

Dual demand for automation drives Willach strategy

Willach Australia has launched a new sales strategy to cater to growing demand for dispense automation at both ends of the Australian pharmacy market.

The company is recording extremely strong sales of its latest market leading robot, the CONSYS V.6, while also seeing a significant increase in the number of smaller pharmacies seeking to purchase second-hand CONSYS machines.



“We have seen a big jump in the number of smaller and lower turnover pharmacies who are keen to move into automation. For them, investing in a second-hand robotic dispenser is an affordable option to take that next step,” said Willach Australia Managing Director John Koot.

“These are pharmacies that might be processing as few as 150 scripts a day. For a little more than a standard dispensary fit out, they’re getting an earlier version CONSYS machine that has been fully reconditioned by the manufacturer, is warranted for the life of the maintenance agreement, and includes our full dispensary design, workflow analysis and after-sales support – all of which is helping improve their productivity and bottom line, and grow their business.

“In fact, we don’t currently have sufficient stock of second-hand machines to meet demand from this end of the market.”

To accelerate this, Willach has launched a new sales program that effectively offers existing CONSYS customers a brand new CONSYS V.6 machine at an exceptionally low change over offer – allowing the older machine to be removed and reconditioned for its new life in another pharmacy.

“It’s a win-win scenario because we’re helping increase pharmacy productivity at both ends of the market,” Mr Koot said.

“Australia is sitting at less than 8% in terms of the number of pharmacies that use automated dispensing, compared with about 45-55% in several European markets.

“That’s why we believe there is significant growth to be achieved by companies who are prepared to do the hard work in educating pharmacy owners about the benefits, matching them with the right technology for their business and then supporting them on the journey.

“We have always believed that it is not just about selling another machine, it has to be about growing the Australian market for the betterment of pharmacists and their customers.”



Willach is the market leader in pharmacy dispensary solutions in Australia – including CONSYS robotic dispensers and FAMA round shelves, drawer and shelving systems. For a confidential and obligation free consultation contact Willach on (03) 9429 8222 or visit www.willach.com.au



Willach

Pharmacy Solutions

Willach recycling

PHARMACY automation specialist Willach has launched a new sales program which offers existing users of its CONSIG robotic dispensing systems a brand new machine at a special "change over" offer price.

The initiative allows the older machine to be removed and reconditioned for use in another pharmacy, reflecting strong demand from lower turnover pharmacies wanting to improve efficiencies by investing in second hand machines.

Willach Australasia ceo John Koot said levels of pharmacy automation in Australia are still very low on a global scale, meaning there is huge potential for growth in the sector.

More details on the Willach strategy on the **cover page** of today's issue of *Pharmacy Daily*.

PharmacyPro rebrand

COMMUNITY and compounding pharmacy software company PharmacyPro has rebranded itself as RxOne, with the new name covering both PharmacyPro in Australia and LOTS in NZ.

RxOne director Ross Peat said the rebranded platform is designed to deliver lower costs, better reporting and user simplicity.

The pharmacist-developed system is in use in more than 3000 sites worldwide - www.rxone.com.au.

Today's issue of PD

Pharmacy Daily today has three pages of news plus a front full page wrap from Willach.

Blackmores formula fail

THE infant formula partnership between Blackmores and Bega Cheese (**PD** 30 Oct 2015) has failed to meet sales expectations in Australia or China, with Bega's share price yesterday falling 20% after the "change in market circumstances" was revealed at the firm's annual general meeting.

Bega chairman Barry Irvin said the company would write down its share of the milk powder joint venture inventories by up to \$7

Pharmacy Guild Qld mental health awards

THE Pharmacy Guild of Australia's Queensland branch was recognised for its work in mental health at the 2016 Queensland Mental Health Week Achievement Awards held at Brisbane City Hall on 14 Oct.

The branch was honoured with the Not-For-Profit Organisational Award (Small to Medium 1-100 staff) as well as the Open Minds Earle Duss Memorial Award, the overarching award given to just one of the finalists.

The Queensland branch collaborated closely with the Partners in Recovery Program which provides mental health education and training to staff at over 100 pharmacies in the area.

Pharmacist at branch Dr Hidy Chan accepted the award, commenting "these awards confirm the importance of community pharmacies in the delivery of healthcare services and support for people living with mental illness".



Amneal antibiotic

AMNEAL Biosciences has launched a new generic product in the US healthcare institutional market, with the release of meropenem for injection USP (I.V.), a generic equivalent to intravenous antibiotic Merrem.

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TabTimer DVA tick

SIX TabTimer products are now on contract with the Department of Veterans Affairs, with the items able to be ordered by health professionals directly on the Allianz, Bright Sky and Country Care sites.

The approved items include TabTimer's automated pill dispenser and the Vibe-5, VibraLITE 12 and VibraLite MINI medication timers - see tabtimer.com.au.

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PBS holiday closure

THE Health Department has advised that Section 90 pharmacy applications submitted between 23 Dec 2016 and 02 Jan 2017 will not be assessed until Tue 03 Jan 2017. No PBS stationery orders will be dispatched during the same period.

Pharmacy trial docs now available

STAKEHOLDERS wanting to register their interest in the Tranche 2 grants round of the Pharmacy Trial Program (**PD** yesterday) can download a full documentation pack from the Health Department's tenders website.

Applications close at 2pm on Thu 15 Dec for the open competitive grants program, with up to \$29 million available for projects which will be funded for amounts between \$1 million and \$5 million over a three year period.

Projects are expected to commence in early 2017 and be completed by 30 Jun 2019. They must involve a community pharmacy or pharmacist, and applicants or their project partners must have published research in a recognised peer review journal within the last five years.

See health.gov.au/tenders.

Sanoma Garden alert

THE Therapeutic Goods Administration (TGA) is advising Australian consumers against buying medicines or medical devices from Sanoma Garden.

TGA says Sanoma Garden may try to create the impression they have Australian-based operations but this is not the case.

Consumers should be aware goods from the brand are not TGA approved and therefore not subject to Australia's requirements for quality safety or efficacy.

Further to this they are also unlikely to be protected by Australian Consumer Law.



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Sydney Sixers partnership

THE Sydney Sixers women's cricket team now has the support of a new partner in Priceline Pharmacy.

Stephen Roche, ceo of Priceline Pharmacy said the company will be engaging with consumers at several of the major matches offering family friendly games and activities.

"As a brand for women, we want to demonstrate that our support extends beyond offering the best products and services," Roche said.

"We are 100% Woman meaning we are committed to supporting the health and wellbeing of every woman and her family.

"Partnering with the Sydney Sixers, along with the Adelaide Thunderbirds and Western Bulldogs AFL Women's team, enables us to help promote an active and healthy lifestyle."

As part of the partnership Captain Ellyse Perry will act as an ambassador for the brand joining the likes of media icon Ita Buttrose,

Aussie supermodel Sam Harris and TV celebrity Ada Nicodemou.

Pictured are Sydney Sixers Captain Ellyse Perry (left) and Wicket Keeper Alyssa Healy (right) with Priceline Pharmacy general manager marketing Mark O'Keefe.



APC site upgrade

THE Australian Pharmacy Council has advised that all 'in progress' applications for assessments for overseas trained pharmacists seeking registration in Australia should be completed by 10 Nov to avoid delays in processing.

On that date APC will be upgrading its web portal to a new system, with the site to be offline from 10-21 Nov.

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Win with DU'IT

This week Pharmacy Daily and DU'IT are giving away each day a prize pack of their products.

New DU'IT Baby is Australian-made and owned, enriched with natural botanicals and pure organic oils to pamper and protect babies' skin and eliminate any concerns for parents. The DU'IT range of extra gentle baby products are completely

FREE of all known irritants with a Nasty Free Guarantee and are scientifically formulated to enrich, nourish, deeply hydrate and provide calming relief to Baby's entire body. The range consists of five products: Baby Liquid Powder, Baby Nappy Change Cream, Baby Body Moisturiser, Baby Facial Serum, and Baby 3-in-1 Wash. For more information, **CLICK HERE**.

To win, be the first from WA to send the correct answer to the question below to comp@pharmacydaily.com.au

What percentage of zinc is in the DU'IT baby nappy change?

Congratulations to yesterday's winner, Celeste Barnes from Dalby and District Friendly Society Dispensary.



Health, Beauty and New Products

Welcome to our weekly promoted feature with all the latest health, beauty and new products for pharmacy.

Suppliers wanting to promote products in this feature should email newproducts@pharmacydaily.com.au



Dispensary Corner

ANY woman who has known the comfort and flexibility of yoga pants would feel a sense of disdain for the US man who wrote a letter to the editor titled "please women put away the yoga pants".

The letter, originally published in the *Barrington Times*, said yoga pants were the "absolute worst thing" to happen to women's fashion since the mini skirt".

He dug even further, saying like the mini skirt, yoga pants are "adorable" on fit young women, but "disturbing" and "bizarre" when stretched over the thighs of "mature, adult" ladies. Ouch.

Not only was author of the letter completely bagged out online, but a 'Peaceful Yoga Pants Parade' was organised out the front of his house over the weekend.

Hundreds of yoga-pant wearing women of all shapes, sizes and ages marched past his home with placards to say their piece before gathering for a group yoga sesh.



PREGNANT women are more likely to get lost when driving, according to new research from Max Planck Institute for Human Development in Berlin.

The study found expectant mothers in their 20s struggled more with navigation than non-pregnant 20-year-olds.

Brain scans also revealed the area of the brain involved in learning, was smaller in pregnant women - proof baby brain exists!

SkinB5 Acne Control Extra Strength Tablets

Acne Control Extra Strength Tablets are one of the world's most advanced clear skin tablets available today. They are scientifically formulated to treat facial and body acne from within. Suitable for all skin types, they are ideal for teenage and adult acne sufferers. SkinB5's advanced formula delivers key vitamins and minerals, ensuring they are available when the body needs them.

Stockist: 1300 088 655

RRP: \$56.95

Website: www.skinb5.com



Aromababy Stretched to the Limit Organic Oil

Recent HKABA Export Award winners, Aromababy, are celebrating 21 years of producing specialist, natural mother and baby products. The newest addition to the brand is **Stretched to the Limit Oil**. Formulated using 99% certified organic content, this oil provides a natural alternative to mineral oil based pregnancy oils. Delivering optimum care for dehydrated skin, this affordable luxury boasts value for money, with one bottle lasting up to 3 months. Stretched to the Limit Oil is suitable for face and body during pregnancy and is free from petro-chemicals, triglycerides, synthetic preservative and artificial fragrance. Gift available with purchases for orders placed by 15 Nov.

Stockist: 03 9464 0888

RRP: \$34.95

Website: www.aromababy.com

Flordis Femular Forte: clinically proven menopausal symptom relief

Flordis Femular Forte offers clinically proven relief from moderate to severe menopausal symptoms. It contains a patented extract of actaea racemosa Ze450 clinically proven to relieve multiple menopausal symptoms including hot flushes, night sweats, mild anxiety and fatigue. Studies have shown symptom relief after one month with continued improvement over three to nine months. Now available in a 30's pack, once-per-day Femular Forte is well tolerated with no known drug interactions. Use only as directed and, if symptoms persist, customers should consult their doctor.

Stockist: 1800 334 224

RRP: \$29.95

Website: www.flordis.com.au



Superior skin care from G&M Cosmetics with Australian Day and Night creams

Proudly 100% Australian Made and Owned, G&M Cosmetics is 20 years strong in 2016. Presenting G&M Australian Lanolin Oil Cream MKII, a rich blend of natural Australian Lanolin Oil and vitamin E, recommended for all skin types. Lanolin is a totally natural emollient and is unsurpassed in its ability to help protect and hydrate the skin, adding to the natural protective mantle of the skin to prevent moisture loss. In addition, G&M Australian Lanolin Night Cream MKII contains an extra rich blend to soothe and soften, an effective overnight treatment to minimize fine lines and wrinkles.

Stockist: 02 9540 3395

RRP: \$7.99 ea (mention PD for 20% new pharmacy customer disc in Oct)

Website: www.gandmcosmetics.com.au



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Postal address: PO Box 1010, Epping, NSW 1710 Australia

Street address: Level 2, Suite 1 64 Talavera Rd, Macquarie Park NSW 2113 Australia
P: 1300 799 220 (+61 2 8007 6760) F: 1300 799 221 (+61 2 8007 6769)

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Publisher/Editor in chief: Bruce Piper

Managing Editor: Jon Murrie

Reporter: Mal Smith

Contributors: Nathalie Craig, Jasmine O'Donoghue, Bonnie Tai

Advertising and Marketing: Sean Harrigan and Melanie Tchakmadjian advertising@pharmacydaily.com.au

Business Manager: Jenny Piper accounts@pharmacydaily.com.au

Editorial: info@pharmacydaily.com.au

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