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WANT A COMPETITIVE EDGE IN TODAY'S CHANGING LANDSCAPE??

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Kidney health week

SIGMA is inviting pharmacists to “get with the program” and help detect, prevent and support patients whose kidneys may need extra care - see **page four**.

Default 20 day rule

THE Pharmaceutical Benefits Advisory Committee says in future its default position will be to apply the “Safety Net 20 Day Rule” to all new PBS listings.

Dosage variability, in and of itself, should not automatically exclude a drug from the rule, however the PBAC recommended that Palliative Care Schedule and Dental Schedule listings should still be exempted.

The PBAC has also asked the Health Department to develop a list of current PBS medicines to which the 20 day rule could be applied.

New AMA pharmacist plan

THE Australian Medical Association this morning provided a proposal to the government to make “non-dispensing pharmacists” a key part of the future general practice health care team.

The Pharmacist in General Practice Incentive Program (PGPIP) suggested by the AMA would make general practices more efficient as well as providing better care for patients and new career opportunities for pharmacists.

“Under this program, pharmacists within general practice would assist with things such as medication management, providing patient education on their medications, and supporting GP prescribing with advice on medication interactions and newly available medications,” said AMA president Brian Owler.

He said the PGPIP would create “significant Budget savings across the whole health system” by reducing fragmentation of care, improving prescribing and use of medicines and reducing hospital admissions from adverse drug events.

A Deloitte Access Economics analysis commissioned by the AMA estimated that if 3,100 practices took up the PGPIP it would cost about \$1 billion over four years.

However this would be more than offset through other savings such as reduced hospital admissions, PBS savings and lower Medicare costs because of reduced GP attendances following a moderate or severe adverse reaction.

“The AMA has developed this model in consultation with the Pharmaceutical Society of Australia, and it has the full backing of the PSA,” Owler said.

For more details on the proposal see www.ama.com.au.

Wholesalers say 6CPA “missed opportunity”

NATIONAL Pharmaceutical Services Association president Patrick Davies says the absence of a floor in the pharmacist’s wholesale margin within the newly signed Sixth Community Pharmacy Agreement (see **p2**) is a “missed opportunity”.

He said the peak wholesaler body had arguing consistently for this measure, which would have given pharmacy owners much greater protection from the impact of falling PBS prices.

However the increase in overall funding to pharmacy will assist in offsetting the inevitable impacts of PBS reform.

Davies welcomed the certainty afforded by the five year agreement and the continuation of the Community Service Obligation.

Flexibility within the new CSO arrangements under the 6CPA would also “promote supply chain flexibility,” he added.

Ley’s ‘balanced’ PBS reform

HEALTH Minister Sussan Ley says the PBS Access and Sustainability Package of reforms introduced into Parliament yesterday strikes the “right balance” between supporting the needs of consumers, industry and taxpayers.

As well as the Sixth Community Pharmacy Agreement, the govt has signed a strategic pact with the Generic Medicines Industry Association and an “in-principle” agreement with Medicines Australia, she said.

The package, which is today being widely reported in mainstream media as a major win for the Pharmacy Guild, will provide “total efficiencies of \$6.6 billion over five years across the entire pharmaceutical supply chain”.

Key measures include changes to price disclosure arrangements for medicines in the F2 formulary.

Under this change generic medicine prices will be reduced by as much as 50% from Oct 2016 by removing the ‘originator’ brand version of the drug from pricing calculations, Ley said.

Pharmacists will be able to discount the PBS co-payment by up to \$1, and the ‘premium-free dispensing initiative’ will only apply when there is a premium

charged for another brand of the same drug - a move which Ley said would better support the uptake of generics.

Patented medicines (those on the F1 formulary) will also be subject to a 5% cut after five years on the PBS, and loopholes around combination drugs will be closed, saving more than \$600 million over five years.

There will also be \$20 million for an awareness campaign to support the increased use of ‘biosimilar medicines’ by patients, pharmacists and specialists.

Under the 6CPA there will be a doubling of investment in pharmacy-run primary care programs, of up to \$1.26 billion, and there’s \$1.5 billion in funding for the new “set, transparent” handling and infrastructure fee for pharmacists which Ley said would “restore pharmacist remuneration to average levels provided under the Fifth Community Pharmacy Agreement”.

And some low-cost OTC medicines will also be removed from the PBS.

The overall package includes the previously flagged independent review of pharmacy remuneration and location rules, which will be undertaken during the first two years of the 6CPA.

PHARMACY MANAGER

The future of a successful Community Pharmacy calls for added focus on advancing the development of the retail business in line with the extended scope of professional services.

Terry White Chemists Myer Centre, Brisbane are looking for a full-time Pharmacy Manager with strong retail experience to lead a large fast paced pharmacy. Terry White offers a strong supportive culture with development opportunities working within an award winning team.

Energy, confidence and a willingness to take on the responsibility of the business is a pre-requisite.

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Please be advised only those required for an interview will be contacted.

 **Terry White** chemists

TWC purchases Chemplus

chemplus

Part of **Terry White chemists**

TERRY White Chemists is set for significant expansion into South Australia, with parent company TWC Group Investments Limited \$2.76 million purchase of Chem Plus Pty Ltd, the franchise management company which supports the SA-based Chemplus pharmacy network.

Comprising 60 pharmacies throughout metropolitan Adelaide and regional South Australia, Chemplus and TWC were said to share a "strongly aligned strategic position in terms of a focus on health and growth".

TWC chairman Terry White said the takeover would enable the merged group to fast-track opportunities in the marketplace.

"The combined group has a market share in excess of 8% and will provide increased business opportunities for all members, at a time when scale matters," he said.

Chemplus ceo Nick Tsamaidis will remain in a "leadership position" with the Chemplus business based in South Australia.

Chemplus chairman Scott McGregor will join the TWC board, with the transaction anticipated to settle on 31 Jul this year.

McGregor said the combined business model "ensures the unique capabilities and qualities of the Chemplus group are maintained and developed in South Australia,

while providing access to the benefits of being part of a national network.

"The combined group will form the largest retail pharmacy network in South Australia with the capability to support the growth aspiration of the overall business across the nation," he said.

"The tightening in the market demands large scale retail pharmacy capability, and we needed to consider how we would approach that in order to best support the team at Chemplus as well as our member pharmacies into the future.

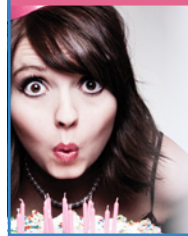
"Terry White Chemists has demonstrated significant retail capability...it is outperforming the market when it comes to sales and offers an impressive private label stable...and leads the way in terms of professional services," he added.

MEANWHILE in a separate arrangement, the existing Chemplus distribution centre will be transferred to the Symbion facility at Underdale.

This will enable daily deliveries of over-the-counter stock to the Chemplus network, McGregor said.

Symbion's Brett Barons said the wholesaler had a long association with Chemplus, and was "pleased we can play an important role in improving services to the pharmacies".

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Sealing the 6CPA deal



Five year generic pact

A FIRST-TIME Strategic Agreement between the government and the Generic Medicines Industry Association will give a "five year period of certainty" to the sector, according to GMiA chairman Mark Crotty.

Part of the government's PBS Access and Sustainability Package (see p1), the agreement "recognises the significant savings that continue to be delivered by generic medicines and biosimilars, first by providing competition and then through price disclosure".

Crotty said the pact is the result of "constructive and respectful dialogue" between the GMiA and the government over the last three months.

Under the agreement, no further price-related changes will be made to the F2 formulary.

It also states that the Department of Health and GMiA will "work collaboratively to identify, and resolve quickly, any unintended consequences of budget savings particularly where they may impact on the reliable supply of vital, affordable medicines".

Go Red for Women

THE Heart Foundation launches its *Go Red for Women* campaign to raise awareness of women's cardiac issues on 01 Jun.

Thursday 11 Jun is Go Red day with supporters encouraged to wear red clothing for the day as part of the campaign, along with other elements such as host a Go Red event - **CLICK HERE** for more.

ABOVE: The deed is done!

In an historic moment, Guild president George Tambassis signs the Sixth Community Pharmacy Agreement as Health Minister Sussan Ley looks on.

PSA welcomes 6CPA

THE Pharmaceutical Society of Australia (PSA) has welcomed the signing of the Sixth Community Pharmacy Agreement (6CPA) between the Australian Government and the Pharmacy Guild of Australia (**PD 27 May**).

PSA national president Grant Kardachi, said the agreement would bring a measure of certainty to the community pharmacy sector.

"PSA particularly welcomes the doubling in this agreement to \$1.26 billion of funding for the provision of patient-focussed professional services," Kardachi said.

"This \$1.26 billion for pharmacist-delivered professional services is what the PSA has been long advocating for and represents the largest funding for this crucial area of health provision of any agreement to date."

Kardachi added that the strengthening of this funding element is an important recognition of the role that pharmacists can play in health delivery beyond the core role of dispensing.

"This agreement reiterates there is a common interest in promoting the sustainability, efficiency and cost-effectiveness of the PBS, as well as the viability of an effective community pharmacy sector."

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Travel Specials

Scoot away from winter

Singapore-based Scoot Airlines is offering special deals to escape to Asia, with one way to Phuket and Krabi starting from \$199.

Fly in ScootBiz from \$399 ex Perth, with other destinations including Kaohsiung in Taiwan.

Fares also available from Sydney, Melbourne and the Gold Coast; blackout periods may apply to bookings.

See www.flyscoot.com.

Scotland for New Year?

Experience a Scottish New Year on the four-day Edinburgh Hogmanay tour which is now priced from \$2,066 per person with a 10% earlybird discount from Back-Roads Touring.

Discover the ruins of the historic Linlithgow royal palace overlooking the magnificent Linlithgow Loch, explore the medieval town of St Andrews and welcome in the New Year at Edinburgh's famous Hogmanay New Year's street party.

Phone 1300 100 410 for more.

Lovely Lord Howe

Exclusive winter packages visiting Lord Howe Island off the coast of NSW are now available, with the luxury Capella Lodge offering a "fly free" winter deal.

That means that from 01 Aug-30 Sep guests can fly free when they book a Stay 7, Pay 6 package which is priced from \$4,500 per person twin share.

That includes breakfasts and gourmet dinners, an open bar from 6pm, sunset drinks and canapes and more.

Lord Howe only allows 400 visitors at once and there's no pollution - or mobile phone reception so it's the perfect place to escape.

For more information go to www.lordhowe.com.

Integrative Medicine Chair

A NEW professorial Chair in Integrative Medicine has been sponsored to the University of Sydney by the Blackmores Institute.

Made possible through a \$1.3m donation over five years, the new Chair honours

Maurice Blackmore, a pioneer of Australian naturopathy.

Sydney Medical School Dean Professor Bruce Robinson (pictured right with Blackmores Chairman Marcus Blackmore) said the role would undertake research into the impact of complementary medicines in health outcomes.

"With this support, we will be able to develop data and guidelines for consumers and healthcare professionals based on solid evidence," he said.

Over the next five years the Maurice Blackmore Chair in Integrative Medicine will "undertake research into the



impact of complementary medicines in health outcomes, including how complementary and alternative medicines interact with the current standard treatments prescribed by medical professionals," Robinson said.

Blackmores' support for independent research into complementary medicines was applauded by Complementary Medicines Australia.

"A viable and innovative complementary medicines industry is dependent on research to support quality, safety, efficacy and cost-effectiveness," said CMA ceo Carl Gibson.

WIN A NEW PRODUCT PACK

This week **Pharmacy Daily** and **Innoxa** are giving away a new product pack including Organic Gentle Cleansing Gel (\$14.99 RRP), Organic Hydrating Daily Moisturiser (\$24.99 RRP) and Organic Brightening Eye Cream (\$19.99 RRP).

Introducing NEW Innoxa Organic skincare. This brand new skincare range enriches your skin naturally. The certified organic aloe vera based formulations combine with organic nourishing oils, vitamins and botanicals to deliver healthier, firmer, smoother and more hydrated skin. The organic care regime to beautiful skin includes products to cleanse, enrich, protect, nourish and treat, all affordable at under \$25rrp!

To win, be the first from SA or NT to send the correct answer to the following question to comp@pharmacydaily.com.au

Where is the Innoxa Organic range made?

Need a hint? [CLICK HERE.](#)

Congratulations to yesterday's winner, Simon Harper from Wizard Pharmacy Services.



DISPENSARY CORNER

THIS is an interesting approach to organ donation, given the controversy about the subject in Australia in recent days.

An American man with kidney failure has taken to the streets to advertise his need for a new organ, posting a sign on the back of his car.

"Got kidney? I need 1?" reads the message on Neal Raisman's back window (below), with the same posted on his daughter's video who lives not far from him in Columbus, Ohio.

They took the unusual approach after his relatives were ruled out as donors because of diabetes and other medical reasons, reports the *Columbus Dispatch*.



QUEENSLAND police have cracked a major case, arresting a man who has been charged with stealing cattle gallstones.

The Toowoomba Stock and Rural Crime Investigation Squad (SARCIS) raided a property last week and found the stones which were allegedly pinched from a nearby abattoir over a period of several months.

Popular for use in traditional Oriental medicine, the gallstones are believed to be able to treat liver illnesses such as hepatitis, with the haul understood to be of "considerable value".

According to a SARCIS blog post a 38-year-old man has been issued with a notice to appear in the Toowoomba Magistrates Court next month, with quality stones worth as much as \$20,000 per kilogram.

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SUPPORTING KIDNEY HEALTH WEEK 24 - 30 MAY

Sigma are leading the way in healthcare innovation by partnering with Kidney Health Australia to offer another exclusive healthcare service at Amcal, Amcal Max and Guardian pharmacies. This coincides with Kidney Health Week (24-30 May) where our pharmacies are proudly supporting the week to raise national awareness of Chronic Kidney Disease.

The exclusive KidneyCheck™ self-management program has been developed with Kidney Health Australia and is only available from Amcal, Amcal Max and Guardian pharmacies.

The general population is largely unaware of the critical role the kidneys play in keeping our body healthy and more crucially getting our kidneys checked every 12 months.

The current campaign “Meet Your Kidneys” inspires customers to learn about the risk factors and warning signs of kidney disease. Prevention and early detection are critical and our exclusive KidneyCheck™ program plays a vital role in assisting customers with that understanding.



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