

Welcome to L.O.T.S

A very warm welcome to all our new customers this month.

New to L.O.T.S this Month

Dispensary - Mixture

The batch sheet has additional columns for entering in the batch number and expiry date for each ingredient. The printed sheets will have columns for 'Measured', 'Checked', 'Compounded by' and 'Checked by'.

Note that the batch numbers and expiry dates of the ingredients are recorded against the formula and not against the script, ie. the batch numbers and expiry dates appearing on the formula are the last recorded numbers and dates on that formula. Print the batch sheet for each script and keep for your record.

There are options to print the batch sheet to A4 or A5 paper, portrait or landscape. You can also preview before printing.

Note also:

- For existing mixtures, the unit displayed next to each ingredient will default to the unit descriptor (bottom of screen) chosen for the whole mixture. To change these units for each ingredient, double click on the unit field and type in cap, ml, g etc.
- For new mixtures the unit will display the dispensing units from the corresponding stockcard.

Drug	Ind	Qty	Unit	% Batch	Expiry
LOSEC 40MG C	Delisted	10.00	cap	10%	
SODIUM BICARBONATE PWD BP (BIO) DISC	General	8.40	g	8.4%	
WATER (TAP)	General	81.60	ml	81.6%	

Orders

When removing or deleting an item (or items) from an order, there is a new option to add that item(s) to a new order for a different supplier. Highlight the item (or items) you want to remove, select 'Delete' on the keyboard and then choose the option 'Add to a New Order for xxxx'. Select the supplier from the drop down list and press OK. An order under the chosen supplier will be created.

Surge Forecasting

If you are in a holiday resort where the sales surge by 300% or more for a few months of the year, you'll be aware that stock control is difficult. Did you know that we have



a forecasting strategy specifically designed for this type of business. It will detect that you're coming onto the surge... or onto the 'plunge' as it goes over the cliff afterwards... and adjusts its sales forecasts, and hence its orders, accordingly

This adds to the 22 other forecasting strategies that LOTS uses to forecast sales, and we know from many sites that those strategies forecast 95% of items accurately for 30 days ahead. But as the 'surge' forecast would degrade orders in a normal pharmacy, it has to be switched on manually.

Please read InstantHelp under 'Surge Forecasting' for further information.

Computer Hardware – the Master Computer

We wanted to devote some space in the newsletter to an often-overlooked part of your business: the computers, and most importantly, the MASTER computer. The master computer is crucial to the smooth running of your shop and if it's not running well then staff time is wasted and this costs MONEY.

If your LOTS computers are running slowly, then it's probably time to upgrade your master computer. It is false economy to put up with old machines as you are compromising work efficiency. There are a lot of programs running behind the scenes eg. Windows and Anti-Virus Updates, TestSafe, Integrated EFTPOS, Ezi-Pay, MIMS, Fly Buys, Med+Info and/or eScripts.

A new master is not as expensive as you might think, although we do not recommend that you go for a cheaply made computer; after all, your business relies on it. We also do not recommend going for expensive server machines as these are overkill and can cause problems of their own. A good quality business class computer will cost around \$1195 plus GST and installation (excluding monitor), so not a huge outlay when compared to the cost of wasted staff time and lost sales.

The basic specifications for a master computer are:

- Windows 7 64Bit operating system (PLEASE note "64 BIT")
- 4 GB of RAM
- Core duo or i3 CPU
- Gigabit Networking
- 250GB Hard Drive

Please remember that we are happy to advise you on your computers and their suitability for today's requirements. If you have a local technician who looks after your IT hardware, please ask him to call us BEFORE installing a new PC.



Supplier Files Updated this Month

The following files have been updated this month. If you would like us to add a supplier, please contact us with the supplier details.

Supplier Name	Done
AFT Pharmaceuticals	
Almay	
API Consumer Brands	
Aquarius Design	
Bayer Healthcare	
BDM Grange	
BTP International	
Bulletin	
Coral Colours	
Cosmetic Sales Company	
Crombie & Price	
Crossmark	
Dior	
Douglas	
Ebos	
Estee Lauder	
Fragrance Holdings Ltd	
Frostblands	

Supplier Name	Done
Gainsborough	
Garnier	
GDL Brands	
Global Beauty	
GO Healthy NZ	
Health and Herbs	
Integria Healthcare	
Jewellery Fashions Ltd	
Living Nature	
Loreal	
Maybelline	
McPhersons	
Melric International Ltd	
Mita	
Mylan NZ Ltd	
Optica Limited	
PBL	
PBL Central	

Supplier Name	Done
PDC - LIFE	
Pfizer	
Pharmabroker	
Phillco	
Priceline (Pro Pharma)	
QVS	
Regional Health	
Revlon	
Revlon Fragrance	
SM Designs	
Synergy NZ Ltd	
Vantage	
Vellade Abbott King	
VIA + TLC	
Vision Mktng & Distribution	
Vitaco	
Wainhouse Agency	
Where On Earth	