CHEMIST & DRUGGIST
The newsweekly for pharmacy
November 12, 1994

DoH speaks on locally devolved pay
Council opposes but doesn't stop lottery sales
NPA stress-line for pharmacists
C&D spotlights margin assault
Boots opening 50 stores a year

New Cool Lemon Lemsip.

Here's a breath of fresh air for your cold suffering customers.

Cool Lemon Lemsip. A pleasant tasting, slightly sparkling lemon drink mixed with cold water for a refreshing alternative to standard Lemsip. With all the benefits of paracetamol, an effective decongestant, and added vitamin C. When your customers' temperatures are up, it'll help them keep their cool.

Uses: Relief of the symptoms of the common cold and flu. Do not use in children under 12.

Dosage and Directions: Adults and children over 12 years: one sachet dissolved in 250 ml of water, every 4 hours, but not more than 4 doses in 24 hours; children under 12: not recommended.

Contraindications, warnings, etc: In pregnancy; use only on doctor's advice. RSP £1.65 at September 1994.

Shopfitting for access for all
LEADERS IN NATURAL HEALTHCARE

Take the Pressure Off

With Kalms - the best selling herbal remedy - you can help your customers cope with the stresses and strains of life.

We're spending £400,000 with our largest ever national magazine campaign. Over two million stress sufferers will get the message and you'll have a fantastic opportunity to sell.

Call Dendron on 01923 229251 for copies of our Free Guide to everyday stress, and how to cope with it booklet.

When the pressure's on keep calm. Recommend Kalms.

Kalms Tablets
A traditional herbal remedy.

Kalms Tablets
Relieves periods of worry, irritability, stresses and strains.
Promotes natural sleep.

Please ask your customers to read the label.

Kalms Tablets
Relieves periods of worry, irritability, stresses and strains.
Promotes natural sleep.

Please ask your customers to read the label.

- Humulus lupulus powder (145.00 mg), Gentiana Lutea powdered (41.22 mg), Valeriana officinalis pdr (41.33 mg). 
- Two tablets to be taken three times a day after meals. Not suitable for children.
- A traditional herbal remedy. 1. To relieve symptoms of anxiety, irritability, and nervous tension and strain. 2. For the relief of anxiety, wakefulness, and other symtoms associated with the menopause including flushings and cold sweats. 3. Promotes natural sleep.

Precautions: Seek medical advice if you are on other medication, and on any symptoms associated with the menopause. Keep all medicines out of the reach of children. Not to be used during pregnancy. Legal Category: GSL. Packs: 100 and 200 tablets. Price: £2.99/£5.25.

KALMS: Registered Trademark and Product Licence held by G.R. Lane Health Products Ltd., Sisson Road, Gloucester, GL1 3QH. Action Ingredients: Humulus lupulus (145 mg), Gentiana Lutea (41.22 mg), Valeriana officinalis (41.33 mg). Directions: Two tablets to be taken three times a day after meals. Not suitable for children. Indications: A traditional herbal remedy. 1. To relieve symptoms of anxiety, irritability, and nervous tension and strain. 2. For the relief of anxiety, wakefulness, and other symptoms associated with the menopause including flushings and cold sweats. 3. Promotes natural sleep. Precautions: Seek medical advice if you are on other medication, and on any symptoms associated with the menopause. Keep all medicines out of the reach of children. Not to be used during pregnancy. Legal Category: GSL. Packs: 100 and 200 tablets. Price: £2.99/£5.25.
DoH to guide FHSAs on how to spend locally-devolved 1.5 per cent of global sum
Out-of-hours service and advice to nursing homes included in payment

768

Stressed-out pharmacists to get confidential 24-hour telephone help-line
National Pharmaceutical Association sets money aside for 1995 launch

769

Pharmacy in 1995 and beyond under review in Warrington
NPA North West Conference stars the director, the secretary and the registrar

782

How to accommodate wheelchairs and prams in your pharmacy
All the latest shopfitting tips: C&D special feature

786

Lottery sales compromise professionalism

792

Bucking the NHS contract
Script faxing and other ‘sores’ examined

793

C&D’s quarterly business trends
Margins under pressure

794

Boots small store openings gather pace
Chemists bolster half-year results

797

Seton launch £28.5 million rights issue
Remaining Napp products on shopping list

799

REGULARS

771

772

773

780

782

792

794

796

800

806

806

This week Chemist & Druggist takes its annual look at the shopfitting market, picking up on some of the latest equipment and merchandising and layout techniques on offer, but highlighting examples of excellence.

The leading articles set out how to make pharmacies readily accessible to people with disabilities, in wheelchairs and, de facto, people pushing prams. While owners of smaller pharmacies might be tempted to say that they have not got enough space to comply with the recommendations on p786, the classic rule of thumb with shopfitting is to create the illusion of space to attract all customers. This will mean lowering island gondolas, removing free-standing displays in aisles, using counter space creatively and profitably, all the while maintaining tidy facings of the products that matter to your customers. Standards of retailing up and down the High Street are increasing year by year. The performance of Boots the Chemists this week (p796), in putting on a sales increase in health, beauty and personal care lines of almost 9 per cent, much above the rate of inflation, is not simply down to their ever-increasing number of shops, but to quality display and merchandising. The independent can match and pass the multiple, but only if the ‘stalk’ is properly set out. When personal service is thrown in to match the personalised shopfit, it should be game, set and match.

Xrayer’s concerns (p771) about losing identity when taking on the full trappings of a voluntary trading organisation will be echoed by many independents, but perhaps they should consider their motives and prejudices in much the same way as our redoubtable correspondent is claiming to do. Individualism and personality can shine through VTO branding while taking the benefits offered — the better Unichem, Vantage and Numark pharmacies are cases in point. Pharmacies will only access the buying power, the marketing support, and the own-branding of a multiple if they access them through VTOs. Numark has yet to prove it can deliver in its new retailer-led guise, but Unichem and Vantage have proved that they can work for the independent, despite the complication of their ever-expanding retail arms.

So, perhaps it is time to draw a little inspiration from the core of the winning entries in the Chemist & Druggist/Whitehall Fit for the Nineties Shop Awards in the shopfitting feature (see also C&D, August 28, p338) as well as considering, with Xrayer, the options of flying solo or in formation, performing the odd stunt of one’s own...
DoH gives lessons in purse string holding

The Department of Health is to issue guidance on how family health service authorities should spend their locally-dedicated 1.5 per cent.

In a draft letter to FHAs nationwide, the Department of Health has proposed payment based on the cost of some 25000 GP visits that pharmacists are conducting ‘out of hours services’ and those offering advice to nursing homes.

Pharmacy side-lined in script saving scheme

West Sussex pharmacists playing a central role in a GP prescribing incentive scheme are being paid much less than their GPs receive for making savings.

The scheme, which kicked off in April and will run until the end of March 1996, sees GPs keep up to 95% of any saving on their share of £5000 per partner for savings accrued through cost-effective prescribing, while pharmacists, who have been acknowledged as central to the plan, receive a consultation fee of £90.

The scheme works by rewarding GPs for meeting drugs bill savings targets of 1-3 per cent, depending on the size of the practice.

To qualify for payment, GPs must also: increase generic prescribing levels by 5 per cent or to 60 per cent of all prescribing (whichever is closer); institute written prescribing policies (which includes achieving 80 per cent of repeat prescription patients in 12 months); carry out self-audits of repeat prescribing and meet with local community pharmacists at least four times a year.

Ray Lyon, prescribing advisor at West Sussex FHSA notes that, since the launch of the scheme, the FHSA is on target to return a drugs bill overspend of 3 per cent below the national average.

However, there are no plans to up pharmacists’ pay. Says Mr Lyon: “GPs have to do all the work to make the costs of savings in terms of changing their practice and still may not make any savings. We feel it is a reasonable reward.” In addition, GPs appear to have been left out of remuneration under the scheme into their practices, he notes.

“The £30 to pharmacists is, however, a no strings attached payment,” made independent of GPs reaching their targets, he says.

A third area — advice to prescribers — was to have been included but that will be limited to a pilot trial.

Under the new pay plan, hours of service will be divided between:

- normal agreed hours, ie, 9.00 to 5.30 or 9.00 to 6.00 opening, five and a half or six half weeks a year
- additional hours, i.e., those hours which may be negotiated beyond normal hours in order to provide appropriate patient service.

The extension of services to residential homes to include nursing homes is not without problems.

The Pharmaceutical Services Negotiating Committee considered that there should be additional money attached to this additional service, rather than accept that it should be paid for from the global sum. This is not a Luddite approach, but an ‘untransient PSNC,’ argued Committee secretary Steven Axon at last weekend’s NPA conference (for further details see p 572).

The Department’s guidance places no further restriction on local level negotiations other than the local budget itself.

The 1.5 per cent offered to FHAs is smaller than expected, however, it has been described as a ‘considered approach’ to the first year of locally-devolved pay.

In previous discussions, figures as high as 20 per cent have been mooted although in the global sum was considered a more appropriate target.

In response to the terms of the guidance, PSNC is considering whether to seek a small increase in the offered terms.

The Committee will also advise local pharmaceutical committees on the points raised in its own guidance document which, it feels will still be ‘independent of the Department’s final offer.’

Pharmacists highly rated in Readers Digest survey

Over half (51 per cent) of those surveyed disagreed that more medicines should be available without prescription — typical of the peasantry that knows best” or that pharmacists were likely to put commercial considerations first. But the 43 per cent who wanted to see more OTC medicines gave favourable comments such as “pharmacists are very good these days”.

These findings came from the PRISM 94 survey (progressive research into self-medication) carried out for Reader’s Digest by BMRB, who interviewed 2,000 adults.

The most common ailment was colds, followed by headaches, cough, back pain and period pain.

Headache sufferers were the most likely to self-medicate rather than consult a doctor (80 per cent) but only 1 per cent of those who did were likely to ask a pharmacist or pharmacy assistant for advice. In contrast, almost half of the 56 per cent who self-medicated for coughs asked pharmacy staff for advice.

Hayfever was another condition for which sufferers commonly sought advice from pharmacy staff (21.2 per cent).

Pharmacies were the most popular source of medicines for suitability and quality, with 63 per cent rating them as common ailments. Those who self-medicated for colds bought a remedy mostly from Boots (30 per cent) or other pharmacies (48 per cent), as did those who treated headaches (29 per cent), other pharmacies 35 per cent), coughs (32 percent, others 51 per cent), back pain (33 per cent), others 47 per cent), and period pain (Boots 31 per cent, others 37 per cent).

Most people in these groups had already decided what product to buy when they visited the shop. Ninety per cent of those with colds knew which product they wanted and the corresponding figure for headaches was 96 per cent, and for coughs 72 per cent.

Other conditions for which most people already knew which product to buy rather than consulting a doctor were athlete’s foot (79 per cent), dandruff (73 per cent), heartburn (62 per cent), migraine (62 per cent), period pain (64 per cent), and acid stomach (60 per cent).

Scots take softer line on FP10 policing

The standing committee of the Scottish Pharmaceutical General Council has taken a softer line on FP10 policing than its English counterparts.

In its committee report, the SPGC notes "strong reservations" about the notion of pharmaceutical and medical services including the validity of prescription charge exemption claims but “decided that in future remuneration discussions, any responsible and reasonable suggestions would be considered.”

The Pharmaceutical Services Negotiating Committee, however, rejected the notion outright.

The reason for the softer line, says SPGC chairman Andrew Taylor, is more an “acceptance of reality. Pharmacists are going to have to be involved”, he says.

If we are going to be involved, it is better to be in tune, to see what can be done and see what is practical and cost effective. We would like to see if we can make it more workable and pharmacist friendly, rather than just stinging up and saying No, we won’t discuss it.”

• SPGC has also considered the remuneration offer for pharmacists participating in the national welfare milk token redemption scheme and has voted it “inadequate and unsatisfactory.” However, it is still anxious to remain in discussion with the Department.

Mike Hadley moves into politics

Mike Hadley MP,PharmS of Droitwich-based Hadley Hutt Computing has been elected prospective parliamentary Liberal Democrat candidate for the Dudley West constituency.

In his message to voters, Mr Hadley, who registered with the Society in January 1997, says that “very soon local people will have a chance to give their verdict on Government. They can send a message to John Major about VAT on fuel, rising crime and the future of our children.”

Mr Hadley is chairman of Droitwich-based Hadley Hutt Computing and has been a community pharmacist for 20 years. He believes that pharmacists are currently an underused resource who should be at the very forefront of the health profession.

"The Government expects pharmacists to do too much for nothing.”

768
Chemist & Druggist 12 NOVEMBER 1994
NPA comes to aid of 'stressed out' pharmacists

The National Pharmaceutical Association is planning to set up a 24-hour confidential telephone help line for pharmacists suffering from stress.

The money has been set aside in next year's budget, and a professional agency has been selected to operate the service. The NPA Board will decide whether to press ahead at its meeting later this month.

"My gut feeling is that it will be very well patronised," director Tim Astill said at the NPA's North West Conference in Warrington on Sunday (see p782).

The Association is very aware of the isolation of proprietor pharmacists. "You are on your own, there is not the contact with other professionals as there might be in a hospital environment," said Mr Astill.

The help line could also be a powerful lever to use in negotiations with the Department of Health, since it could provide evidence of the working conditions in modern pharmacy.

"If we introduce the service we will receive a regular statistical report about the extent to which pharmacists have made use of it," said Mr Astill. "The pressure of the job is greater than ever before, the money is less in percentage terms than it ever has been. All this adds up, with the increasing volume of legislation and regulation, to give an indication of how hard the job is."

The NPA receives 5,000 calls a week from members seeking general advice. "That is a measure of members' dependence on NPA services," Mr Astill said.

Five new Welsh health authorities

Welsh district and family health services authorities are to be shorn from 17 to five.

Secretary of State for Wales, John Redwood, announced last week that the reorganisation will see the merger of district and family health services authorities by April 1996, subject to legislation, and will save an estimated £3 million a year.

Mr Redwood says he aims to reduce management and administration costs in favour of "spending on direct patient care". A reduction in "management overheads" will form the bulk of the £3m savings, although the Welsh Department of Health would not be drawn on how many jobs will be lost following the reorganisation.

The new authorities are:
- North Wales — combining Gwynedd and Clwyd
- Mid Wales — combining Powys, Dyfed and Pembrokeshire
- West Glamorgan — plus the unitary authority area of Caerphilly
- South Glamorgan and the remaining parts of Mid Glamorgan will be combined in one authority.

The new authorities will complement the newly devised unitary authorities which also came into effect in April 1996. These replace the old county and district councils.

A two-year study which will examine the changing role of employees, following the restructuring of regional health authorities, has kicked off in South Thames, Anglia and Oxford RHA. Each RHA is providing £20,000 funding for the first year of study.

PSNC launches LPC support programme

The first PSNC-sponsored course for LPCs on negotiation skills will be run in January and February 1995.

Carried out on a regional basis, the course will be led by two members from each LPC and will be limited to small groups to allow intensive training and role play.

The course will be sponsored, so there will be no cost to LPC members attending.

The dates for the negotiating skills course will be sent to LPCs shortly, as will details of other courses in the pipeline which include preparing bids for local funding and business plans.

PSNC recognises that it has a growing responsibility to support and provide back-up for local negotiations, and to co-ordinate NHS pharmaceutical services.

The second element to PSNC's support programme is what is claimed to be the most comprehensive database available on local initiatives and activities. LPCs looking to negotiate an initiative will be able to get information about similar schemes and details of fees that are paid elsewhere.

PSNC will also be producing an LPC newsletter giving details of activities in other LPC areas.

ALPS looks to negotiate

The Association of Local Pharmaceutical Secretaries is to host its first run of negotiating training days.

The series represents ALPS' first public achievement since its official launch in July and will centre on helping LPC secretaries to develop successful negotiating and presentation skills.

The dates and venues are November 30 at the Novotel hotel, Coventry, and December 9 at Entfield and Haringey FHSA offices, Barnett, Herts. It is hoped that further seminars can be arranged in the South West and the North early in the new year.

According to Jean Rothwell, ALPS secretary, the series has been demand-driven by members. It is hoped that about 15 secretaries will attend each seminar after which training packs covering the salient points will be available.

ALPS now quotes a 50 per cent subscription among LPC secretaries and a further training in office skills planned. "FHSAs and the Social Services have all been trained in negotiation and we are at a disadvantage as we are not," she said.

ALPS is now looking at the possibility of running a session on negotiating fee and will put them at an advantage to those who haven't joined up.

The financial area in which LPC secretaries can afford to lag behind," she said.

Joint funding for training

Redbridge and Waltham Forest Local Pharmaceutical Committees and the Primary Health Services Authority have joined together to fund courses in health promotion training.

The on-going programme, funding for which possibly runs into tens of thousands of pounds, takes in areas such as assertiveness, stress management, communication skills, health promotion and healthy eating in pregnancy. 40 pharmacists will be involved and grants for bursary fees are available from the FHSA.

"Pharmacists are in a key position to give advice on health promotion and disease prevention," says LPC spokesman Mr Mo Khan.

Pharmacists' training will be co-ordinated with that provided for other primary health care professionals, "to ensure a consistent message and a common approach", he says.

This scheme is the first tranche in a series of other activities currently under negotiation.
Pharmacist must co-operate to facilitate seamless care

Within the profession there is a need to develop partnerships between community pharmacists and hospital pharmacists to facilitate seamless pharmaceutical care says chairman of the United Kingdom Clinical Pharmacy Association Linda Stevens.

There is also a need to develop these partnerships between community and academia and hospital and academia to develop and strengthen research and education in pharmacy, she told the UKCPA Progress in Practice Symposium. Professional partnerships must also be developed with other professionals to ensure we are able to grasp the opportunities that may be open to us.

BP monitoring
Ian Smith, Boots teacher-practitioner at Bradford University, examined the blood pressure monitoring service which was implemented by Calderdale LFC. The LFC received a grant from Yorkshire Regional Health Authority.

The 24 pharmacies that returned their reports advised 77 patients to visit their GP, 41 of whom had partially been diagnosed as having hypertension. Over a quarter of the patients tested were currently being treated for hypertension by their doctor.

Less than 2 per cent of the patients tested were of Asian or Afro-caribbean origin which was of concern as ethnic minorities constitute 8.9 per cent of the local population.

The study showed that people are prepared to use pharmacists for blood pressure measurement and that the service was useful in detecting pre-existing or newly identified hypertension.

• Self audit of repeat prescription monitoring Mike Allwood and a team from the Academic Practice Unit at the University of Derby looked at the pharmacy's process for prescription monitoring, and how audit may be used to improve the service that patients receive.

Some 30 per cent of the prescription items were prescribed with incomplete directions. A slightly greater proportion of prescriptions for patients under 19 contained incomplete prescriptions than those for men over 65 and women over 60.

Prescriptions for oral medication contained more complete directions than prescriptions for creams, ointments, inhalers, dressings and injections, which were written with incomplete directions in more than 50 per cent of occasions.

This data can be used to define, with medical colleagues, criteria and standards for the directions on repeat prescriptions. This model could also be used for other areas where pharmacists can make a major contribution to clinical audit in the community setting with an emphasis on repeat prescription monitoring.

• Noel Dixon from Dixon and Spearman Ltd. Stanley was awarded the Glaxo prize for the 'Best contribution from community pharmacy'.

£20m cost of pharmacist fraud denied by Audit Commission

The Audit Commission rejects claims that it has uncovered a pharmacist-led £20-million-a-year prescription fraud.

Mystery surrounds the quoted £20m figure, said to have originated from a forthcoming Audit Commission report on prescription fraud. "We do not make unfounded claims like that at all [in the report]. We have not made any attempt at global figures," says a Commission spokesman.

The denial also comes in the wake of a report in The Independent which says the Commission has evidence of "complicity" among GPs and pharmacists in allowing ineligible patients to claim exemptions.

The National Pharmaceutical Association's head of public affairs, Colette McCreedy, believes the story has been blown out of proportion. "The Audit Commission document runs to some 116 pages, and only five pages concern pharmacy.

"As yet, no-one has given any evidence that pharmacists are heavily involved in this type of fraud," she adds.

The Audit Commission report will be published on December 1.

RPA elects committee

The Rural Pharmacists Association has re-elected its current management committee.

Peter Curphrey remains chairman, Jack Knight, vice-chairman, Mike Ruggist, treasurer and Dennis Millington, secretary.

The Association has voted to hold a conference in 1995 after proposals to hold a 1994 workshop at the end of November, were abandoned. This was due to a lack of "burning issues affecting rural pharmacy", says Mr Millington. The Clother loophole (C&D, September 10, p389) was not a subject for conference, he says. Conferences will now be held every two years.

Save now — and pay later

Pharmacists should look beyond pay and develop their role in the primary care team now.

"If they can't prove their added value to the Government now, then remuneration will never be forthcoming," warns Mike Radin, superintendent pharmacist at Tesco.

The survey into the changing role of the pharmacist concludes pharmacists are now almost as likely to be the first port of call for minor ailments as GPs.

Consumers and pharmacists also believe that preventative health promotion should become the responsibility of the pharmacist, while -

• Four in five consumers would like to see repeat prescription services through pharmacy.

The majority of comments - and pharmacists - also feel that pharmacists should take the responsibility for collecting and delivering prescriptions for the elderly, housebound or isolated.

Despite the willingness of pharmacists to participate in health promotion, "some feel themselves prevented by financial constraints, such as the costs associated with taking time off for training," says Mr Radin.

However, "pharmacists should put the money up front, if they are to reap long term gain", he says.

Tesco is currently evaluating the results of a 'travel service' pilot, in which customers received within-hour-end, customised travel information. The pilot ran in three of Tesco's 110 pharmacies and may be rolled out nationwide. Tesco is also trialling repeat prescription dispensing in five stores.

Scottish costs

Scottish pharmacists and pharmacists and appliance suppliers dispensed 4,190,319 prescriptions in August incurring ingredient costs of £31,566,927 and gross costs of £37,777,403.

NI Blacklist

The General Medical and Pharmaceutical Services (Amendment) Regulations [NI] 1994, add the Northern Irish Selected List in line with that of England & Wales and that of Scotland.

In-store vaccinations

PSNC is to consider pharmacy vaccination programmes at its next meeting. More details will be available next week.

PSNC has also scheduled a series of MP lobbying lunches for the end of November and early December.

Act bypasses PMRs

Pharmacy- and GP-held computer records are exempt from Freedom of Information Act.

The Criminal Justice Act which makes it an offence to "procure the disclosure of computer-held personal information." This only refers to data on police computers.

BP review at RPSGB

The RPSGB has commissioned the British Thoracic Society to review its blood pressure measurement guidelines, following independent review (C&D, November 5, p734). Findings of the review will be presented at the next Council meeting.

S Thames mergers

South Thames RHA has recommended the creation of three health authorities following the merger of district health authorities. These are: Eastern Surrey HA (merge Districts of East and West Kent), Western Surrey HA (North west Surrey and south west Surrey) and west Sussex (mid Downs, Chichester and Worthing).

Script charge £5?

Prescription charges are set to rise to £5, claims The Independent. Although the increase will not be announced until next spring, it will be included in the Department of Health's spending figures released with this month's budget statement, says the report. A Departmental source said: "I have no idea about prescription charge increases."

Irish moratorium

The Irish Pharmaceutical Union is pushing for a moratorium on pharmacy opening following a dramatic increase in numbers over the past year. The situation is believed to be prompted by pharmacists anticipating possible control of entry regulations in a new Pharmacy Bill.
Steroid supply outlawed

Anabolic steroids are to be designated a class C drug by the Home Office in a bid to cut out illicit trafficking.

The proposals, when passed through secondary legislation and implemented in the new year, will make it a criminal offence under the Drugs Act 1971 to produce, supply, possess, import or export steroids, with the intent to supply, without the relevant authority.

Suppliers could face a £2,500 fine and three months' imprisonment on summary conviction, and five years in prison plus unlimited fines on indictment.

Initially, possession remains beyond the jurisdiction of the regulations, although the Home Office intends to "keep under review the effectiveness of the new controls in tackling supply and trafficking of anabolic steroids. It proves necessary we will consider even tougher measures.

Drugs found in skip

Pharmacist Raza Ali Virji, of Mosley, Birmingham, was let off by the Royal Pharmaceutical Society's Statutory Committee on October 18 after stacks of painkillers, tranquillisers and sleeping tablets were found by a council waste inspector in a roadside skip. They had been dumped there by an assistant.

Mr Virji's wife is a pharmacist and jointly owns R & R Pharmacies in Ladywood and Springfield.

On July 30, 1993, Mr Virji was fined £1,000 with £584 costs after pleading guilty at Birmingham magistrates court to an offence under Section 33 of the 1990 Environmental Protection Act. The conviction concerned a substantial quantity of pharmaceutical medicines being thrown into a skip, two miles from the Springfield pharmacy," Josselyn Hill, representing the Society, told the Committee.

Mr Virji's assistant had dumped them there instead of locking them up because he was in a hurry to leave.

Committee chairman Gary Flather QC gave Mr Virji credit for accepting his responsibility and being totally honest throughout the proceedings. He said he was satisfied, along with the rest of the Committee, that nothing similar would occur in the future.

"Although we find the conviction proved, this Committee will take no further action in the matter," said Mr Flather.

Getting set to go with Numark, or ...?

Numark has finally announced its plans for doing what I have long advocated as being the independent—last chance for salvation. I know many opinions have been expressed but, as an independent, I feel this initiative is sufficiently important that I am justified in adding my thoughts to the debate.

There appears to be universal agreement that the independents have very little chance if they are to prevent the inexorable march of the multiple, but fine words from the uncommitted are less easily translated into action on the ground. I have to be convinced that the proposal I am being presented with will not only provide me with long-term stability, but will also be a sound financial investment.

Comparisons have been made with Unichem before it was floated on the stock market, but the Numark proposals are fundamentally different in that Unichem was built up from scratch, and always owned its own means of distribution, whereas Numark will rely on the continuance of a network of independent regional wholesalers.

This may work successfully in areas where those wholesalers can be used reasonably as the main or sole source of supply, but there are many areas of the country where this is not possible. Here the disadvantages of operating a dual wholesaler distribution system may be greater than the advantages of the increased benefits of Numark shareholding.

I wish in my heart for this Numark initiative to succeed, but my brain advises caution. I am not yet sufficiently committed to a single wholesaler or own-brand trademark to rush headlong down the road of total commitment, but it is that will be required for this new Numark to succeed.

My independence, however, is also my identity and total commitment may mean the suppression of that in exchange for corporate survival.

But it is early days and the first flush of jingoistic enthusiasm will soon pass. Numark is wisely organising a series of road shows and publishing a full proposal document. It is essential that I go to a road show and then settle down for a long heart-to-heart with my accountant over Numark's proposals and my own business ambitions before I make a definite decision. In the fullness of time, the caution advised by my brain may be proved correct, but business is also a lottery and perhaps a little flutter of the heart is what I really crave.

NHS nit-picking over headlice

The problem in East Sussex over the bulk prescribing of headlice lotions is not unique (C&D November 5, p73) and, only this week, I have had a lady complaining that it is ridiculous to be issued with seven separate prescriptions for identical bottles of headlice lotion, with five exempt, and charges of £9.50 for the others.

I carefully explained the reason behind this apparent lunacy, but eventually had more in common with her argument than my own justification. If it makes good public health sense to treat the whole family, then that treatment should be free of charge and an economic quantity to ensure complete compliance and eradication within the family.

Headlice is a perennial and growing problem. Our priority should be to treat it as efficiently as possible, and the present antiquated rules do nothing to achieve this aim. It cannot be beyond the skills of the Pharmaceutical Services Negotiating Committee and the Department of Health to agree a family dispensing fee, which would allow the unnecessary scourge.

Pagan rites from Yardley

Not only is Christmas the time of good cheer, but it is also the season of pantomime, when fantasy and reality become so intertwined that it is often difficult to distinguish between the two. This happened in the shop last week when, displayed on the perfume counter, I saw a stand full of Pagan perfume. I was_of course, totally out of fantasy, because I knew that Pagan no longer existed. Had I not said so in these columns without any denial from Yardley? Had not many of my customers reached a similar conclusion after writing to Yardley? Yet when I approached the counter there was Botticelli with a smug smile and, yes, the Pagan was real.

When I last enquired, I was informed that the Pagan market only existed in the independent sector and that this was too small to make production economic. Now, as if by magic, it reappears.

I am becoming angry and my customers frustrated. This one-off system of occasional promotions may suit Yardley, but I am unable to plan my buying and customer loyalty is being unreasonably stretched. Neither of us any longer expects a full perfume and toiletry range, but is too much to ask that Yardley maintains some continuity of supply throughout the year.

Topical Reflections
Novo Nordisk to simplify insulin range by April 1995

Novo Nordisk has decided to simplify its insulin range by eliminating duplicate products and by making product names consistent. The company aims to complete the simplification programme by the start of April, 1995.

In addition, it is updating its manufacturing facilities so that all human insulins (except Human Velosulin) will be manufactured using the latest genetically engineered production.

Since the merger of Novo and Nordisk in 1989, the company has continued to manufacture the full range of both businesses' insulins. This has led to duplication within the range, as well as a number of product names for the same insulins in different presentations.

The most important changes will be to the semi-synthetic insulins, Human Mixtard 30/70 and Human Insulatard, which will be genetically engineered from April, 1995. The insulins will then be known as Human Mixtard 30 ge and Human Insulatard ge. Patients who are switched from a semi-synthetic insulin to a genetically engineered product should be advised to monitor their blood glucose regularly during the transition period.

The company has also taken the decision to discontinue its two 50/50 premixed insulins in vials (Human Insulatard 50/50 in vials). The company has suggestions on how patients can combine component insulins to replace these two products.

All other changes merely relate to the names of products.

• Human Actrapid 30/70 and Human Protaphane will become Human Mixtard 30 ge and Human Insulatard ge respectively.

• PenMix 30/70 Penfill and PenMix 30/70 will become Human Mixtard 30 Pentil and Human Mixtard 30 Pen.

• All other PenMix ratios will be known as Human Mixtard.

Novo Nordisk has produced a comprehensive information package for healthcare professionals to ensure a smooth transition. Colour-coded charts detailing the old and new ranges are being sent out to all healthcare professionals. From November 7, they can contact the Novo Nordisk Medical Information department using a Freephone number (weekdays, 9am-5pm). Freephone 0800 242410. A pre-recorded information line can also be contacted for further information using Freephone 0800 834596.

Patients affected by the changes will be alerted using pack flashes and information leaflets.

Slozem capsules

Slozem, the once daily, sustained release formulation of diltiazem, will be available from November 17. Slozem is available in 120, 180 and 240mg capsules and the basic NHS prices for a blister pack of 28 are £7.00, £9.24 and £9.80 respectively. According to the manufacturer, Slozem is the least expensive once-daily formulation of diltiazem.

Although Lipha holds the product licence for Slozem, the product will be marketed by E Merck Pharmaceuticals. Tel: 0420 564011 and Lipha Pharmaceuticals Ltd. Tel: 0895 449331.

Ceftazidime from Lilly

The third-generation cephalosporin, ceftazidime, is now available from Eli Lilly under the brand name Kelacid. It is administer parenterally and is indicated in the treatment of infections, including lower respiratory infections, urinary tract infections and septicaemia, when the infection is due to susceptible microorganisms.

Ceftazidime is a semi-synthetic, betalactam, bactericidal against a wide range of gram-negative organisms including strains resistant to gentamicin and other aminoglycosides. It is active on gram-positives.

Kelacid is supplied as a sterile, dry powder in single dose vials containing 500mg (10 × 10ml, £4.95), 1g (10 × 20ml, £9.90), and 2g (50ml × 10, £19.80) ceftazidime. Kelacid also comes as a sterile dry powder containing 100ml vials for infusion containing 2g ceftazidime (£19.80). Eli Lilly & Company Ltd. 0256 473241.

Litarex availability

Supplies of Litarex (lithium citrate) can be obtained from Dumex on a named patient basis, free of charge, for a period of approximately three months. There has been a Litarex shortage in the UK and the company has responded by obtaining Nordic stock which can only be supplied on a named patient basis. Pharmacists wishing to obtain supplies should provide the necessary details to Mrs A Farrow at the company. The product will be despatched within 48 hours. Dumex Ltd. Tel: 0442 890090.

AAA spray back

Rhone-Poulenc Rorer has re-introduced AAA Mouth & Throat Spray. The product can be prescribed on a FP10 or sold over the counter. It’s active ingredient is the local anaesthetic benzocaine. The basic NHS price of the 60-metered-dose spray is £2.23. Rhone-Poulenc Rorer Ltd. Tel: 0323 343000.

Erythromycin range

Abbott is dropping the brand name from its Erythromycin range and labelling all of the packs as ‘erythromycin tablets BP’. Erythromycin DS tablets have already been changed to erythromycin tablets BP 500mg, and Erythromycin IV lactobionate 1g to Erythromycin IV lactobionate 1g. Abbott Laboratories Ltd. Tel: 0795 580099.

Typhoid vaccine

Evans Medical says, due to manufacturing and licence transfers, Typhoid Vaccine BP (Monovalent) will go out of stock at the end of November, but should be available again next April or May, in time for the summer 1995 peak travel season. In the meantime, Evans can supply its oral typhoid vaccine (strain Ty21a). Evans Medical Ltd. Tel: 0345 451500.
**Medised**

A pink, blackcurrant flavoured suspension containing the antihistamine promethazine hydrochloride.

Its kind and useful formula can be safely recommended for the symptomatic relief of pain and fever associated with colds and flu, and for the symptomatic relief caused by chickenpox. 

**Uses:**
- For the relief of mild to moderate pain, including headache, toothache, sore throat, aches and pains.
- For the symptomatic relief of influenza, feverish colds and flu.
- For the reduction of nasal congestion and watery discharge.

**Dosage and Administration:**
- Children 6-12 years: Four 5ml spoonfuls.
- 6-12 years: Two 5ml spoonfuls.

Do not repeat more frequently than every 4 hours.

No more than 4 doses should be given in 24 hours. Do not take for more than 3 days without consulting a Doctor. 

Prescribe this product to children under 1 year old except on medical advice.

**Contra-indications, Warnings, etc:**
- Hepatic disease.
- Severe renal impairment.
- Paradoxical reactions characterized by hyperexcitability and nightmares have been reported in children receiving single doses of Promethazine between 75mg and 125mg. This product contains Paracetamol.

**Legal Category:** P

**Pack size:** 140ml bottle

**Product Licence Number:** PL0156/0013

**Product Licence Holders:** Macorthy Medical Ltd

**Distributor:** Seton Healthcare Group plc. Tel: 061 652 2222

**Retail Selling Price:** £2.99

**Date of Revision:** October 1994

**Medised**

Soothing pain relief

**Original**

GENTLE RELIEF OF FEVERISH COLDS AND FLU.

1 to 12 Years
CLOCK UP EVEN MORE SUCCESS WITH OUR £3 MILLION AUTUMN SUPPORT

The pharmacy brand of the decade
Zovirax Cold Sore Cream has already smashed the £15 million barrier. It's now the 8th highest turnover OTC brand in pharmacy. *

£3 million national campaign starts October
We're clocking even more national support so you can clock up more success.

Eye-catching P.O.S. displays
Maximise your sales by prominently displaying one of the most profitable and fastest-selling products in pharmacy.

The only specific antiviral available OTC
Treat the tingle and the cold sore may never appear. So recommend the only effective specific antiviral available OTC - Zovirax Cold Sore Cream for maximum customer satisfaction.

The POM to P Brand of the decade

Zovirax Cold Sore Cream
Aciclovir

* The pharmacy brand of the decade
Zovirax Cold Sore Cream has already smashed the £15 million barrier. It's now the 8th highest turnover OTC brand in pharmacy.

£3 million national campaign starts October
We're clocking even more national support so you can clock up more success.

Eye-catching P.O.S. displays
Maximise your sales by prominently displaying one of the most profitable and fastest-selling products in pharmacy.

The only specific antiviral available OTC
Treat the tingle and the cold sore may never appear. So recommend the only effective specific antiviral available OTC - Zovirax Cold Sore Cream for maximum customer satisfaction.

The POM to P Brand of the decade

Zovirax Cold Sore Cream
Aciclovir

---

ESSENTIAL INFORMATION PRESENTATION 5% w/v aciclovir in water miscible cream base. USES Cold Sore treatment. DOSAGE AND ADMINISTRATION Apply 5 times a day for 5 days. It is important to apply as early as possible after the start of an episode, ideally during the tingling phase. If healing has not occurred, treatment may be continued for up to an additional 5 days. CONTRA-INDICATIONS, WARNINGS, ETC

Contra-indications: Zovirax Cold Sore Cream is contraindicated in patients known to be hypersensitive to aciclovir or any of the excipients. Precautions: Zovirax Cold Sore Cream should only be used on cold sores on the lips or face. Do not apply inside the mouth or in the eye. Do not use for herpes infections of the eye or the genital area. Do not use if the patient is under the care of a doctor because of a weak immune system. Side effects: Transient burning or tingling may follow application. Mild drying or flaking of the skin have occurred in about 5% of patients. Erythema, itching and contact dermatitis has been reported rarely following application.

RETAIL SELLING PRICE Subject to Retail Price Maintenance. 2 x tube - £3.99 (TAX) 3 x tube - £5.99 (TAX) LEGAL CATEGORY P Further information available on request. Medical Affairs Department. Warner Welcome Consumer Healthcare, 1266

DATE OF PREPARATION 09/2002. TRACKING
Cold liver oil plus

Following the trend for higher strength supplements, Ferrosan is introducing High Strength Cod Liver Oil capsules to its Healthcare range.

The new capsule provides 1,000mg of cod liver oil, 100 per cent of the new EK recommended daily amount of vitamin A, D and E, and is rich in omega 3. Packs of 50 capsules will retail at £2.89.

The company says it is targeting first-time users and people with busy lifestyles. Ferrosan Healthcare Ltd. Tel: 0932 336366.

Wash those wounds with Savlon

The latest addition to the Savlon range is Antiseptic Wound Wash, an alcohol-free first aid spray.

Wound Wash has a double action — washing away dirt and debris from a cut or graze, and helping to prevent infection by killing bacteria. It is available in a 100ml pack with a pump spray delivery system and retails at £1.99.

The spray contains 0.45 per cent w/w chlorhexidine gluconate and has been specifically formulated to be gentle and non-stinging, which the company hopes will ensure its widespread appeal to mothers of children aged 3-10 years old.

Wound Wash is packaged in the Savlon livery of blue and white, with pink roundel motif highlighting its suitability for cuts and grazes. Over the launch period it will be supported by a consumer advertising campaign, which begins in January, 1995, and extensive point of sale material. Zyma Healthcare. Tel: 01066 742800.

Big screen Blistex

Blistex is currently featuring cinema screens in a campaign which runs for the next six months.

It is also being backed by press ads focusing on its healing and soothing properties. Dendron Ltd. Tel: 0923 229251.

Transvasin Sundays

Heat rub and spray brand Transvasin from Selton Healthcare is to be supported by a national consumer press advertising campaign in the Sunday newspapers.

The campaign will run throughout the autumn/winter season and is being backed in-store by strongly branded point of sale material (available free of charge). Trade promotional activity is also planned. Selton Healthcare Group plc. Tel: 061 652 2222.

 Claims that over 50 per cent of men's shaving product sales are gift purchases made by women.

Philishave on air

The 'For the Man Inside' commercial for Philishave is on air again in the run-up to Christmas, breaking on November 18.

The 30-second film will be seen nationally on ITV Channel 4 and satellite. It is designed to appeal as much to women as to men, as the company claims that over 50 per cent of men's shaving product sales are gift purchases made by women.

Olbas on the box

Olbas Oil from G R Lane Health Products is to be the subject of the company's biggest ever press and television campaign.

The herbal decongestant will appear on TV in the Carlton region during January. The 20-second ad uses the 'Power to Breathe' slogan and the voice of actor Richard Briers.

The campaign will be complemented by press advertisements, which will be appearing in 12 national newspapers during the first half of 1995.

The company's Kalms brand is currently being backed by a heavyweight campaign in the women's press and runs for 11 months. Using the strapline 'When the Pressure's On', each ad features a shot of a woman coping in a potentially stressful situation. G R Lane Health Products Ltd. Tel: 0452 524012.

Fragrance for the fairway

Match Play for Men is a new fragrance line targeting the golf-loving man. It is an aromatic and woody perfume with notes of mint, cardamom and jasmine. The range includes: eau de toilette (starting at £13 for a 30ml vapo), after shave (50ml, £16), deodorant stick (75g, £11), shower gel (200ml, £12) and soap (100g, 66p). The distributor says that the main thrust of its advertising will be centred around a National Matchplay Golf Competition with supporting regional newspaper, press and radio advertisements. Matchplay (UK) Ltd. 081 814 1277.

Changing your Tunes

Tunes Honey & Lemon flavour are to be discontinued in favour of new Tunes Orange with added vitamin C. Mars Confectionery. Tel: 08753 550065.

Clock this!

Five pairs of luxury TAG watches, worth £500 each, will prove a timely Christmas bonus to the lucky pharmacists winning Unichem's latest promotion.

To gain entry into the prize draw, pharmacists have to order a minimum of 20 cases from a selection of the company's top brands and then complete a simple tie-breaker question.

The products in the promotion are: Alpex, Gold Film, Cream £33, Nurofen, Rennie, Rennie Rap-Eze, Femina, Fenugraffe, Spro Clear, Radiant B, Redoxin, Effervescent/Tablets/ Chewable, and Sanatogen Cod Liver Oil.

The pre-Christmas promotion will continue to run until December 16. Unichem plc. Tel: 081 391 2223.
Hungarian goulash

Three ranges of Hungarian toiletries and cosmetics were launched in the UK this week: Anaconda, Helia-D and Silanus. All are said to be unusually high in essential oils and all-natural ingredients. They are exclusive to Intrinsic Beauty in the UK and will be available through pharmacies, department stores and supermarkets.

The core products in the Anaconda skin care range are beauty masks which were originally developed for beauticians in Hungary. Retail prices start at £2.99 for facial tonics (150ml) rising to £7.39 for the masks. Helia-D range includes a classical line of skin care products, containing extract of sunflower stalk; products for sensitive skin; men’s, babies’ and hair care lines; and suntan and perfume products. Retail prices range from £3.47 for hand cream to £89.64 for 30ml of perfume. The range also includes Tokaji Aszu, which uses Tokaji wine extract for treating dry skin.

Silanus has families of marigold, rosemary, nettle, camomile and herb products, such as body milks, face creams and shampoos. Prices vary from £2.41 for hair tonic to £5.99 for bubble bath. In addition, the company has recently introduced a new Aromatherapy Foam Bath range (250ml, £2.72) with the following variants: Blood-wort, Lavender, Mentha, Myrtle, Pine, Sage and Thyme.

Intrinsic Beauty plans to launch a fourth Hungarian toiletries range in the UK early in 1995. Intrinsic Beauty (UK) Ltd, Tel: 0403 891702.

Paco Rabanne debuts XS pour Elle

The women’s version of Paco Rabanne’s XS, XS pour Elle, went on-counter on Monday (November 7) in over 300 Boots’ stores.

The fragrance is a light floral with citrus notes. Top notes include jasmine, green violet, freesia, neroli and daffodil. Heart notes are peony, cyclamen and lilac with base notes of amber, sandalwood and ylang-ylang.

The range comprises: perfume spray 7.5ml (£35), perfume spray refill 7.5ml (£29), edt spray 100ml (£35), 50ml (£31.30), and 30ml (special introductory size, £22.50), edt 75ml (£35) and a deodorant spray 100ml (£15).

The launch is being backed by a TV and poster campaign.

Creative Fragrances Ltd, Tel: 081 381 4200.

Tune into stamps

The Royal Mail is offering a free Sony radio to all stockists who order three or more packs of festive stamp books. With their first order retailers will receive Christmas point of sale material, including a reindeer ‘wobbler’.

• Retailers ordering international Christmas-themed books of £6.60 stamps have the chance to win £500 worth of security equipment.

Royal Mail Retail, Tel: 031 550 8950.

Collection 2000 sale

Collection 2000 is running a special ‘January sale’ promotion on its range of perfumes and aftershaves. The promotion (which runs until the end of January) allows the customer to purchase two fragrances for the price of one. The women’s eau de toilette, with a rsp of £3.49 for 50ml, is on offer at £1.49 for two units, and 100ml after shave, usually £9.99, is at £5.99 for two units. Both retail packages incorporate 12 x 6 variants. POS material is available. Collection 2000, Tel: 0732 453213.
The number one ‘strong remedy’ range in pharmacies*, Nurses is the cold and flu range for day and night time medication. The Nurses range also includes the new cold-with-cough hot lemon remedy, Day Nurse Hot. Nurses is being supported with a massive £1.5m TV advertising campaign breaking in November. Last year, this resulted in a share move from 17.4% to 20.9% in the Pharmacy sector. Remember one in five purchases comes from the Nurses range during the cold and flu peak period!

Have you got enough Nurses in stock?

* Source: Nielsen
Cussons in the swim

Cussons' Imperial Leather shower gel is breaking new ground with the introduction of a swimmer's variant. The company says that Imperial Leather Swim Shower Gel is the first branded specific product for swimmers. It is primarily aimed at the 22 per cent of the population who regularly go swimming. The formulation cleans both hair and body, removing chlorine and its smell. It retails at £1.59 for 200ml.

The launch coincides with the introduction of two other variants: Imperial Leather Shower Gel for Men and Imperial Leather Active Shower Gel, which the company claims has a special cooling benefit. Cussons (UK) Ltd. Tel: 061 792 6111.

Action stations

Sensis has extended the 2 in 1 concept to make-up removal with Instant Action 2-in-1 Makeup Remover with Moisturiser. The odourless, water-based product contains pro-vitamin B5, limes blossom extract and camomile. The company says the wipe-on/wash-off product can help to visibly improve the skin's tone and texture with continued use. Presented in a blue 120ml tube, it retails at £3.99. Rimmel International Ltd. Tel: 0233 625076.

Cutex promos

Two consumer promotions are coming up soon with purchases from the Cutex range.

In December, customers will be able to claim a free Cover Stick when they purchase either a Cutex Natural Finish Powder Compact (£3.97) or a Cutex Natural Finish Powder Blush (£3.79). In January, a Lip Definer will be given free with every Lasting Colour Lipstick (£3.79). The lip liner comes in two shades: Tuscan Tan and Bermudan Blush. Rimmel International Ltd. Tel: 0233 625076.

Wild washing

Cut from the Wild is a new brand of natural soaps being distributed by Rimmel International. There are ten soaps in the range, including Sun Kissed Apricot, Mountain Blueberry, Alpine Strawberry, Oceanic Seakelp and Vanilla. They have a rsp of £0.79.

The manufacturer says that the products are different from other natural soaps on the market, being "fresh cut" with visible natural extracts. They also have different positioning, such as exfoliating, massaging and moisturising. Rimmel International Ltd. Tel: 0233 625076.

Cellulite solution?

Neutrofix Laboratories is introducing Celluzone, an American anti-cellulite cream, to the UK market. It contains 2 per cent aminophylline — the asthma drug — and a low dose allows it to be a non-prescription product. Celluzone comes in airtight, single dose ampoules. A pack of ten 15ml units retails at £14.95 and 20 at £24.95. Brodie & Stone plc. Tel: 071 278 9507.

Disney delights

There is a new range of fun Disney fragrances from Cecile Distribution. There are toilet waters, bath soaps and gift sets. The full range comprises: Donald Duck toilet water (50ml), rsp £0.50 and 100ml, rsp £0.95; Captain Mickey toilet water (60ml, rsp £0.60 and 125ml, rsp £0.95; Pretty Minnie toilet water (60ml, rsp £0.95); and Aladdin (100ml, rsp £0.50 and 100ml, rsp £0.95). The Mickey and Minnie soaps (125g) are £5.25. Cecile Distribution, Tel: 081 394 9925.

Colgate charity

Colgate-Palmolive has distributed up to one million Colgate Precision toothbrushes to dental practices on behalf of Childline, and is inviting patients who take a brush to the dentist toány donation to the charity. Colgate-Palmolive Ltd. Tel: 0483 302222.

Nourkrin on TV

Pharma Health & Beauty's Nourkrin hair loss treatment is being shown on the BBC's 'Anne and Nick' show recently. The programme is running a competition to send a patient to Spain. It will return to the volunteer using the product in one month. Pharma Health & Beauty (UK) Ltd. Tel: 071 223 1665.

Avent award

Cannon Rubber's Avent range won a gold award for best feeding equipment at the Mother & Baby magazine awards held recently. Cannon Rubber Ltd. Tel: 0787 267000.

Paris trip

Unichem and Smith & Nephew are offering pharmacists competition deals and the chance of a weekend in Paris. To qualify, pharmacists have to order at least £750 worth of the 14 in the promotion. All orders must be received by December 2. Unichem plc. Tel: 081 391 2323.

Kwells guide


Baby burn

Expectant mothers are the target of Whithall Laboratories' Brosolol Heartburn advertising campaign. Ads are running in magazines such as Mother & Baby; Practical Parenting and She's Having a Baby. A coupon on the page offers a free pack and an information leaflet. Whithall Laboratories Ltd. Tel: 0207 699911.

Soccer shaves

Wilkinson Sword is introducing Protector razor blade packagers. Ads are running in magazines such as Manchester United, Liverpool and Leeds United, Wilkinson Sword Ltd. Tel: 0494 523000.

High-dose Q10

Pharma Nord is introducing a high-dose Bio-Quinone Q10 containing 100mg coenzyme Q10. 60 capsule packs, rsp £37.95. Pharma Nord (UK) Ltd. Tel: 0670 519889.
A little piece of quiet.

All children need warmth and affection, but those with nasal congestion also need effective relief.

That’s what they get from Karvol. It allows them to breathe easily throughout the night; and it does so gently, as there’s nothing to swallow or rub onto a child’s chest. Simply dab the pre-measured dose on a handkerchief tied to the cot, and the natural vapours of pine, menthol and cinnamon effectively unblock stuffy noses.

That means a good night’s sleep for children and their parents – and keeps Karvol in front as the most recommended nasal decongestant for children.
Update on Cornish pay mix-up

With reference to your report of the National Pharmaceutical Association Board meeting — Cornwall medical services appeal update (C&D November 5, p733) — the following is the current position.

A letter dated October 5, 1994, was received by the local pharmaceutical committee stating that:

"In February, 1994, there was a case in the High Court in Northern Ireland involving a definition of neighbourhood in the town of Bangor. In the light of this decision it was considered the Appeal Unit Committee's definition of neighbourhood when considering these appeals could be criticised and the Appeal Unit therefore agreed to set aside its decision and reconsider the matter using a differently constituted Committee."

Surprisingly, the Appeal Unit solicitors did not consider it part of their function to tell the family health services authority that they should cease to remunerate Cornwall medical services.

The FHSA also indicated that it did not know who had the responsibility to advise the contractor concerned of the change in his position. Persistent requests were made by the LPC and the NPA's solicitors to resolve this matter. However, a letter dated October 28 from the FHSA stated that after taking legal advice the contractor had been advised that he could not remain on the pharmaceutical list.

Cornish contractors are most grateful for the financial support they have hitherto received from the NPA to support their successful judicial review and are pleased that the support will continue for the forthcoming appeal.

You may also wish to know that it is hoped that the LPC's complaints to the Data Protection Registrar and the UK Central Council for Nursing, Midwifery and Health Visiting may both be resolved by the end of the year.

Dr D H Maddock
Secretary
Cornwall & Isles of Scilly LPC

No Kneipp teas via Vital Health

Following the article on Ideal Health (C&D October 15, p630), I would like to make the following comments.

Pradip Patni's companies, Vital Health Ltd, etc., represented Kneipp in the UK until Mr Patni's businesses failed and went into liquidation. Mr Patni now trades with a new company, Ideal Health Group Ltd, which 'grew' out of his companies in receivership, and he is trying to introduce his own brand of teas.

He re-assigned the remaining Kneipp tea stock back to Kneipp Werke Germany. This stock is currently being sold by us, Mr Patni's lawyers in Tel Aviv contacted us and expressly authorised the sale of this stock.

Kneipp Germany objects to Mr Patni's claims to these trademarks, which he registered without Kneipp's knowledge, and he himself used under the Kneipp logo. We will continue to sell these products under new names because Kneipp is not prepared to pay someone for trademark names it feels he should not have in the first place.

We would like to make it clear that the teas on offer from Mr Patni are not Kneipp teas and are of unknown origin. The new names of our teas will be released shortly and advertised.

Stefan Töpfer
For and on behalf of Winware Distribution Ltd

Much work to be done at the CPG

I would like to thank those who voted for me in the Community Pharmacy Group elections. As one who has spoken at the Royal Pharmaceutical Society, voicing the concerns of the independent community contractor, I am delighted that the Community Pharmacy Group has at last been formed. Locally, in Barnet, we have established our Pharmacy Forum where pharmacists are collectively making bids for new money from Social Services and the Barnet Health Agency. We are seeking new roles, selling the expertise of the pharmacist to the purchasing bodies. Nationally, the Community Pharmacy Group must similarly help to raise the profile of the community pharmacist — the new group advising the Council of the deep concerns and dilemmas faced by the independent contractor.

There is much work to be done. I thank my colleagues for allowing me to be at the beginning of what I sincerely hope will be a sea change in the fortunes of all community pharmacists.

Gerald Zeidman
Edgware
Free His‘n’Hers watches worth £1,000?

It must be a wind up!

Not if you’re a UniChem customer it’s not. It’s all part of our fantastic Christmas promotion. We’ve struck a deal with four leading manufacturers to offer these best selling lines at rock bottom prices, just in time for Christmas.

All you have to do is place a minimum order, complete a tie breaker and you’ll be entered into our exciting prize draw to win one of 50 pairs of superb his ‘n’ hers TAG watches worth £500 each.

But since only UniChem customers can get their hands on them, we apologise if the rest of you feel a little wound up.
1995 and beyond

The NPA’s eighth North West Conference at Warrington last Sunday was a complete sell-out. “It’s easily the most successful regional event the NPA holds,” said chairman Gordon Bullous (right). Although morale is at low ebb it is many years since pharmacists have been in such a strong position to secure their future, more than one speaker opined. NPA director Tim Astill announced plans to help pharmacists sell services on a local basis.

The National Pharmaceutical Association is looking into setting up an agency to help independent community pharmacists market their services to FHSAs and other local agencies.

While pharmacies are in competition with each other, there is a need to get organised locally, although it will not be easy, said director Tim Astill. There will always be an element of suspicion when one group of local pharmacists is negotiating for a limited amount of money on behalf of their colleagues. To overcome this the Association is hoping to set up an “objective selling agency” which will be able to make representations on behalf of members generally to purchasers, including Social Services.

The agency will then find out which members are interested in providing those services and negotiating accordingly. “We are fairly well down the road ... We realise the rest of the essence,” said Mr Astill.

Some services will be available to all, while others will have to be rationed, and some means of doing this will have to be found, he said. (see C&O Interview, August 20, p29.)

Care in the community

Pharmacists can contribute to caring for people at home but the “how” and “when”, and “who pays” is still a grey area.

Fran McCabe, assistant director at Manchester’s Social Services Department and the NPA’s Mary Allen, speaking on community care, said: “If you do nothing others will”.

Managers have pharmacists in their sights

OTC medicine manufacturers are bent on turning pharmacists into retailers and making them retail more professionally.

They are aiming to identify winners and work with them, access pharmacies through their wholesalers and ensure that business is not just about margins.

The emphasis is no longer on pushing stock in, but on building a longer term relationship, said Graham Waters, national OTC sales manager for Pharmacia’s pharmacy health division.

“Managers must have the vision to become key business partners.”

Pharmacia itself has just produced a new business plan which provides each pharmacist with a focussed approach. The company is asking pharmacists to sign a contract, and setting each business objectives. Some 900 have so far signed up, said Mr Waters.

There are 14 million smokers in the UK and two thirds say they want to quit, said Nicorette brand manager David Graham. At any one time some 150,000 people are trying to quit.

Pharmacia supports the Pharmacia Against Smoking group, which now has almost 1,000 members. Its smoking cessation model guidelines are potentially seen as a protocol which might be adopted by pharmacies throughout Europe.

FHSAs are prepared to fund anti-smoking initiatives if they can be shown to be effective, said Mr Graham, citing the project currently underway in Manchester.

A profession that will not change is set to die

The gross profit margin on NHS dispensing this year is estimated to fall to around 16.5 per cent, says the Pharmaceutical Services Negotiating Committee.

But it seems that the profession is expected to develop, to expand and to provide more and better services without additional funding,” says PSNC secretary Steve Axon.

“The Government attempts to sell this to us by undermining the confidence the profession should have in its current role. But the truth is that the Department of Health wants to buy services on the cheap. The steel fist of Treasury is reinforced by the many departmental negotiations or an excuse for inaction as regards incentives.”

As long ago as 1986 the Nuffield Report suggested that NHS remuneration could be “…a powerful force for change or, alternatively, a serious handicap to development”. The PSNC’s strategy document ‘Pharmacy 2000’ points to some of the ways the remuneration system could help change.

Unless services are properly financed and incentives given to contractors to make changes those services cannot develop to their full potential,” he said.

Morale at low ebb

Morale within the community pharmacy sector must currently be at one of its lowest ebb, he believed, “but ironically this is at a time when…. the developments which have been suggested for the pharmacist’s role provide the greatest opportunities for the profession to move forward”.

If this does not happen it will not be for lack of enthusiasm on the part of contractors but rather for the lack of funding from the DoH, he warned.

Successive secretaries of state have waxed lyrical about the contribution pharmacists can make to the new health service. “Community pharmacists have been promised so much but given so little,” said Mr Axon.

Paying for advice

Advice to prescribers appears to be one of the most exciting areas earmarked for...
Just how big a headache is Tension Headache?

The biggest. In fact, 74% of all headaches are Tension Headaches. Which, when you think about the pressure people are under today, makes sense.

What also makes sense is to recommend a specific Tension Headache remedy straight away. And the one to recommend is Syndol.

There is no more effective OTC treatment for your patients. Uniquely formulated for Tension Headache, Syndol contains the powerful analgesic combination of Paracetamol, Codeine and Caffeine, plus Dicyclomine to ease muscle tension and bring fast relief (a clinical study showed that in 95% of Tension Headache attacks, Syndol started to work within 30 minutes). It is a Pharmacy medicine, is strongly supported, creates extraordinary loyalty, and powerful word of mouth recommendation.

Get the benefit. Display well, recommend at once, and above all don't get caught out of stock. That's a headache you could do without.

You can't recommend more powerful relief

INFORMATION FOR PHARMACISTS: Each tablet contains Paracetamol BP 450mg, Codeine Phosphate BP 10mg, Dicyclomine Hydrochloride 5mg, Caffeine BP 30mg. USES: Treatment of mild to moderate pain as an antispasmodic. Symptomatic relief of headache, including muscle contraction or tension headache, migraine neuralgia, toothache, sore throat, dysmenorrhea, muscular and rheumatic aches and pains and post-operative analgesia following surgical or dental procedures. DOSAGE AND ADMINISTRATION: Adults and children over 12 years 1 or 2 tablets every 4-6 hours as needed. Maximum 8 tablets in 24 hours. Not recommended in children under 12 years. CONTRA-INDICATIONS, WARNINGS ETC. (Contra-indications, idiosyncrasy to any of the ingredients. Precautions: May cause drowsiness. If affected, do not drive or operate machinery. No data available in pregnancy. Avoid use. Side effects: Drowsiness, dizziness, mild constipation, agranulocytosis rarely. Overdose: Paracetamol overdose can cause liver and kidney disease. Immediate medical referral is essential. LEGAL CATEGORY: P (Section 5, not prescribable under NHS). PRODUCT LICENCE NUMBER: PL425-0018 PACKAGE QUANTITIES, PRICE: Pack of 10 tablets £1.65, 20 tablets £2.85, 50 tablets £5.95. DATE OF PREPARATION: September 1994. Full prescribing information is available from licence holder Marion Merrell Dow Limited, Laxouses House, Stockley Park, Uxbridge, Middlesex UB11 1BE.
develoment to local level. The DoH has indicated it will fund pilot studies through FHSAs. (The two services to which local budgets will apply are additional hours and payments for servicing nursing homes. See p768 for details).

But good advice from community pharmacists could result in a reduction in income for those best able to fulfil the task, said Mr Axon. As long as pay is linked to script numbers there is little incentive to cut them back.

"It should be accepted that if pharmacists assist in achieving savings it is proper that they should receive a proportion," said Mr Axon.

There has been a precedent set here with GPs.

Pharmacy 2000
When PSNC's consultation paper was sent out to LPCs, by far the most frequent comment was that core services should not be undervalued.

"It is essential that a proper balance is maintained between the payment for core services, currently based on prescription volume, and the payments related to additional roles," said Mr Axon.

Additional roles need to be remunerated as far as possible outside the core remuneration. What must be avoided is using the professional allowance as a dumping ground for payments not specifically related to core services, he said.

The move to impose a training requirement for pharmacy assistants and insist on written protocols for medicine sales was not a knee-jerk reaction to critical media coverage. However, the Which? report on pharmacy supervision of medicine sales did strengthen the Royal Pharmaceutical Society's resolve and conviction that it was going down the right road.

"Council's first concern was to safeguard for pharmacy its core professional service — the supply of medicinal and other health products accompanied by all necessary advice," said secretary and registrar John Ferguson.

"If community pharmacists cannot demonstrate this vital professional input, the P classification of medicines will be under threat as will the traditional dispensing service."

Council needed to act fast to counter the public doubt being cast on the value of supervision of medicine sales as perceived by the public.

"We faced a situation where the sale of GSL medicines in pharmacies is seen to be no different than their sale in any other outlet, and the perception that there is little professional input in the sale of medicines restricted to pharmacies. This perception may be quite wrong, but it is clearly widespread," said Mr Ferguson. "One can criticise the methodology of the Which? investigators, but not the generality of their findings."

Positive moves
There are positive developments though, said Mr Ferguson. Both the Audit Commission report 'A prescription for improvement' and the Commons Health Committee report on 'Priority Setting in the NHS', has recognised that pharmacists must be involved in influencing prescribing habits.

He also quoted from a recent document produced in June by the European Commission on health promotion. This provided a number of opportunities within the extended role scenario.

The report makes clear that the Commission will support action in:
• Integrated health promotion activities and projects relating to disadvantaged or vulnerable groups
• Co-operation between member states on medication, in co-operation with GPs and pharmacists.

Company moves
Manufacturers have recognised that government action has put their prescription business at risk, and they see the non-prescription market as one that offers opportunities for growth, said Mr Ferguson.

While only 30 per cent of the brands introduced into the USA since 1975 are switches, these account for almost 80 per cent of sales. Of the ten best-selling products in 1991, nine were switches from POM control.

"It is many years since pharmacists have been in such a strong position to secure their own future," said Mr Ferguson. "Manufacturers need their support in the OTC market much more than they have in earlier years.

"However, we must ensure that pharmacists determine the rules and make it plain that our role is not to act as a cog in the smooth marketing process, but bring to bear professional considerations in the best interests of those who use our services."

continued from page 782
An ad agency didn't write these words. Mrs Foster did.

When Mrs Foster discovered the relief Pepcid® AC offered, she was so pleased she actually wrote to tell us. Now, with Mrs Foster's permission, we're telling you.

It's not just pharmacy customers that benefit. As a pharmacist, you share the advantage that one small, easy to swallow tablet combines effective relief from heartburn, dyspepsia and excess stomach acid, with the added assurance of no clinically significant drug interactions.

In fact, Pepcid AC is the only recommendation you can offer your customers which delivers up to 9 hours acid control - from one small tablet. No wonder it's already a sales success.

So make sure your pharmacy maximises its share of this sales success. Next time you're asked to recommend an excess acid treatment why not choose Pepcid AC.

With extensive TV advertising support and your recommendation, your sales - just like our unsurpassed acid control - will continue to go on, long, long way.

Mrs J.B.Foster

Pepcid AC - your only recommendation for up to 9 hours acid control from one small tablet.
Making a difference

Improvements need not break the bank. These suggestions may just mean adapting what you already have.

- Steps. If you must have steps, make sure they have a slip-resistant surface and use tactile surfacing at the top and bottom of the flight.
- Ramps. They should be firm, wide and dain right, and not less than 1.2m wide. Take care they are not too steep.
- Handrails. Position them so they extend 30cm beyond the top and bottom of the ramp or steps, and make sure they are not more than 90cm above the surface of a ramp.
- Doors. Choose ones that need minimal opening pressure and that have handles or push bars at a maximum height of 90cm. Clearly mark push/pull instructions.
- Entrance mats should be sunken. If they slope on the surface, they should be rubber-backed.
- Shelving. Top shelves of gondola displays should not be higher than 1.75m. Try not to place heavy items on top or bottom shelves and display items so all shoppers can see them, including wheelchair users.
- Aisles. Aim for a minimum aisle width of 1.5m.
- Floor surface. Ensure that flooring is flat and firm, or apply a slip-resistant coating. Use a light coloured floor to brighten the shop up, one that is easily differentiated from the wall colour. Use a matt surface which reduces glare.
- Counters. Keep background noise, such as music, to a minimum. Fit an induction loop system to allow hearing impaired users to tune in directly to a specific voice.
- Lighting. This must be high enough for clear views, but low enough to avoid glare. Avoid shiny surfaces, walls and floors, which would accentuate glare. Avoid ultraviolet and coloured bulbs.
- Signage. Avoid fancy type faces and use a combination of upper and lower case letters. Use clear contrasts, preferably white print on a dark background or dark print on a light background.
- Car parking. If you have car parking spaces, make sure that the bays are no less than 2.4m wide. For ambulant disabled car users and parents with young children, provide extra-wide bays, 2.83m wide.

Mr Willis is a 73-year-old pensioner who likes to take his own naproxen prescription to the pharmacist when he can. It is one of his only trips out of the house and a journey that he finds time consuming. Sometimes he is lucky and another customer is on the way out, leaving the door open for him. But more often he spends a few minutes fumbling with the door handle before signalling to one of the shop assistants to open the door. His arthritis makes once simple tasks frustratingly difficult.

The assistant then helps him to the back of the shop where he hands over his prescription, but a ten-minute wait means he must sit down. Luckily there are seats, but they are too low so, again, the assistant must help.

Mrs Chapman is a hassled mother of two with a double buggy to carry her twin toddlers. Her weekly shopping is spilling out of carrier bags slung over the buggy handles and she must get to the pharmacist before closing time because she forgot to buy nappies at the supermarket she has just left. Pushing the buggy, plus twins and shopping, up the steps is too much to even contemplate.

Anyway, the buggy would never get through the door. Fortunately she spots her neighbour walking up the road, flags her down and asks her to mind the kids for a minute while she pops in.

Mrs Patel is partially sighted and likes to visit this particular shop because the pharmacist is an old family friend. She knows the shop layout, but is sometimes caught out when bargain bins are moved around. Luckily she has not had a bad fall, yet ...

New signs

The pharmacist has splashed out on new signs in the shop as part of a partial refit. Despite the bright lights, the contrast against the background is not great enough, making reading them impossible.

These fictional examples illustrate just some of the frustrations that less able customers face. While this type of customer is not limited to young mums with children or the very old, they form the core - the same core group as pharmacy customers. Yet all too often, their needs are misunderstood or ignored.

Community pharmacist Martin Bennett runs the 7,000sq ft Handicapped Living Centre from the shop next to his Sheffield pharmacy, so he is well aware of less able customers' special needs. "The major problem is space," he says, "especially for people in wheelchairs. The minimum requirement is a straight run through the door to the counter, room to turn around and get out again.""The aisles in his 2,000sq ft pharmacy, for example, are 6ft wide and he is currently looking to make even more room by rereading his display requirements. "We are going to have to do away with some display stands," he admits. And displays have to be at wheelchair users' eye level and not at 5ft.

As well as the obvious difficulty of access into the shop, wheelchair users often face inaccessible consultation rooms. This is particularly important when discussing incontinence products, he says. "Incontinent people often have trouble when out shopping and catering for their needs might attract a lot of customers." He has installed a wheelchair accessible toilet complete with grab rails and a raised toilet seat for this very reason.

This type of forethought can be turned into a competitive advantage, at least that is what designers and the grocery trade are realising. They have teamed up to put together guidelines for shop design and layout keeping the less able consumer in mind. These guidelines have been translated into a pilot Safeway supermarket opened...
The semi-circular bay window and partially glazed roof allow natural light to flood the pharmacy. Suspended glass shelves display the goods without obscuring the interior. Below is the view from the street.

### Two prizes in one

C&D investigates why the Craiglogan Pharmacy in Edinburgh has caught the eye of two sets of judges in less than a year

Proprietor pharmacist Mike Mclnnes should be doubly proud of his Edinburgh pharmacy. Not only was its refit highly commended in Chemist & Druggist's Fit for the Nineties Shop Design Awards, its architect has just been given an award in a Scottish design competition.

Last month, architects Dignan Read Dewar walked away with the supreme award in the 1994 Regeneration Design Award, a joint venture of Scottish Enterprise and the Royal Incorporation of Architects in Scotland.

Mr Mclnnes wanted to make a positive contribution to the suburban community of Cairngton, an extensive area of inter-war housing with a high proportion of elderly and young families.

The pharmacy previously occupied two shops at the end of a small parade, but customers would never recognise it now. It was demolished and extended on three sides with a semi-circular glazed bay window to make a new shop front, while part of the shop remained opened for business. The look is light and airy, with natural daylight coming through the partially glazed roof and fully glazed window.

*Internal fittings are a combination of Sintek units installed by Regent Shopfitters and individual fittings designed by the architects and constructed by the shopfitter.*

The focal point of the retail area is a granite and stainless steel counter with a mesh lighting canopy overhead.

Products are displayed on free-standing gondolas in the centre of the floor and around the walls. Glazed shelves suspended by wires are used to show off goods in the window. A specialised fragrance display unit is placed against one wall and is protected by a wire screen, allowing the customer to view but not to touch.

Sintek's Stockflow range of shelving is used in both the retail area and the dispensary. On the shop floor, against the wall, its modular design allows flexibility as the height and depth of shelves can be varied when needed.

Stockflow Select is used for the gondolas in the centre of the shop and comes with shelves on either side and end panels with semi-circular baskets or literature dispensers. In the dispensary, Stockflow provides a workbench and storage areas above and below.

Stock is picked from sloping trays meaning that there is a strict 'first in, first out' rotation. There is also a bank of Romibik drawers, also from Sintek, which is clearly visible from the shop floor.

Mr Mclnnes is so pleased with the drawers that, in the New Year, he is installing more in the retail area for small items.

### A sporting chance in Cardiff

Cardiff pharmacist Mark Hopkins has combined business with pleasure in his latest shopfit.

His passion for sport has even extended to sinking a golf hole behind the medicines counter.

Every night, when his staff and customers go home, he removes the wooden plug complete with camouflage carpet tile, and practises his putting.

That gives a big clue to how the rest of the shop is merchandised—sports medicines and joint support products.

Mr Hopkins hopes to decorate his recently re-opened Llanedeyrn pharmacy with signed photos of sports personalities. And he should have no shortage of those as a BUPA sports injuries clinic is just up the road.

The shop interior is in green and cream with yellow piped fittings are supplied by Zaf.

Gondolas are a foot shorter than before to make self-selection easier. Mr Hopkins has even gone to the length of removing cartons to encourage customers to browse.

The new dispensary is half its old size, but space is maximised as continental drawers have been fitted. The pharmacist can clearly brand his pharmacy, there is a 7ft high running man image made of fibre optics in the window.
Professional image

David Stolton’s West Hoe pharmacy was in need of a pick-me-up, so a refit was ordered. C&D analyses how he won the runner-up prize in the full refit category of this year’s Fit for the Nineties Shop Design Awards, co-sponsored by Whitehall Laboratories

The open design allows customers to see into the clearly signposted dispensary

“The shop was just an empty unit in a dilapidated state,” says David Stolton. Now his West Hoe outlet in Plymouth boasts a clean, professional look in pharmacy green.

This is the second of two shops Mr Stolton has bought in the Plymouth area. This one, in Bishops Place, is part of a small parade of shops. Local residents, holiday-makers and workers from a nearby British Telecom office form a mixed customer base. Passengers can even see the green and gold shop sign from ferries at the Millbay Dock.

The green theme is continued inside and is picked out in distinctive signage to mark the dispensary and the ‘healthcare’ sections of the shop.

Positioning of the counter and an open design allows customers to see into the new dispensary. Open shelving is used rather than continental drawers due to lack of space.

Counter area

Next to the shaped counter is a seating area and health education display. While this area can be used for simple consultations, there is a door which leads to a private, dual-purpose room.

As well as a consultation room, it is used for diagnostic testing and has a folding couch. It also houses a recessed CD cabinet that is hidden from view from the shop floor.

The shop itself is fitted out in warm ash highlights and shallow shelving allows circulation space for prams and wheelchairs. Slat walling gives versatile display space and is easy to clean.

The full refit was completed in two weeks by Riviera Shopfitting and Design (now Facet Design and Project Management) and opened for business in September, 1993.

Community pharmacist James Powell, of Powells Pharmacy in Redhill, has a sideline in winning window display competitions.

Here are just a few of his hints on how you could follow in his footsteps — an A-E of window display:

A is for attractive. The display should attract the eye of customers, as well as judges. If it does not win the competition it should at least win you business. Displays should not be cluttered, although it is good to display a large stockholding.

B is for bold. Your photograph will be from a distance, so arrangements of stock should be large and fill the whole window.

C is for colour. Pick out the dominant colour of the packaging or advertising from the range of stock on display. Try to avoid using any other colours on, for example, streamers or signs.

D is for dedicated. Dedicate the whole window to the product on display. All competitive products should be out of sight and other ranges avoided.

E is for exciting. Many displays are simple pyramids of stock seen in the window next to the provided display material. To win you must do something different.

These points are to give you ideas and should be adapted to suit your environment and skills. The most important piece of advice is to have a go. The catchphrase to remember is: ‘If your entry is not in, you cannot win!’

We asked ...

When was your last shop refit?

<table>
<thead>
<tr>
<th>Frequency</th>
<th>%</th>
</tr>
</thead>
<tbody>
<tr>
<td>Within the last year</td>
<td>11</td>
</tr>
<tr>
<td>Between 1 and 2 years ago</td>
<td>9</td>
</tr>
<tr>
<td>Between 2 and 5 years ago</td>
<td>30</td>
</tr>
<tr>
<td>Between 6 and 10 years ago</td>
<td>20</td>
</tr>
<tr>
<td>Over 10 years ago</td>
<td>28</td>
</tr>
<tr>
<td>Not stated</td>
<td>2</td>
</tr>
</tbody>
</table>

What type of refit was that?

<table>
<thead>
<tr>
<th>Type</th>
<th>%</th>
</tr>
</thead>
<tbody>
<tr>
<td>Full refit</td>
<td>58</td>
</tr>
<tr>
<td>Shop front</td>
<td>15</td>
</tr>
<tr>
<td>Dispensary</td>
<td>10</td>
</tr>
<tr>
<td>Other</td>
<td>8</td>
</tr>
<tr>
<td>Not stated</td>
<td>9</td>
</tr>
</tbody>
</table>

Approximately how much did that refit cost?

<table>
<thead>
<tr>
<th>Range</th>
<th>%</th>
</tr>
</thead>
<tbody>
<tr>
<td>Less than £500</td>
<td>0</td>
</tr>
<tr>
<td>£501-£1,000</td>
<td>3</td>
</tr>
<tr>
<td>£1,001-£2,000</td>
<td>10</td>
</tr>
<tr>
<td>£2,001-£5,000</td>
<td>15</td>
</tr>
<tr>
<td>£5,001-£10,000</td>
<td>15</td>
</tr>
<tr>
<td>£10,001-£20,000</td>
<td>20</td>
</tr>
<tr>
<td>More than £20,000</td>
<td>20</td>
</tr>
<tr>
<td>Not stated</td>
<td>22</td>
</tr>
</tbody>
</table>

Chemist and druggist conducted this survey alongside its quarterly Business Trends survey (see p794). The results are based on answers from 192 pharmacists.

Intershop 95

Stuck for ideas for your next shopfit? Why not visit Intershop 95, the annual show for retailers on the look out for new approaches and for shopfitters to exhibit their wares.

Backed by the Shop and Display Equipment Association and the British Retail Association, the exhibition will take place on April 23-26, 1995 at Olympia, London.

A programme of seminars will be held at the same time as the main show.

For further details, contact Montgomery Exhibitions on 071 486 1951.

A to E guide to a winning display

Chemist & Druggist 12 NOVEMBER 1994
Aspirin forges new advances in clinical medicine

"I would be comfortable with GPs giving low-dose aspirin at 12 weeks to women they think are at risk of early onset pre-eclampsia".

Aspirin's anti-platelet effect

Most recently, researches have been focusing their attention on the vascular and other implications of aspirin's anti-platelet effect. There is little doubt that low-dose aspirin, taken prophylactically, can prevent thrombosis, and reduce the risk of heart attack and stroke. Aspirin is now being investigated for its potential use in other clinical areas thought to be linked to the prostaglandin pathways.

New uses for aspirin

- Pregnancy-induced hypertension
- Foetal growth retardation
- Dementia
- Alzheimer's Disease
- Colon cancer
- Pregnancy pre-eclampsia
- Diabetic retinopathy
- Nephropathy, neuropathy
- Pulmonary embolism

Aspirin's role in pregnancy

Two of the leading causes of death in women are foetal growth retardation and a condition called pregnancy toxemia, which affects the mother by causing dangerously high blood pressure and kidney damage. The two are thought to be linked, and both have their origins in the spiral arteries of the placenta.

A certain amount of thrombosis is normal in these vessels, but when the degree is unusually high, blood flow to the fetus can be almost completely blocked, resulting in foetal growth retardation or toxemia.

The latest research has published the results of a major placebo-controlled trial of low-dose aspirin in 9,174 at-risk pregnant women. Aspirin was found to reduce significantly the likelihood of preterm delivery, with progressively greater reductions in preterm preeclampsia the more preterm the delivery. The average weight of all babies born to women allocated aspirin was significantly greater than that in the placebo group. The study also found that aspirin may prevent early-onset pre-eclampsia in women especially at risk, particularly if it is started before 24 weeks' gestation.

Aspirin in bowel cancer

Increasing evidence suggests that high levels of prostaglandins in the bowel cause colon cancer. Aspirin's inhibitory effect along the prostaglandin pathway has raised speculation that it helps prevent some cases of colon cancer. It is also postulated that aspirin acts as a free radical scavenger, effectively mopping up these potentially destructive biological particles. More research is under way - hopefully aspirin will offer some new treatment options for this potentially fatal condition.

Aspirin in dementia

A recent study found that 25% of people over the age of 70 have some degree of multi-infarct dementia, at which time vessels of the brain are blocked by clumps of aggregated platelets. Aspirin has been shown to improve the condition of sufferers. These encouraging results have led to the implementation of larger studies, which are currently in progress.

There is also the suggestion that the drug, Alzheimer's Disease is a progressive inflammatory process, and that sufferers may benefit from non-steroidal anti-inflammatory drugs like aspirin. It is too early to make recommendations, but the results suggest that aspirin may offer some real hope.

The future for aspirin

Aspirin's potential for prevention and treatment of some of the world's most distressing and refractory conditions is becoming increasingly clear. Ironically, one of the oldest drugs known to man is now providing new solutions to today's medical problems. As the list of potential benefits of aspirin continues to grow, it is anticipated that even more people will be helped by this versatile, cost-effective and remarkable remedy in the years to come.

THE EUROPEAN ASPIRIN FOUNDATION: IMPROVING ASPIRIN AWARENESS

The European Aspirin Foundation aims to increase the knowledge and understanding of aspirin, probably the world's oldest and most widely used medicine.

By stimulating the distribution and exchange of information and discussion on all aspects of aspirin, including current research and old and new therapeutic uses for it, the European Aspirin Foundation helps to co-ordinate current world-wide awareness and increasing medical research interest in this vitally important medicine.

Aspirin is a versatile and trusted home remedy with a long history, that also promises important new applications in medicine.

Find out more about new uses for aspirin

by completing this coupon and returning it to the European Aspirin Foundation, PO Box 7, Ripley, Woking, Surrey, GU23 6YU.

Partial makeover

C&D examines how converting the upper floor of a Grade II listed building into a Clarins’ studio impressed judges of the partial refit category in its Shop Design Awards

Springfield Pharmacy in St Albans has had a face-lift which not only emptied a former junk room, but which produced a prize-winning Clarins’ studio for proprietor pharmacist Jaiprakash Brahmibhatt, runner-up in this year’s shopfitting awards.

The Market Place pharmacy is housed in a Grade II listed building whose character Mr Brahmibhatt wanted to keep. Rather than just making the salon an add-on, he wanted it to increase traffic flow through the pharmacy on the ground floor, which already sold Clarins’ products.

Although St Albans is a prosperous town, the recession has hit quite hard, says Mr Brahmibhatt. And as the same street already has a Boots and a Superdrug, aiming at the luxury end of the market was a deliberate ploy. It had the added plus of complementing his existing perfumery business.

Planning permission for a conversion from a store room to a salon was a must, then there was the added complication of the building’s Grade II listed status.

Once the upper storey was cleared of old point of sale material and general rubbish, the building’s original beams were exposed and stained glass windows uncovered. Although the windows had a preservation order on them, they had been hidden for years, until now. Local firm Signature Decor was brought in to replace the floor and replaster the walls and ceiling to hide electrical cables and water pipes where possible. By September, 1993, the transformation was complete.

The newly-carpeted staircase now takes customers from the shop floor up into the calmer surroundings of the studio. But not until they have passed a cleverly-placed, glass-fronted Clarins’ display cabinet on the stairs. Traffic flow has definitely increased, says Mr Brahmibhatt, especially at Christmas time.

Jaiprakash Brahmibhatt (left) with Whitehall’s md David Beauchamp

Products and services

• Hafele Pharmacy Storage System is now available in the UK. Banks of drawers can be up to 2.1m high, which can accommodate individual drawers 100-300mm high and 600-1,200mm deep. Ring Hafele UK on 0788 542020.

• A range of showcases and counters specifically for pharmacies has been designed by Fairfield Displays & Lighting. The 007 range has 6mm of toughened safety glass and, for extra security, can be locked by a device near the top of the unit. Tel: 0252 812211.

• Store Development Group offers a shopfitting service with made to measure gondolas, counters and back fixtures. It has recently been awarded a contract to supply Tesco in-store pharmacies. Tel: 0788 541145.

• You can now choose Sundeala notice boards by mail order from a 12-page catalogue. They are available in six colours and in various fabrics. Details on 0932 781749.

• The Arneg range of shelving and racking systems is available in the UK from Drakes Refrigeration of Bournemouth. It accommodates L- or Z-shaped corners. Details on 0202 526671.

• R T Display Systems of London has launched a glass display stand that can be assembled without using tools. Transparenta comes in a range of units and configurations, including showcases with lighting, sliding glass doors and plinths. The company has also upgraded its Octagonm Newline counter, showcase and cabinet construction system with a new range of knuckle joints. Tel: 071 731 4181.

• Bullet-proof glass that turns opaque when hit is available from Clearvision. Tel: 0628 478116.

• Price tags and bar codes can be attached to shelf edging with the J K System from Alpaks of Leigh-on-Sea. Details on 0702 72000.

• The Point of Sale Centre supplies a range of merchandising equipment ranging from display stands to leaflet holders. Ring 081 873 3070 for a brochure.

• Both price cards and POS literature can be displayed in a combined shelf Barker from the Kleenikut Group. It comes in either clear or coloured PVC. The company also provides an in-house design, artwork and typesetting facility for POS material. Tel: 081 684 1744.

• Roller shutter and security grille specialist Arthur Ring (Doors) Ltd of Brierley Hill, West Midlands, has changed its name to Ring Gard (UK) Ltd. Tel: 0384 74849.

• The Shop and Display Equipment Association has published its 1994-95 directory which contains an A-Z listing of member companies and their activities. The directory is £7.50 including postage. Details from the SDEA. Tel: 0883 348911.
For everyday aches and pains, Anadin is at the cutting edge of modern pain relief. With its analgesic, antipyretic and anti-inflammatory actions, Anadin is well equipped to deliver fast and effective relief in a wide range of indications.

Whether it's for headaches, period pains or muscular strains and sprains, you know you can trust Anadin to work.

It's well worth recommending to your customers.
Lottery sales compromise professionalism

The Royal Pharmaceutical Society’s Council remains opposed to the sale of lottery tickets through pharmacies but has accepted that, following the Dickson judgment, it cannot prevent their sale.

Council agreed last week to publicise its opposition, together with its view that the sale of lottery tickets is "not an activity conducive to the development and promotion of the pharmacy as a centre for healthcare and could adversely affect perceptions of the pharmacy as a centre for healthcare."

Council also agreed to warn pharmacists who decide to install such machines that, if lottery sales activities interfere with the efficient provision of a pharmaceutical service, then this might lead to a charge of professional misconduct.

Pharmacy owners will be advised to site lottery machines away from the pharmacy’s professional area.

The Law and Ethics Policy Committee considered the matter again after it was referred back from the October Council meeting (G&D, October 15, p610). The Committee felt that the basis of guidance to the membership should be the words of Lord Denning in the Dickson case that: "If, and in so far as, the trading activities of pharmacists are inconsistent with, and derogate from, the proper activities of the profession, then the Society has power to intervene to safeguard the interest of the profession."

Market analysts Verdict estimate that retailers stand to gain an average £25,000 a year commission from the sale of lottery tickets. As well as the 5p commission on each ticket, the sales are expected to attract extra customers to shops.

New election procedures

Council approved changes to its election procedures, following a review by a working group. The changes give candidates more chance to make their opinions known but all candidates must be treated equally.

Special interest groups will be able to publish information about selected candidates only if it is purely factual and not canvassing material.

The working group was set up after this year’s annual meeting asked the Society to allow limited canvassing and to organise a hustings event.

One of the main changes recommended was that the Society should invite pharmaceutical publications to put up to three topical questions to each candidate and publish the answers before or during the voting papers were mailed.

Each publication might ask different questions. The responses would be limited in length to ensure fairness and the editor would reserve the right to edit them.

Candidates would also be able to place an announcement in the official publications of pharmacy organisations other than the Society, giving details only of the candidate’s name, place of residence, age and current connection with that organisation, plus a recent photograph.

The working group agreed there had been abuses of the election procedures in the past and recommended that every candidate should be required to sign a declaration agreeing to abide by the procedures.

The group acknowledged that a hustings event would give members a chance to hear the candidates’ views but attendance at such meetings had been low and they could be unfair to candidates who had to travel long distances.

The group decided that it would not be a cost-effective use of the Society’s funds, but there should be no objection to outside organisations holding such events, providing the relevant rules were followed and all candidates had an equal opportunity to present their views.

The group recommended that its proposals be implemented for three years and then reviewed.

Restrictions opposed

Council agreed that the Society should continue to oppose proposals that would restrict the pharmacist’s ability to give a full professional service to animal owners.

The proposals are in draft Regulations implementing an EC veterinary medicines Directive (90/675/EEC). They would restrict pharmacists’ rights to repackage PML products into smaller sizes, to dilute them to more appropriate strengths and to mix them to make effective combinations.

The Agricultural and Veterinary Pharmacists Group Committee felt that, if pharmacists could not carry out these activities, then farmers and veterinary surgeons would continue to do so.

These and other problems were to be discussed with the Veterinary Medicines Directorate on November 4.

PR on anti-noise

In the run-up to the introduction of protocols on OTC medicine sales, the Society’s public relations unit is hoping to increase public awareness about why pharmacists need to ask questions. Initially the campaign will mainly target local media but will focus on the national media with the approach of Pharmacy Awareness Week on June 19.

Dispensing protocols Members of a working group preparing recommendations on how advice should be given and targeted with dispensers medicines are: David Coleman (chairman), William Darling, Nicola Gray (member of the Community Pharmacists Group Committee), John Carr, Gordon Appelbe and a hospital pharmacist with experience in outpatient dispensing.

Late fee for exam

Council agreed to seek an amendment to the Byelaws to incorporate a late-entry fee for registration exam candidates. Over 100 potential candidates had failed to apply, or made an incomplete application, by this year’s closing date. All had had to be contacted, at considerable inconvenience,Council agreed to seek Privy Council’s approval for a late-entry fee of £132 in 1995 (twice the proposed standard fee of £36). Council also agreed that candidates who failed to make a complete application four weeks before the exam should not be allowed to enter unless there were exceptional circumstances.

Exam passes 120 candidates sat the October registration exam; 59 of the 102 UK pharmacy graduates passed the exam.

Cholesterol testing

Council approved updated guidelines on cholesterol testing in pharmacies, which will be published in the next edition of ‘Medicines, ethics and practice: A guide for pharmacists.’

MIS confidentiality

Council’s response to draft Department of Health guidance on ‘Confidentiality: use and disclosure of personal health information’ is to express concern about a proposed provision that the disclosure of patient health information for ‘wider health purposes’. This could include a range of administrative purposes.

Regulation of homes

Council agreed there was a need to emphasise standards of pharmaceutical care in the Society’s response to Government proposals on the regulation of residential care homes, nursing homes and independent hospitals. Standards should be as high in residential homes as in nursing homes.

Patient packs

A meeting on October 15 between the Society, the ABPI, the General Medical Services Committee, the British Generic Manufacturers Association and Department of Health, agreed to set up a steering committee to prepare for the introduction of patient pack prescribing once the Department had given its approval.

Topical NSAIDs

The secretary and registrar has written to the Medicines Control Agency about inconsistencies between current and proposed indications for topical NSAIDs for pharmacy sale. The latter urged that, to avoid confusion, the licences for products covered by the latest POM to P proposals should be in line with the current indications for topical ibuprofen and the rubefacients.

Promoting agent pharmacy

The Agricultural and Veterinary Pharmacists Group Committee decided to set up a working group to look into ways of promoting agent and vet pharmacy.

AGM procedure

Bucking the contract

Non-contract pharmacies have been described as leapfroggers by another name. Opposition to their existence centres around their use as satellite dispensing sites. But how widespread is the problem? Patrick Grice investigates

In the beginning, everyone was in business for themselves. Then, from 1948, they went into business with the NHS. Now the wheel has turned, and non-contract pharmacies are in the news. But how many are there? Are neighbouring pharmacies affected? And why does such a concept cause so much upset within the pharmacy profession?

It is not the lack of an NHS contract that really causes the angst, but how such regulated pharmacies are used. Although non-contract pharmacies provide local independents with unwelcome competition for over-the-counter business, it is their use as satellite dispensaries that has most pharmacy contractors spitting blood. It is, of course, a problem limited to England and Wales. The practice was stamped out early on in Scotland with a minor change to regulations. The Pharmaceutical Services Negotiating Committee (PSNC) has been seeking a similar change ever since, but to no avail. How many pharmacies are affected by satellite dispensing is unknown. One estimate puts the number of independents at 14 per cent, but this figure seems rather high in view of the figures given below.

The control of entry regulations, or so-called licence, introduced as part of the new contract in the mid-1980s, removed a great burden of uncertainty from the small pharmacy businessman. No longer could a competitor wipe out a business overnight. Non-contract pharmacies, coupled with the Department of Health's intention to review the control of entry regulations, have reintroduced an unwelcome element of insecurity.

Quite how much longer the PSNC et al. is going to have to wait to see the fruits of the Department's labours is anyone's guess. Under-secretary of State for Health, Michael Rudin, said towards the end of 1993 that the proposals could be expected in spring 1994. It has not been a squeak since then.

Where and what?

It is difficult to put a finger on the number and location of non-contract pharmacies. PSNC is currently seeking information from LPCs. Tesco superintendent pharmacist Mike Rudin says the company will not pay over the odds for a contract.

In September, 1993, Boots announced a £75 million project to open up to 280 new stores in the mid-1990s — or without a contract — in targeted sites with a potential retail catchment of £6m or more. Mr Hourston confirmed last week that the programme is on schedule. Fifty stores have opened this year, "about 20 of which do not have a contract". However, not all act as satellite dispensing sites. A further 25 will open in the coming 12 months.

To be added to these must be the eight non-contract outlets the company has opened in Sainsbury supermarkets. This has been something of an experiment for Boots, so will there be more? "Watch this space," is Mr Hourston's advice.

The attraction of opening new small stores was spelt out when the expansion plans were announced. They give the highest return on capital employed. That they can still be used as satellite dispensing sites in England and Wales is a bonus. Boots may not have looked for them.

At the beginning of October, Tesco had 33 non-contract pharmacies in-store out of the 83 it owns (an additional 26 are run as concessions).

There are plans to open a limited number of new pharmacies in larger stores — six will open in the next three to four months. "Where we feel the store is large enough to support a non-contract pharmacy, we would consider putting one in," says Mr Rudin. Because of the relative geographical sparsity of its pharmacies, Tesco is only satellite dispensing from four sites — Camberley, Colchester, Chichester and Aylesbury.

Mr Rudin emphasises these are trial sites. "We are interested to see that the Government is doing nothing about the faxing of scripts."

Tesco pharmacies are open 24 hours, providing a complete service for shoppers, and in some respects dispensing is secondary.

Such outlets more than break even. In a large supermarket they do very well. "We are selling high margin medicines available only from a pharmacy. NHS margins are reducing, so we have to look carefully at making the most of medicine sales," says Mr Rudin.

He argues that non-contract pharmacies do not hinder the objective of rational location. "The public benefits from having additional pharmacy services available, something over and above that which the Government has funded."

Like Boots, Tesco is unhappy with the control of entry regulations, although the company does not take the extreme view of wanting them abolished altogether.

"We would like to see a better interpretation of the regulations by FHSAs. Ten years ago populations shopped in town centres. That is no longer the case. We want the regulations rewritten to recognise where people are and where they shop," comments Mr Rudin.

Opposition lines up

Last year, the Royal Pharmaceutical Society Council supported a branch representatives' motion deploring satellite dispensing. It has since decided the faxing of scripts is not unethical. Many pharmacists find this ambivalence incomprehensible. PSNC is seeking a meeting on the non-contract issue. The Committee voted 20-1 at its last meeting to press for the strongest action.

Unusually, the voting figures were made public, an indication of PSNC's strong views.

The National Pharmaceutical Association is also continuing its lobby. The NPA makes two points: the passing of scripts from non-contract to contract pharmacies undermines the intent of the control of entry regulations; it also encourages pharmacists to move scripts to contract pharmacies with script numbers bordering on the practice allowance threshold.

If the DoH wants to earn badly needed goodwill, it has been handed this one on a plate. PSNC insists only secondary legislation is required, similar to that enacted in Scotland. So what's the difficulty?

Part of the problem is that the mandarins at the DoH cannot accept the argument that faxing prescriptions is wrong. It does not cost the Department extra money, there is no reduction in standards, and the patient, unaware of the politics, is satisfied.

This Government favours free market economics, so there is already a question mark over the political correctness of the existing control of entry regulations. Add in the current move in favour of deregulation and even a minor change in the rules looks unlikely.

The word from the DoH is that this is the case. And the longer the situation persists, the more internal dissent it will generate within community pharmacy.
Assault on margins rolls on

Margins have continued to take a battering and show no signs of improving, say the vast majority of pharmacists polled in C&D's latest Business Trends quarterly survey. The results were even worse than expected, hardly music to anyone's ears.

Some 93 per cent reported static or dropping margins in the quarter to September, a trend that was reflected across the UK, whatever type of shop. Smaller outlets, and those in Scotland seemed to be the worst hit.

This is the gloomiest result drawn from a postal questionnaire sent to 378 pharmacists asking them to record business trends in the third quarter and to predict sales up to Christmas.

If that was not enough, the report finds that over one-quarter of pharmacists have not had a pay rise in over two years. A third received a rise in line with inflation, between one and three per cent, but a lucky few managed a rise of over 5 per cent.

A more detailed breakdown of business trends on topics ranging from prescription to stock volumes and staffing levels to sanpro sales is shown in the tables. A total of 192 pharmacists, mainly shop managers or proprietors, replied.

Scripts volume up
The UK seems to be a nation of ill people growing more ill, if figures for volumes of NHS prescriptions are anything to go by. Nearly half of pharmacists reported a boost in script volumes, while a third reported no change. This trend was particularly marked in group head shops, with turnovers of £350,000-£500,000, and Scottish pharmacies. And it was this part of the UK that was most optimistic about future script volumes, a similar trend was expected in mid-sized shops.

Non-script sales
Sales of non-script items were static, as was the value of the average unit sale. This trend applied to all types of shop. Only South West pharmacies were optimistic about future turnover and Welsh ones about higher average unit sales.

Growth in the average unit sale over the next three months was anticipated by more pharmacists based in multiples than by independents.

Static stocks
While stock volume remained static across the board, surprisingly, its value increased for most pharmacies polled. Looking back, this surprise increase seems to occur on a seasonal basis.

The only blip in the figures was in Wales, whose shops reported higher volumes. Stock
value was more likely to increase in shops with a turnover lower than £350,000 and group head pharmacies. Optimism for the future seems to increase the further north you go. Pharmacies in the North West and Scotland anticipated stock values increasing further by Christmas. A breakdown of sales by category shows that pharmacists have most confidence in over the counter sales.

Continued on p796

Air quality is vitally important in operating theatres. That's why so many hospitals use true HEPA filtration - a technology which was first developed by the U.S. Atomic Energy Commission to clean the air of radioactive particles. He can't operate without clean air.

Now Honeywell have built this technology into their Environaire portable air cleaning units. Which is good news for asthma and allergy sufferers. Environaire's HEPA filter media removes 99.97% of contaminants, such as cat allergen, bacteria, dust mites, viruses and pollen. Air quality is increased, allergic reactions reduced and life becomes far more comfortable. Honeywell Environaire air cleaners offer other advantages including a patented 360° airflow system for maximum cleaning of all the air in the room and a charcoal pre-filter to control smoke, odours and other gaseous compounds. Their unique design also ensures that the number of room air changes per hour required to effectively combat the symptoms of asthma and allergies is achieved.

The end result is the most efficient range of portable air cleaners in the world.

Neither can an asthmatic

For your free sales and advisory literature, ring the Honeywell Airline on 0800 345 000. A.A.H customers can also contact their local A.A.H sales representative.
Product by product breakdown

Cosmetics Eighty-six per cent of respondents thought sales stayed static or dropped in the three months to September, the seasonal norm. But the market is expected to pick up in the run-up to Christmas. Branch shops seem to be the most optimistic in the short term. Fragrances Again, pharmacists are optimistic sales will pick up this quarter, especially those working in mid-sized shops or those in Wales.

Toiletries Sales of toiletries, however, were static, with no significant movement expected over coming months.

Babycare Just 20 per cent of respondents saw sales of baby products increasing last quarter. Most pharmacists thought sales would remain static until Christmas.

Dressings/surgical/sanpro Most pharmacists thought sales had stayed static or had dropped, a situation that is expected to continue in the short term. However, if there was any sales growth, group head shops were most likely to see it.

Photo-processing There was good news for this sector in the last quarter with most respondents seeing an uplift in sales, especially in group head shops. That optimism, however, is expected to wane.

OTC medicines Eighty-five per cent of respondents recorded level or rising sales, a figure that is set to rise in the run-up to Christmas. Most optimistic about the future are independents and group head shops, or those in the South East.

Cold remedies Sixty per cent of pharmacists are expecting sales to increase before the festive season, especially independents and Welsh pharmacies. The North sold fewer cold remedies than the rest of the country.

Analgesics Most pharmacists reported static or increasing sales, a trend that is set to continue in the short term. Group branch shops were most optimistic.

Indigestion/stomach upsets Level sales reported and expected.

Vitamins Sales were more likely to be static than increasing, but there is slightly more optimism for the future. Shops with a turnover of more than £1 million were looking forward most to better sales.
Boots' small stores opening at 50 a year

Boots the Chemists' small store programme is target, with 50 new outlets opened last year — some 30 without an NHS contract — and another 50 scheduled in the next 12 months. Last September, Boots announced it had targeted 240 sites with a potential retail catchment of 10 million or more.

Boots' managing director, Gordon Houston, also revealed last week that the company now has a 12.3 per cent slice of the NHS prescription business and services around 5,000 residential homes, approximately 25 per cent of the market.

Over 6 million people have registered with the Medlink national patient medication record system and it is used by almost 10,000 customers a week, the company claims. Announcing its half-year results last week, the Boots Company gave no indication of the fate of its pharmaceutical division, which has been the subject of a 16-month internal review following the withdrawal of Manoples last year.

Chairman Sir Michael Angus said: "The review continues and is closer to a solution, but I can tell you no more than that." This has failed to stop further speculation about the division's fate.

Pundits see disposal of the division as the most likely option, given that the group has issued a sales memorandum and hired financial advisers Credit Suisse First Boston.

Newspaper reports this week suggest a management buyout or a sale to BASF subsidiary Knoll for around £90m are imminent, with a decision being made on November 5.

Apart from research facilities in Nottingham, the division also has a sales operation in the UK and a North American distribution network.

Interest in the division has also been shown by Zeneca, Medeva and Menarini of Italy.

Chief executive Sir James Bithrot has said the company will look at ways of giving money back to shareholders. Last week, he also indicated that Boots would be interested in acquiring an OTC business in Germany where the company is under-represented.

'We would be very much more cautious about overseas retail acquisitions,' he added.

Another strong performance from Boots the Chemists underpinned overall results. The company now has 1,151 outlets (large stores 225, small stores 926, photocentres 81). Sales in the six months to the end of September rose 5.4 per cent to £1,369.8m partly because of new stores. The core businesses of healthcare, beauty and personal care saw increases of almost 9 per cent, while dispensing sales were up 11 per cent, but at lower margins. Profits at £144.4m increased by 9 per cent.

NPD investment

Overall gross margin was flat in the first half, reported Sir James, due to declining gross margin on NHS dispensing, and increased investment in product development in beauty and personal care. NHS margins are around half the level elsewhere in the business.

The approaching Christmas period now represents over 35 per cent of profits. "All the evidence is that customers are still being cautious and seeking value," says Sir James. "Christmas is going to be a tough challenge for retailers," predicted Sir James.

Certain businesses from the pharmaceuticals division were transferred to Boots Healthcare International in April, so figures from 1983-84 have been restated. Sales at £228.1m were up 5.8 per cent and profits at £49.8m were up by 70.5 per cent, even before the Manoples exceptional write-off. This is largely due to a 23 per cent increase in sales of Synthurse. Licence income, which was nil in "its early tests", is down to £1m this year. Licensors are holding back because of uncertainty over the division's future.

Substraining, an anti-obesity drug, is nearing the end of phase 3 clinical trials. Regulatory approval in the UK and other European markets will be sought early next year, and a submission made to the FDA later on next year.

Boots' other retail operations continue to show mixed results. Boots Opticians and Hatfields are in profit, while Children's World, AG Stanley and Do It All continue to post losses.

For the Boots Company as a whole, turnover increased by 2.8 per cent to £2,042m, and profits before tax were up from £174.6m to £209.7m. This is boosted by £47.8m from the disposal of the Farrow's business, and distorted by last year's £51m write-off on Manoples.

The interim dividend was increased to 5.35p (4.9p) and earnings per share rose to 20.2p (11.3p).

Numark signs up 190 pharmacists in first ten days

Numark managing director Terry Norris says 190 pharmacies have bought shares in the proposed retailer-owned industrial and provident society version of Numark at the first roadshow — November 7 in Chester — witnessed by managing director Terry Norris. Almost 200 pharmacies have signed up so far.

Pharmacists reading this issue will have 30 Numark shopping days left. The offer closes on December 10 with a minimum of 500 shareholders required to fund the wholesaler buyout and launch the operation.

Mr Norris says discussions are under way between Numark Ltd and Lloyds Chemist plc to settle the counter-claim from John Hamilton (following Lloyds' takeover of that company with then unpaid invoices of £990,893) for damages of £30,943 and the sum of £24,000 alleged to be due. Numark lawyers believe there is a strong defence for £47,952 and so a provision of £15,000 has been set aside (see section R, page 34 of the offer document).

Superdrug to expand?

Superdrug has embarked on a recruitment drive for pharmacists and pharmacy managers nationwide. The company is advertising for pharmacists to fill positions in Yorkshire, Essex, London and 'locations (UK-wide).

The ad says that Superdrug is positioning themselves more to develop into a challenging market area", but the company was unable to comment before C&D went to press.

Superdrug has already advertised for a senior pharmacist to oversee a chain of in-store pharmacies (C&D June 18, p1065).

The company currently has four in-store pharmacies.
IN A penalty shoot-out, it’s the WAY you deliver the ball that scores.

When you step up to take a penalty, you’ve only got one chance to get it right.

At ANC, we apply the same philosophy when we deliver your parcels. And we’re pleased to say that no-one scores more highly for efficiency, reliability and value for money.

But the secret of our success is simple. More than any other express parcels company we operate as a team.

Over 70 depots in our nationwide network are owner-managed, which places a firm emphasis on local knowledge, personal contact and individual accountability.

And as a result, our depots forge closer ties with their customers and care more about their business.

If you would like the ANC team on your side, Freefone ANC and ask for Sales.

It’s not just WHAT you DELIVER, it’s the WAY you DELIVER it.
Seton sets off on acquisition trail with £28.5m rights issue

Seton Healthcare hopes to trigger a stream of acquisitions with a rights issue set to raise £28.5m for the company.

First on the shopping list are the remaining Napp Laboratories’ consumer products, which have been on the market for some time (C&D September 10, p142) and have a £15.6m price tag. Last year, Seton bought four Napp brands (C&D December 18/25, 1993, p106).

As long as the rights issue goes to plan and acquisition of the Napp brands is agreed by Seton’s shareholders, the transfer should go ahead by November 22. Shareholders will have their say at an extraordinary general meeting on November 21.

The one for three rights issue of up to 10,433,183 new ordinary shares is priced at 285p a share, and is set to raise £28.5m net. It is being undertaken by Morgan Grenfell with Besson Gregory and de Zoete & Becan as brokers.

If the Napp deal is approved, Seton will take on board five head lice treatments — Prioderm, Derba, Flix, Marks, Carylderm and Suloe — as well as Paramol, J Collins Brownie’s, Audax, Crampex, Windcheaters and Complement.

Total sales of these brands were £5.4m in the year to December 31, the UK accounting for £6m of that and Eire for £900,000.

The head lice products are responsible for 60 per cent of the second sales in the UK or approximately £3.5m at resp. One of the Derba products is also used to treat scabies, a growth market, says Seton.

UK sales of Paramol were about £2m last year, and future performance will take a part in the asking price. It sales under the new owner top £10m in five years. Seton will also pay royalties at 3 per cent on the extra turnover.

Audax, Crampex, Complement and Windcheaters had combined annual sales of nearly £1.5m, while J Collins Brownie’s diarrhoea treatment sold approximately £1.5m.

Seton plans to acquire further rights to the antiseptic Beticoline, following an initial deal in 1992. It is acquiring the goodwill, manufacturing and distribution rights in the UK and Eire for £5m cash. Seton will also continue receiving technical support from the previous owner, Lademg, for 2 per cent royalties on annual sales until 2002.

Also announced on the same day was the acquisition of Breed Hospital Products (UK) Ltd, a manufacturer and supplier of support hardware, for £5.5m, comprising £1.5m cash, £3.5m in 7 per cent secured loan notes and £1m in Seton shares. Breed’s sales in the year to March 31 were £2.1m.

• Sales in Seton’s healthcare division rose 10.6 per cent in the six months to August 31, while pre-tax profit was up 25.7 per cent.

Pharmaceutical businesses have shrugged off turbulent market conditions to post significant gains in recent weeks. The sector has outperformed the London stockmarket by about 7 per cent in the past month, despite a weak dollar which devalues profits from the US on translation into sterling.

The robust performance, led by Glaxo, has been due to a high level of takeover activity in the US. Glaxo shares have outperformed the market by about 2 per cent, amid continuing speculation that it was lining up a major acquisition in the US or UK. The company has just obtained approval from the US Food and Drug Administration to market Flonase nasal spray, sold as Flonase on many countries. It could be on the shelves by January, 1995.

Shares in Boots have raced ahead this week on speculation that it was close to selling its pharmaceutical division for about £900 million. Analysts were expecting the move to be announced on Thursday. The two contenders are thought to be a management buy-out team and German chemicals giant BASF, with the latter regarded as the most likely buyer.

Smithkline Beecham has marked time, but is coming into the limelight following the completion of its $3 billion purchase of Sterling Winthrop from Eastman Kodak. Goldman Sachs, the influential US securities firm, this week upgraded its profits forecast for the company by £100m to £1.2bn for 1994. In a keynote circular, the firm says that Smithkline — together with Zeneca — remains its favourite stocks in the UK drugs sector. In contrast, Goldman expects Wellcome to underperform the market due to doubts about the growth potential of Zovirax.

Meanwhile, some US investors have been jolted by news of legal action started by some independent pharmacies alleging drug companies were overcharging for products compared with prices paid by hospitals and healthcare organisations. Lawsuits have been filed in 15 states and name most blue-chip drug companies including Glaxo and SB.

Lloyds has been buoyed by better than expected results, with taxable profits up from £50-£58m. Kleinwort Benson has raised the shares from a ‘hold’ to a trading buy. It says that the company is showing a “more measured approach to acquisitions and organic expansion”.

Zeneca favours joint healthcare ventures in US

Zeneca is looking to set up joint ventures with US healthcare companies rather than undertaking a big-budget acquisition deal. The company anticipates an investment of between $200 million and $300m and has had preliminary talks with health management organisations; it expects to clinch a deal in the next few months.

Zeneca believes a joint venture would give them a foothold in the US healthcare market, but would still free enough capital to invest in other initiatives.

Stuart Disease Management has already been set up by Zeneca in the US. Unlike HMOs, it uses patient outcome data and a holistic approach to disease management, such as non-drug treatment.

Zeneca intends to use a captive system when it links up with HMOs. This involves a flat fee for treatment per head of population rather than per treatment.

Beecham cements deals and starts to slim

Last week Smithkline Beecham completed the sale of the Sterling Winthrop North American OTC business to Bayer, while at home, the company has started to shed top executives.

Sterling European president Colston Herbert has now left the company. Chemist & Druggist understands that other senior Sterling executives based in the US are no longer with the company.

Smithkline’s marketing manager David Crow, the executive responsible for the UK launch of Tagamet in 1987, this year, has left the company to further his career in the Far East. Steve Jegier has taken over from Mr Crow.

• In its interim results to September 30, Smithkline put aside £50 million to cover the costs of integrating and restructuring acquired businesses.

C&D Directory out now

Chemist & Druggist’s Directory 1993 for the UK pharmaceutical industry is now available.

New sections include a manufacturers’ and trade pharmacist suppliers’ listing separate from details of retail pharmacy suppliers.

There are now also pharmaceutical and healthcare contacts for all health authorities, and a breakdown of the new NHS structure.

This is in addition to regular sections, including tablet and capsule identification, drug interactions and industry legislation.

Details of the 92 directory, ring 0732 377583.
Add a healthy outlook to your local community

Moss Chemists is one of Britain's most respected pharmacy chains. For over 75 years customers have relied upon our high standards of service and professionally trained staff. Staff who listen and offer good advice and regard themselves as very much part of the community health team.

**MANAGERS**

- Bristol • Hampton • Lancaster • Manchester • New Ollerton (Notts)
- Wirral • Castleford • Aylesbury • Welwyn Garden City

**RELIEF MANAGERS**

(Would suit newly qualified)

- Newcastle • Liverpool • Manchester • Southampton
- Middlesex • Guildford • Clwyd • Dundee

Continued growth has created career opportunities for pharmacists with the personality and drive to make a real impact on local community healthcare.

Experienced or newly qualified (full training will be given), we need an individual with a commitment to patient counselling, coupled with the communication skills and management qualities to actively market a wide range of medicines, healthcare and leisure products.

In return, you'll enjoy the full support of a highly professional company, modern well equipped and efficient facilities, flexible working hours and a highly competitive salary and benefits package. This will include; PFP membership, pension scheme with life assurance and generous staff discounts.

Apply with CV to: Mr Roger Cotton MRPharms, Recruitment and Training Executive, Moss Chemists, Fern Grove, Feltham, Middlesex TW14 9BD.

---

**BATH HERITAGE CITY**

Busy community pharmacy requires a Pharmacist with good business acumen, communication skills and who enjoys a challenge. Excellent supporting staff. Good prospects and package to the right person.

Apply in writing with CV to:

**J F SHOUSHA CHEMIST**

3 Claremont Terrace
Camden Road, Bath BA1 6EJ
or telephone 0225 852422

---

**NORTH LONDON (WOOD GREEN)**

Pharmacists required. Minimal paperwork. Good supporting staff. Five day week. Salary negotiable.
For further details telephone 0763 247945 or 0763 242196 (Saturday)

---

**SITUATIONS WANTED**

**YOUNG MAN**

18, working with own car, already with one toiletries agency, looking for more agencies to cover the Midlands and North.
Please apply to:
KENSHORE LTD
20 Leicester Road
Wigston Magna
Leicester LE8 1DR

---

TO ADVERTISE IN THIS BOX CALL CHRIS ON 0732 377322
If you are currently calling on chemists/wholesalers/cash & carries all areas.
To sell high profit/commission quality brand name toiletries, perfumes, cosmetics
Call Jay 071 625 8758. Fax: 071 328 3700

In the past eighteen months we have gone through a sustained programme of expansion, with the result that we already have over 300 community pharmacies nationwide. Wherever you are we’re likely to have an opportunity for you nearby. Our philosophy is to promote excellent service at all times whilst taking an all-round approach to developing your skills. So excellent training and back-up is provided.

We’ll even offer help with relocation if you’re keen to make speedy progress with your career and are prepared to move around for the best vacancies.
In other words, if you have the enthusiasm and drive to make the most of your professional and commercial talent we’d very much like to hear from you.
To find out more please call Sharon Critchley on 0256 760076 or write to her at Hills Pharmacy, Osborn Way, Hook, Basingstoke, Hants RG27 9HX.

Hills Pharmacy

UK PHARMACY LOCUM AGENCY
On call 24 hours a day, 7 days a week
Nationwide services available
Extremely competitive rates.

LOCUMS URGENTLY NEEDED
Telephone LORRAINE on 021 434 5500 or 0836 320562
Daniels Pharmaceutical require a Business Development Manager to cover Cambridge/Northants/Beds/Bucks

Initially a temporary contract to cover maternity leave; with the view to a permanent position.

You will be responsible for developing the independent retail pharmacy business in your area; increasing sales by offering a full line wholesale service, including twice daily deliveries of Generics/Ethicals/Surgical & OTC Cases/Splits.

The emphasis is on recruiting new business with the most competitive terms in the U.K. You will also be responsible for promoting the use of Daniels PMR systems. A high level of personal customer attention is expected at all times.

Please apply in writing with full C.V. to:
Mr Frank Worrall
Daniels Pharmaceutical
Mansfield Road
Derby
DE1 3RE

Agents

Agents Required

Market leading company require self employed sales agents, already calling on chemist outlets, to market unique product. Commission all sales, plus ongoing. Full training/back up. Areas:
South East, South West, North East, East Midlands

Write in first instance to P.O. Box 3475

Insurance

Professional Indemnity & Legal Defence Costs Insurance

Suitable for hospital employee, retail employee, locum pharmacists and pharmacy proprietors.

£1,500,000 protection in the event of dispensing or other errors - more if required.

Legal defence costs insurance from 46p per week!

Industrial Tribunals Providing for:
Coroners Inquests
Statutory Committee & other hearings
24hr legal advice

£0121-236 0031

Business for Sale

Alliance Valuers & Stocktakers
Telephone Harrogate (0423) 531571

Northants

Well established family pharmacy adjoining surgery in pleasant town suburb. T/O under management FYE 31/3/94 £332,265. NHS items average 2,700 per month. Easily run, 2 half days. A very profitable concern operating from immaculately presented premises available on new lease. Price £125,000 for GW/Fix plus SAV.

Frankland & Co.

Stocktakers & Valuers

219 Harrogate Road, Belgrave, Leicester, LE4 1GQ

Telephone (0116) 662599; Facsimile (0116) 601204; Mobile 0374-18 850

Specialists in Pharmacy Valuation & Sales Nationwide

"If you are considering selling your business contact us for a confidential discussion as we have genuine clients interested in buying pharmacies nationwide."

Big Enough to cope small Enough to Care

Comprehensive Stocktaking and business transfer service

For Sale

North London, Profitable Retail Drugstore. Main road position.

T/O £340,000. Price £45,000 + SAV

Box No. 3474

Locums

Provincial Pharmacy Locum Services

We have over 3,000 pharmacists registered! Plus experience of handling over 100,000 bookings Nationwide!

Our Business

Place your locum problem in the hands of our experienced co-ordinators. We will inform you the moment cover is found. We leave you to get on with doing what you do best, running your business.

Please Call Now!

Exeter 0392 422744

Scotland’s Independent Locum Agency

CPC Have a Break – Have a Locum! One call will do it all.

Enter: Clients name and requirements

Search: Most suitable locum located and matched. Confirm.

For dedication to Service and NO Hidden Charges call JUD (24hrs Any Day)

031 441 4445 OR 0831 626427

We are updating our locum list and would be pleased to hear from any pharmacist who may be available now or in future for our branches in W1, WC1, Ealing, Harrow, Purfleet, Harlow and Richmond. Telephone 081 748 6458

Surbiton - Locum required from 9th November to 17th December inclusive. Good supporting staff. Tel: 081 748 6458.
**Products and Services**

**Frank G May & Son**

- Excellence in stock valuation over almost 25 years
- Conscientious staff ensure accurate results

Telephone Keith May on Maidstone (01622) 754427

---

**Businesslink**

A FREE Service for Chemist & Druggist Subscribers

**Excess Stock**

### Trade Less 20%+ VAT - Postage

- **Trade Less 20%+VAT** - 180 Dextrol tab (exp 3/96), Glucobay 50mg&100mg & 1% (exp 2/95), Sandimmun 50mg (exp 12/96), Metrod 200mg 1.5% (exp 8/96), Flosidone 50mg (exp 3/95). Tel: 0813 827172.

- **Trade Less 30%+VAT+POSTAGE** - Magneto syrup 100mL&10 (exp 9/96), Pennix 3070/5 mlSmls11 (exp 2/95), 41 Rduma Tidal 3ml (exp 6/98). Tel: 0943 378262.

- **Trade Less 30%** - Mycobutin 150mg caps, trade less 25%. Diflucan 200mg caps. Tel: 071 736 1426.

- **Trade Less 20%+VAT** - Clinoral 100mg&100 (exp 1/95), Erythromycin Forte susp (exp 2/95), Doxoral 25mg susp (exp 1/95), Anfazin Tangerin Syrup (exp 3/95). Tel: 0222 607277.

- **Trade Less Half Price** - Zofan 8mg tabs54 (exp 3/95), Sandostatin Multidose 1mgSmls1. Tel: 0277 211599.

- **Trade Less 25%** - Arix 200mg caps, Stermeti tabs 5mg, Dibropen 5mg tabs, Brualon 200mg caps, Maxolon tabs, Spectro caps. Tel: 081 524 9339.

- **Trade Less 40%+VAT+POSTAGE** - Surgicare system 2 size 27mm 5x5 S355 flanges, 5x36 5256 pouches, 7 Urethral hard catheters BT1.063 14x10 (exp 7/96). Tel: 021 561 3775.

- **Trade Less 30%+VAT** - 60 Diflucan 200mg caps (exp 9/95), Tel: 081 982 5062.

- **Trade Less 30%+VAT** - 60 Diflucan 200mg caps (exp 9/95), Tel: 081 982 5062.

- **Trade Less 30%** - Fennex nasal spray, Ibephyline caps 15, Clinoral 200mg (exp 3/95), Xaraven 20, Orap 10mg&90c, Camcort 25mg&50, Capres 100mg&10, Cytotec 123, Lomotil 2,5mg, Betnelin 0.5mg&40. Tel: 0708 147341.

- **Trade Less 25%+POSTAGE** - Imigran refill packs, Atenolol tabs 25mg at 90p. Tel: 0427 616797.

---

**Products and Services Section**

**Call Chris On**

**0732 377322 or Fax 0732 368210**

**Available**

- for loan to any area of London between 21st November to 2nd November 1993. Call 081 692 7067.

**Trade Less 20%+VAT - Patac Conect 5297, 15x Conect 5345, 15x Imigran tabs, 12x Imigran tabs, 12x Famovar tabs. Tel: 0274 664627.

**Trade Less 30%+VAT** - Humanil M3 7x10ml (exp 3/95 & 7/96). Tel: 0532 82322.

**Trade Less 20%+VAT+POSTAGE** - Pennix 50/50 3 boxes (exp 9/95). Tel: 081 539 1922.

**Trade Less 20%+VAT+POSTAGE - 12 Ketovail 100 caps (exp 11/95), 80 Ibemel 10mg tabs (exp 8/95), 92 koniam 15mg caps (exp 6/95), 41 Gseton tabs 11 (exp 7/96), 24 Flonron: Solub: 375mg (exp 10/96). Tel: 081 692 2597.

**Trade Less 25%+VAT+POSTAGE** - 5x100 Maxitol 5mg caps (exp 4/97), Tel: 081 694 2197.

**Trade Less 30%+VAT** - 5x100 Maxitol 5mg caps (exp 4/97), Tel: 081 694 2197.

**Trade Less 30%+VAT** - 5x100 Maxitol 5mg caps (exp 4/97), Tel: 081 694 2197.

**Trade Less 25%+POSTAGE** - Imigran refill packs, Atenolol tabs 25mg at 90p. Tel: 0427 616797.

---

**Excess Stock Caution**

Pharmacist are responsible for the quality, safety and efficacy of medicines they supply. In purchasing from sources other than manufacturers or licensed wholesalers, they must satisfy themselves about product history, conditions of storage and so on.
The Power of the Multiples.....

Nucare's bulk buying power for independent pharmacists is just the tonic your business needs. There are over 300 independents who have joined Nucare and who are enjoying group terms across a large range of ethical and OTC merchandise. You too can share in this.

.....the Privilege of Independence.

Wish to become a member? Please contact us Today.

Nucare plc
447 Kenton Road
Harrow
Middlesex HA3 0XY
Tel: 0181-732 2772
Fax: 0181-732 2774

Free entries in "Business Link" (maximum 30 words) are restricted to community pharmacist subscribers to Chemist & Druggist. No trade advertisements will be permitted. Acceptance is at the discretion of the Publishers and depends upon space being available.

Send proposed wording to "Business Link" using the form printed alongside.

Appointments, situations wanted, and businesses for sale will be incorporated as lineage advertisements under the appropriate Classified headings.

To: Business Link, CHEMIST & DRUGGIST, Benn House, Sovereign Way, Tonbridge, Kent TN9 1RW.

PLEASE COMPLETE IN BLOCK CAPITALS

Surname
First names
Address
Postcode
Personal RPSGB Registration number
Telephone number
Proposed advertisement copy (maximum 30 words)
CAMERAS! CAMERAS! CAMERAS! CAMERAS!

MASSIVE CHRISTMAS CLEARANCE SALE

★ ROCK BOTTOM PRICES ★
OFFERED AT A FRACTION OF NORMAL TRADE PRICE
All cameras Gift Boxed and Guaranteed for up to 3 years

<table>
<thead>
<tr>
<th>Camera Model</th>
<th>Description</th>
<th>Price</th>
<th>Trade Price</th>
</tr>
</thead>
<tbody>
<tr>
<td>110 Micro Camera</td>
<td>Blister packed</td>
<td>75p</td>
<td>2.99</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Concord 110EF Blister</td>
<td>Built in Flash</td>
<td>£3.50</td>
<td>£12.90</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Halina 35 Vision</td>
<td>Built in Flash</td>
<td>£4.90</td>
<td>14.99</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Concord 35 990 Autofocus</td>
<td>Fully Auto</td>
<td>£12.90</td>
<td>49.99</td>
</tr>
</tbody>
</table>

Gemson 110 Pocket Camera
£1.50 - 4.99

Le'clic 110EE Blister
* Built in Flash *
£2.90 - 12.99

Halina 35 Panorama
£1.99 - 9.99

Le Clic 35 700x Auto
* Twin Lens *
£9.90 - 29.99

Vivitar 35 ZM50
Fully Auto-Power Zoom
£25 - 69.99

Halina 35 mini MZ
Fully Auto-Power Zoom
Self-Timer-Anti Redeye etc
£29 - 79.99

Minimum order £100 + 7.50 P&P + VAT ★ Free next day delivery on orders over £250 + VAT ★

PHOTOGRAPHIC STOCK DISPOSAL WAREHOUSE
Unit 11, Croft Court, Butts Close, Thornton Cleveleys, Lancs FY5 4JX
TEL: 0253 863185 - FAX: 0253 829959

LIBRA DISTRIBUTORS

Charlie EDT 50ml spray at £4.06
Diorissimo EDT 30ml spray at £9.79
Dune EDT 30ml spray at £13.63
Intim'e EDT 15ml spray at £3.92
Madame Rochas EDT 30ml spray at £6.95
Rive Gauche EDT 25ml spray at £7.91
Dunhill EDT 50ml spray at £12.13

These are just some of the specials from our extensive price list.
Telephone now for extensive price list on Kodak, Fuji, Polaroid Films, Gillette products and whole range of Fragrances.

TELEPHONE: 081-445 4164
FAX: 081-445 1399
IDEAL TIME TO GET IN FOR PASSPORT PICTURES — FOR A FREE DEMO CALL US.

TO ADVERTISE IN CHEMIST & DRUGGIST
CONTACT CHRIS KIDD 0732 377322 OR
FAX YOUR COPY ON 0732 368210

Stock Wanted

We buy Perfume Testers, Vials, Bottles and Display Materials
Total Discretion Assured
Tel: 0254 871618
Fax: 0254 390 652 0254 871716

Stocktakers

FRANKLAND & Co.
STOCKTAKERS & VALUERS
219 Harrison Road, Leicester LE4 0QN
Telephone: 0533 442189, Fax 0533 442384, Mobile: 0774 488485
SPECIALISTS IN PHARMACY STOCK TAKING NATIONWIDE
BIG ENOUGH TO COPE SMALL ENOUGH TO CARE
Comprehensive stocktaking and business transfer service

Chemist & Druggist 12 November 1994

805
Josselyn Hill honoured

The Royal Pharmaceutical Society's president, Ann Lewis, last week presented the Society's sizar, Josselyn Hill, with a certificate of honorary membership of the RPSGB.

Last February, Mr Hill celebrated 20 years of presenting cases to the Statutory Committee on Pharmaceutical Holding Companies. During that time there have been five chairmen and 16 members of the Committee, and Mr Hill has presented about 1,000 cases.

He followed a family tradition.

Plymouth pharmacists 'rock' against drugs

Three Plymouth pharmacists recently teamed up with a local school to co-sponsor a rock concert against drugs.

A £25 donation from each of the three pharmacists, David Stolton of Stolton's Pharmacy, Plymouth; Ian Briggs of Briggs Chemist; and Ian Scott of Williams Chemists (South-Western), both of Torpoint, secured the efforts of local band The Barracudas to front a 'Rock Against Drugs' evening.

Torpoint Community School matched their donation.

As well as providing entertainment, the event aimed to bring home the dangers of drugs to the 100 12-16-year-olds who attended through conducting quizzes and questionnaires.

It was so successful, says Mr Stolton, that the youngsters "did not all disappear when the music stopped".

Coming Events

CPP study day in York

The College of Pharmacy Practice is holding a study day on 'Benchmarking for Best Practice' on November 20 at Fairfield Manor Hotel, York.

David Morgan, director of pharmaceutical public health at City Health Authority, will chair the study day and there will be speakers from the NHS Benchmarking Reference Centre and the University Hospital of Wales and the University of Keele.

Tickets are £40 (C30 for college members) and are available from Jill Ross at CPP, tel: 0295 6924100.

Education & Development Centre, King Edward VII Hospital, Windsor, 10.15 for 8pm (buffet), 'Osteoporosis - hype or epidemic?' by Dr Lawrence Sandler.

Thursday, November 17

Bedfordshire Branch, RPSGB, at Silsoe Conference Centre, Silsoe College, Silsoe, 'Plastic surgery' by P Mahfofly.

Dundee & Eastern Scottish Branch and Fife Branch, RPSGB, at Ferry Castle Hotel, 8pm buffet, 'Current pharmaceutical issues' by Ian Caldwell.

Dudley & Stourbridge Branch, RPSGB, at the Medical Services Centre, Corbett Hospital, Stourbridge, 7.30 for 8pm. Dennis Burket Memorial Lecture on peptic ulcers by Professor Langman.

Bayer's pharmaceutical division has forged a five-year link-up with the department of medical microbiology at the University of Edinburgh, creating the new post of Domagk lecturer. Dr Christopher Thomson, who specialises in antimicrobial chemotherapy, takes up the position working closely with Professor Sebastian Amptis. Picture (l-r) are Glenn Tilton, scientific relations specialist for Bayer UK; Dr Thomson; and Professor Christopher Edwards, dean of faculty of medicine, University of Edinburgh.
Introducing a new remedy specifically formulated to combat all four major symptoms of flu. New Benylin Four Flu (Paracetamol, Diphenhydramine, Pseudoephedrine). Its powerful four way action is everything you'd expect from Britain's number one pharmacy cough/cold brand.*

1. It reduces fever.
2. It relieves body aches and pains.
3. It clears congestion.
4. It stops coughing.

And therefore aids restful sleep to speed recovery.

New Benylin Four Flu contains the full combination of ingredients necessary to fight the main symptoms of flu. And it will be sold through pharmacies only.

It will also be a popular remedy. Four million pounds is being invested in national TV advertising behind the Benylin name this winter.

New Benylin Four Flu. Four way action. Four million pounds. Fortunately coming your way.

*Source: Nielsen
The Otex sales phenomenon continues unabated. Brand leader less than three months after launch, Otex has now gained a 50%+ market share and is on target for a million sales in its first year.

Small wonder, with £1.1m media spend behind the brand and a £500,000 spend on national TV, press and radio running now and throughout the Autumn/Winter. Be sure to keep up with demand.

Otex – the best news for years in a million ears!

---

**Clinical Proven to Disperse Ear Wax and Reduce the Need for Syringing**

Otex® ear drops contain 5.0% w/w Urea hydrogen peroxide. Directions: Tilt head and gently squeeze 5 drops into ear. Leave for a few minutes and then wipe surplus with tissue. Repeat once or twice daily for approximately 3-4 days or until symptoms clear. Indications: For the removal of hardened ear wax. Precautions: Do not use if sensitive to ingredients; if ear drum is damaged, if there is any other ear disorder (such as inflammation), or if any other preparation is being used in the ear. If in doubt, or if there is a history of ear problems, seek medical advice before use. Keep away from eyes. If irritation or pain occurs during use, or if symptoms persist, stop treatment and consult your doctor. Keep all medicines out of the reach of children. FOR EXTERNAL USE ONLY. Legal Category: P. Packs: Bottles of 8 ml (PL 0173/0151), price £3.25