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1. Label claim comparison. 2. Canonica GW, et al. *Allergy* 2007;62(4):369-366. 3. Ortonne JP, et al. *Am J Clin Dermatol* 2007;8(1):37-42. 4. Bousquet J, et al. *Int Arch Allergy Immunol* 2010;153(4):395-402. 5. Bousquet J, et al. *Allergy* 2009;64:1516-1523. 6. Holmberg K, et al. *Allergy* 2009;64:1663-1670. 7. Demoly P, et al. *Ann Allergy Asthma Immunol* 2009;103:260-266. 8. Ortonne JP. *Eur J Intern Med* 2012 January;23(1):26-30. 9. Ring J, et al. *Int J Dermatol* 2001 January;40(1):72-76.

Aerius contains desloratadine. ©2012 MSD Consumer Care, Inc. All rights reserved. Level 4, 66 Waterloo Road, North Ryde, NSW 2113. RESP-1010959-0040 07/12 Saatchi & Saatchi Health MAER0025/PD



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RGH E-Bulletin

THIS week's edition of the Repatriation General Hospital Pharmacy E-Bulletin is about Duration of dual-antiplatelet therapy after coronary stenting, covering possible outcomes from the recent PRODIGY study.

The bulletin can be downloaded for free at auspharmacist.net.au/ebulletin.php.

Vitamin D deficiency alert

RESEARCHERS from the University of Sydney have suggested a review of current guidelines for Vitamin D supplementation and testing, after a study which revealed that "large segments of the Australian population are at risk of deficiency for prolonged periods of the year".

Professor Steven Boyages from Sydney Medical School and his PhD student Kellie Bilinski looked at vitamin D levels in more than 24,000 samples taken from walk-in patients and inpatients in NSW between Jul 2008 and Jul 2010, investigating the effect of age, gender, season, socioeconomic status and remoteness on results.

They found that the lowest point was reached in early spring, rather than winter as previously thought, and that vitamin D deficiency was "higher and more persistent" than had been formerly understood.

A previously unidentified at risk group for vitamin D deficiency was also found to be females aged 20-39, with further investigation required to discover the underlying cause of this.

Professor Boyages said that

ideally testing should occur in spring when levels of vitamin D reach their lowest concentration, and "similarly, use of vitamin D supplements currently fails to address this factor of seasonal variation".

New variations process

THE Therapeutic Goods Administration has released details of new processes for "minor variations to prescription medicines," after a review identified the need for changes to be consistent with regulatory requirements.

Under the changes, prior TGA approval is required for all minor variations to prescription medicines prior to their implementation, and are classified as either Safety-Related Requests (SRRs) or Self-Assessable Requests (SARs).

Sponsors will be required to complete and submit new forms for each type of minor variation when making a request or application, and the existing 45 working day processing timeframe will also be applied.

All safety-related requests will be processed as minor variations, and a new fee category will be applied for any requests requiring TGA evaluation of data, so the actual cost to sponsors won't change.

The changes will commence following a process of communication and consultation with sponsors, with a three month implementation period.

See www.tga.gov.au.

Aerius clears the air

TODAY'S *Pharmacy Daily* features a special front full page from MSD, promoting 24 hour relief from hayfever, allergies and hives from its Aerius tablets.

PD comp winner

CONGRATULATIONS to Jolyon Hawley from Aspen Australia and Zoe Blandfort of the Pharmacy Guild, who both won a skincare pack in *Pharmacy Daily's* Sukin competition on Friday.

For your chance to win today see this week's comp at left.

Pulse founder files

ROHAN Aujard, the founder of the collapsed Pulse Pharmacy chain, has filed for bankruptcy.

The move follows a rejection by creditors of a \$500,000 offer by Aujard which would have equated to a payout of 4c in the dollar, according to the *Australian*.

In an email circulated to industry contacts Aujard places the blame for the collapse on Sigma Pharmaceuticals which reduced the group's trading terms from 120 days to 90 and then 30 days, leading to significant cashflow problems.

Pulse Pharmacy, which included more than 70 branded stores across the country, was placed into receivership in Dec 2011 owing more than \$72 million.

Aujard's email claims that Sigma continued to offer extended trading terms to other groups, and that a proposal to switch supply to rival wholesaler API was knocked back by his bankers.

WANT TO LOOK GOOD NAKED?



Everyday this week *PD* is giving one lucky reader the chance to win a TanTowel pack, courtesy of **Lightning Brokers** - a national pharmaceutical brokerage that builds your business.

Look good naked with TanTowel! The pack, valued at \$131, includes the full sunless tan range to give you the skin you deserve!

For your chance to win, be the first person to send through the correct answer to the question below to comp@pharmacydaily.com.au

Who started TanTowel in 1998?

Hint! Visit www.tantowel.com.au

Adelaide robberies

FOUR pharmacies were robbed across Adelaide on the weekend, with a single culprit believed to be behind the crime spree.

The thief was armed with a knife and wearing a skull mask in each incident which saw staff threatened at pharmacies in Blakeview, Alberton, Northfield and Parabanks, according to *News Limited*.

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Weekly Comment

This week's contributor is **Paul Rowe**, Chief Executive, Razor Business Solutions.



Avoiding Bankruptcy

THE effects of bankruptcy can be devastating and far-reaching but are there lessons we can learn to avoid the stigma and financial disaster? Absolutely!

Divorce

One of the quickest ways to reduce your assets is to get divorced. The court can instruct that properties used as security for bank funding be removed leaving the business with no funding lines. There is also the impact on mental state, efficiency and unwinding partnerships.

Stick to your knitting

How many times have you seen a successful pharmacist buy a cafe or restaurant? How romantic! I can entertain all my friends. The amount of good businesses that go bankrupt supporting such diversification is enormous. Understand what you are doing, or employ someone who does.

Pay your taxes

Fail to pay your taxes and watch your pharmacy fail. The tax department does not suffer fools and ignorance is no defence. Understand your position; employ consultants from whom you can get quality timely advice.

Over gearing

All businesses have a level of affordable debt. Pharmacy values are based on a Return on Investment divided into the EBITDA (Earnings before tax, depreciation and amortisation). So it is easier to find the debt level a pharmacy can afford. Gearing in excess of 80% can mean the pharmacy will be under cash flow pressure, especially if your personal expenditure is high!

Bankruptcy is a serious event so take the time to learn from the past and then you can enjoy the future.

Pharmacy vaccination push

AUSTRALIA'S peak pharmacy body has urged states and territories across Australia "to make legislative and regulatory changes that will enable administration of vaccines in community pharmacies".

The Australian Pharmacy Liaison Forum, which includes the Guild, PSA, APESMA, SHPA, AACP, NAPSA, Australian Pharmacy Council, PDL, Council of Pharmacy Schools and the Australian College of Pharmacy, met earlier this month and agreed that improved accessibility of immunisation is a key way of lifting public health outcomes in Australia.

"By working as part of the primary health care team, pharmacists already offer a range of professional pharmacy services that improve the health outcomes of consumers.

"The provision of immunisation services is a logical extension of these professional services," the

Mental health action

MINISTER for Mental Health and Ageing, Mark Butler, has announced the extension of a South Australian mental health crisis response service to a 24 hour operation.

The move, in cooperation with the SA government, will also see the creation of a walk-in mental health clinic in Salisbury.

Butler said the Assessment and Crisis Intervention Service (ACIS), which has received \$9.5m over five years, will help ease pressure on hospital emergency departments.

APLF said in a communique.

The meeting also included a presentation from former Society of Hospital Pharmacists Australia ceo Yvonne Allinson, who's now the National eHealth Transition Authority (NeHTA) Clinical Lead.

Allinson gave an overview of ongoing eHealth initiatives such as the Personally Controlled eHealth Record, and the APLF encouraged pharmacists to participate in the PCEHR and Electronic Medication Management programs.

Other agenda items included the Health Professionals Prescribing Pathway Project being undertaken by NPS Australia, which is establishing a framework of prescribing competencies to ensure the consistency of prescribing practice across all health professions.

Pineapple for burns

THE European Medicines Agency has recommended a new pineapple enzyme-based debriding agent for use in treatment of severe burns.

NexoBrid is the first medical treatment for the removal of eschar (dried-out, thick, leathery, black necrotic tissue) from bad burn wounds, and is an alternative to surgical intervention.

The product, which was designated an orphan medicine in 2002, consists of a mixture of enzymes extracted from the stem of the pineapple plant, enriched in bromelain, and is to be applied topically to a clean burn wound.



DISPENSARY CORNER

THIS year's group of Ig Nobel prize winners has been announced, highlighting quirky discoveries by researchers from around the globe.

Among the winners of the spoof awards recorded in the official "Annals of Improbable Research" is a Swedish scientist who solved the problem of why people's hair turned green when living in certain houses in the town of Anderslov, Sweden.

The culprit turned out to be a combination of hot water and copper pipes.

A group of US researchers was honoured for their work in proving that chimpanzees are able to recognise each other using photographs of their backsides.

And two Japanese scientists were cited for inventing the so-called SpeechJammer - a device which records a person talking and plays it back with a very slight delay.

"It's a small thing you aim at someone who is droning on and on," said an Ig Nobel spokesman.

"What the person hears is just off enough that it completely disconcerts and discombobulates them, and they stop talking.

"It has thousands of potential good uses," he said.

HERE'S a retailing brainwave that you'd probably only see in the US.

A jeweller in metropolitan Atlanta is offering a free hunting rifle with every purchase of a diamond worth US\$2500 or more.

The owner, Mike Geller, said he got the idea from a similar car yard promotion, and reassured the public by saying that his staff aren't actually handing out guns at the counter, but are instead providing a voucher which can be redeemed at a nearby gun dealer.

Customers must also "follow all laws governing the purchase of firearms," according to *USA Today*.

A number of reports quip that the offer will give couples forced into a shotgun wedding the opportunity to fight back.

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