

Selling? Greg gets the job done across Australia! Free snapshot appraisals

QLD Pharmacies For Sale

Profit & Lifestyle In Far North Queensland:

Sales \$3.2m+. Adj. NP after owner's wage \$722,076. OFFERS: \$3M+

Capricorn Coast:

Sales \$1.4m+. Adj. NP after owner's wage: \$271,345. OFFERS: \$1.5M+

Today's issue of PD

Pharmacy Daily today has two pages of news plus a full page from HealthPoint.

Vale Jack Thomas

THE outstanding achievements and long-term service to the pharmacy profession of Dr Jack Thomas OAM have been applauded by Australia's pharmacist community, the peak national body for pharmacists, the Pharmaceutical Society of Australia (PSA) said yesterday.



Thomas was a PSA member and Fellow for more than 50 years.

He was farewelled on Mon in Sydney after dying last week

aged 89, passing away peacefully surrounded by family.

PSA national president Dr Shane Jackson said Thomas was a "true gentleman" and a pioneering pharmacist who was popular among his peers.

McNamee CSL chair

ASX-LISTED CSL has announced that after 23 years as the company's ceo, before retiring in 2013, Dr Brian McNamee has been appointed as an independent non-executive director and will assume the position of chairman-elect.

The company's current chairman, Professor John Shine, has announced his intention to retire at the conclusion of the 2018 agm.

Sigma's LEAPP to success

SIGMA Healthcare's LEAPP Dispensary Excellence program (PD 09 Mar 2017) is generating significant increases in pharmacy services and sales for the 46 pharmacies nationally who have taken up the program.

The LEAPP program (Leadership, Engagement, Analytics, People and Physicals), which runs over 24 weeks, aims to "deliver workflow efficiencies that provide pharmacists the time and skills to optimise engagement with their patients," according to Sigma ceo Mark Hooper.

Sigma launched the program at the beginning of 2017, enrolling 46 pharmacies nationally (31 Amcal and 15 Guardian) in two intakes.

Headline results of those who participated in the program include: Meds Checks/clinical interventions recording up by over 100%, SMS Script Reminder Service patient sign-ups increased by over 50%, sales and gross profit growth of up to 10% in just six months, and script numbers up 4% on average.

Hooper said LEAPP has been developed to "enhance the quality of the patient experience through a unique pharmacist-led advice-driven service offering, which is a core value of Amcal and Guardian.

"A dispensary program of this depth, scope and professional support is a first for Australia's pharmacy sector."

The program takes a multi-faceted approach, focusing on increased



pharmacist availability and by improving quality of engagement with patients through coaching in pharmacist counselling.

"Amcal and Guardian are already two of the

most trusted brands in the country, and we know customers value the expertise they receive when they talk to their pharmacist," he said.

Vanessa Lontos, Sigma national dispensary learning & development manager, said participating pharmacies had been "amazed with the outcomes on both a professional and business level".

The next LEAPP intake for Amcal and Guardian pharmacies will run from Feb 2018, followed by a further group starting in Jun 2018.

5.4m MHR registrants

MY HEALTH Record (MHR) statistics as at 10 Dec 2017, released yesterday, show that of the 5.404 million registrants, 54% are female and the largest demographic to have registered is aged under 19.

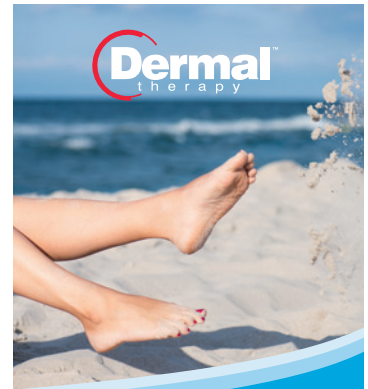
Of the 10,617 healthcare providers registered, 6,287 are general practices, 1,427 are retail My Health Record pharmacies and there are 1,440 other healthcare providers, including allied health.

Almost 12 million prescription documents have been uploaded & 3.2 million dispense documents.

CLICK HERE for the infographic.

Risk management

SPONSORS of prescription medicines and biologicals making applications to enter or vary ARTG entries are alerted by the TGA that they need to develop a risk management plan document and communicate it - tga.gov.au.



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Dispensary Corner

"MAN flu" may be a real disease - with doctors and medicines and everything, according to a Canadian study published this month in the *BMJ*.

Dr Kyle Sue from the Memorial University of Newfoundland revealed evidence that adult men had a higher risk of hospital admission and influenza-associated deaths compared to women, regardless of their underlying disease.

Males were also found to be more susceptible to complications from acute respiratory illnesses, with the scientist saying rather than exaggerating symptoms, men "may have weaker immune responses to respiratory viruses, leading to greater morbidity and mortality than seen in women".

It's apparently the first time any type of study has been conducted to determine the appropriateness of the term "man flu".

Dr Sue concluded "Lying on the couch, not getting out of bed or receiving assistance with activities of daily living could also be evolutionary behaviours that protect against predators.

"Perhaps now is the time for male friendly spaces, equipped with enormous televisions and reclining chairs, to be set up where men can recover from the debilitating effects of man flu in safety and comfort," he added.



eRx reaches 'critical mass'

ERX Script Exchange has recorded a milestone this month, achieving 2 billion clinical records while also delivering most electronic prescriptions in under one second.

Fred IT Group gm of eHealth David Freemantle said the landmark achievement showed the "significant progression of eHealth in Australia" over recent years, as well as delivering the tangible benefit of safer and more efficient

dispensing to pharmacists and their patients across Australia.

Speed and reliability continues to improve, with 99% of all scripts now delivered in less than 3 seconds, and 90% delivered in under one second - a significant improvement on the figure of 60% twelve months ago.

Freemantle said reaching 2 billion records also paved the way for services that have the ability to break down the "medication data silos" prevalent across the health sector, enabling health practitioners to make more informed decisions.

With patient consent and appropriate security checks, patient medicines information can extend clinical decision making with life-saving potential, Freemantle added.

Examples of applications include MedView Medicines List, a consolidated medication history currently being used in two hospitals in Victoria, and the SafeScript real time monitoring system being implemented by Fred on behalf of the Victorian Department of Human Services.

FDA alert on alt drugs

PROMOTED as alternatives to other illicit drugs, Legal Lean Syrup, a drink, and Coco Loko, a "snortable" chocolate powder, have been identified as problematic for the US Food and Drug Administration (FDA).

Manufacturing companies Arco Globus Trading and Legal Lean have been given 15 days to respond to FDA demands with the warning that "failure to correct violations may result in regulatory action such as seizure or injunction."

Visit fda.gov.au for details.

Win with Burnaid®

Each day this week Pharmacy Daily and the makers of Burnaid® are giving away 3x bottles of mundicare® Burnaid® Sunburn Gel Spray valued at \$44.97.

mundicare® Burnaid® Sunburn Gel Spray is an after sun spray specially formulated with aloe vera and Australian melaleuca oil in a cooling hydrogel to help:

- Cool to reduce the discomfort of sunburn
- Soothe to visibly reduce redness
- Rehydrate to minimise peeling

CLICK HERE to learn more.

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



Name two of the other 4 products in the mundicare® Burnaid® range?

Congratulations to yesterday's winner, Felix Ting from Chemist Warehouse Perth.



Travel Specials

WELCOME to *Pharmacy Daily's* travel feature. Each week we highlight a couple of great travel deals for the pharmacy industry, brought to you by *Cruise Weekly*.

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