive pricing scheme affecting more than 400 generic drugs," which forced customers with health insurance to pay copayments much higher than the prices charged to cash-paying customers.

Brintellix or Brilinta?

THE US FDA has issued a Drug Safety Communication around the confusion that exists between the similarity of the brand names of antidepressant Brintellix (vortioxetine) and anti-blood clotting medication Brilinta (ticagrelor), with the regulator urging the use of the distinctly different generic names.



DISPENSARY CORNER

WHAT a fizzer.

A website run by a team of pharmacists in the US has posted an infographic describing what happens to the human body upon ingestion of a can of Coca-Cola.

The article says that after the first ten minutes, 10 teaspoons of sugar (your full daily allowance by the way) hits your system, the overwhelming sweetness moderated by phosphoric acid, enabling you to keep it down.

The descriptions continue in this vein, describing the sugar spike, the caffeine absorption and effects on blood pressure, liver and brain, the dopamine effects and loss of calcium, magnesium and zinc, and the final indignity of a sugar and caffeine crash - see therenegadepharmacist.com.

A BRITISH man is now breathing much more easily after being the first person in the world to be fitted with a revolutionary golf-ball-sized heart pump.

63-year-old Harry Chivers suffered a massive heart attack about a year ago and had been waiting in vain for a transplant.

Instead he opted to trial the Miniaturised Ventricular Assist Device (MVAD) which sits next to the heart and helps it to pump blood around the body.

Weighing just 78g, the pump is powered by a battery pack from a wire which protrudes through the patient's abdomen.