

# German premium compounding systems manufacturer SAMIX partners with Willach Australia

Willach Pharmacy Solutions has joined forces with German compounding systems manufacturer SAMIX to distribute its range of premium compounding systems and consumables to Australian pharmacy customers.

The partnership enables Willach to deliver SAMIX products to the market at highly competitive prices by utilising existing Willach infrastructure, including its online shop.

Willach Australasia Managing Director John Koot said the partnership brings together two businesses focused on a common goal of premium service offerings that facilitate high-level pharmacy specialisation.

“Pharmacies can successfully differentiate themselves by specialising in a unique or niche area of service and conducting that at a highly professional level,” Mr Koot said.

“Leveraging our Willach Online Shop platform, which we launched in March, has allowed us to offer SAMIX’s products at incredibly competitive prices. Existing and prospective customers will be surprised at the value considering the quality of product on offer.”

SAMIX Sales and Marketing Director Thomas Ketterer said, “our products are regarded as the highest in quality and we are very excited that Australian Compounding Pharmacies can now enjoy the benefits. We are extremely pleased we have been able to form this partnership with Willach Australia, who are also leaders in quality and innovation.

SAMIX designs and manufactures its range of premium compounding systems and consumables at its headquarters in the central-German town of Zella-Mehlis. Synonymous with quality, SAMIX’s product range includes professional mixing systems and consumables that enable not only precision preparation but also professional storage and dispensing vessels designed for pharmacies that provide specialised compounding services.

“The SAMIX brand is a leader in its class and compliments Willach’s model of providing specialised, state-of-the-art pharmacy solutions,” Mr Koot said.

The range of SAMIX premium compounding systems and consumables are available now via the Willach online store: [shop.willach.com.au](http://shop.willach.com.au)

## COMPOUNDING SYSTEMS FOR PROFESSIONALS



For further information on SAMIX products: [www.samix.com](http://www.samix.com)

### About Willach

Willach is the market leader in pharmacy dispensary solutions in Australia – including CONSIS 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](http://www.willach.com.au)

Media enquiries: Myles Wallace, Michels Warren PR, 08 8267 6888, [mwallace@micwar.com.au](mailto:mwallace@micwar.com.au)



**Willach** | Pharmacy Solutions

## Today's issue of PD

*Pharmacy Daily* today has  
two pages of news plus a front  
cover page from Willach.

## Willach SAMIX deal

**WILLACH** is showcasing  
its new agreement with  
German compounding systems  
manufacturer SAMIX (*PD* yesterday)  
with today's *Pharmacy Daily*  
**cover page** highlighting the range  
which Willach is able to offer at  
"incredibly competitive prices".

## Exam registration

**THE** Australian Pharmacy Council  
has announced that registrations  
are open for the Aug 2017 CAOP &  
Intern Written Exam which is now  
computer delivered.

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details and to register.

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## Review report criticised

**YESTERDAY'S** release of the  
much-anticipated interim report  
from the Review of Pharmacy  
Remuneration and Regulation  
(*PD* breaking news) has attracted  
mixed feedback, with the Guild,  
Pharmaceutical  
Society of Australia  
and wholesalers all  
expressing concerns  
about the document.

The **Pharmacy  
Guild** has warned  
that some of the  
options canvassed, if  
implemented, could  
"put at risk one of  
the most trusted,  
sustainable and best  
performing parts of  
Australia's health  
system," lacking an evidence base  
and doing little to allay previously  
expressed concerns (*PD* 10 Mar).

Key issues include requiring  
pharmacies to provide detailed  
accounts to the government, which  
has "no legal basis and would be an  
unprecedented regulatory impost  
on 5,600 small businesses".

The Guild is also concerned  
about options which would see  
dispensing remuneration calculated  
on the basis of an "efficient cost  
per unit of production," the  
suggested breaking up of the  
Community Pharmacy Agreement,  
and including the Consumer Health  
Forum in future agreements.

However some options in the  
report received the Guild thumbs  
up including abolition of the  
optional \$1 patient co-payment  
discount, electronic safety net  
management, integration of  
e-scripts with medicine records,  
better managing hospital discharge  
and price caps to limit the cash flow  
impact of high cost medicines.

Guild president George  
Tambassis said the review should  
be "enhancing, rather than  
threatening, one of the most  
strongly supported parts of  
Australia's health system".

Meanwhile the **Pharmaceutical  
Society of Australia** also expressed  
concerns about aspects of the  
report, in particular an implication  
that \$1.9 billion in savings could be

generated over four years by the  
option of a flat dispensing fee of  
between \$9 and \$11.50.

"We are seriously concerned  
about the flow-on effects of this  
for pharmacists' wages - the

main cause of  
dissatisfaction in  
the profession,"  
said outgoing PSA  
national president  
Joe Demarte.

PSA said there  
were many positive  
options in the  
interim report and  
particularly agreed  
with the Review  
Panel that all parties  
responsible for the  
major components

of the delivery of PBS medicines  
should be signatories to future  
Community Pharmacy Agreements.

Wholesaler peak body the  
National Pharmaceutical Services  
Association (NPSA) said options  
canvassed for removing, retaining  
or replacing the Community Service  
Obligation "lack rigour".

NPSA chair Mark Hooper said  
the document was "extremely  
disappointing" in that it failed to  
identify any consequences of its  
recommendations.

He said it was perplexing that the  
Review had appeared to ignore the  
"considerable input" made by the  
NPSA in its submissions.

The Review Panel is now  
seeking further input, with public  
submissions on the interim report  
open until 23 Jul 2017 at  
[health.gov.au/pharmacyreview](http://health.gov.au/pharmacyreview).



## New PSA president

**TASMANIAN** pharmacist Dr  
Shane Jackson has been elected  
as president by the National Board  
of the Pharmaceutical Society of  
Australia (PSA) today.

Jackson, who takes office from  
01 July, has paid tribute to Joe  
Demarte who served as national  
president for the last two years.

He said Demarte had been an  
"inspirational leader" and "a  
driver behind funding for clinical  
interventions and MedsChecks.

"Thanks to Joe's leadership and  
support, PSA has lifted its profile  
to become an organisation that is  
now widely recognised as the peak  
national body for all pharmacists  
across Australia."

Victoria's Michelle Lynch and  
Queensland's Dr Chris Freeman  
have been elected as national vice-  
presidents.

Jackson has been the Clinical  
Reference Lead with the Australian  
Digital Health Agency, a director  
of the Australian Association of  
Consultant Pharmacy (AACP) and  
chair of the Pharmacy Practitioner  
Development Committee (PPDC).

Pharmacy Guild of Australia  
national president George  
Tambassis welcomed Jackson's  
appointment, saying it would  
ensure that the community  
pharmacy sector had a "strong  
voice and representation at the PSA  
table".

"Dr Jackson is highly regarded  
and respected throughout the  
pharmacy profession and his  
experience as the owner of two  
community pharmacies in Tasmania  
will prove invaluable in his new  
role," Tambassis said.



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### Jobs of the Week

- **PIC** - Newcastle Hunter Valley NSW (Job# 200014195)  
Be an integral part of this exciting pharmacy team.
- **Pharmacist** - Great South Coast - 350kms West of Melbourne (Job# 200011076)  
Beachside location and a flexible roster on offer to suit you and your lifestyle.
- **PIC** - WA Coast - 4 hrs to Perth (Job# 200014262)  
Family business - boutique pharmacy - accommodation with ocean view.

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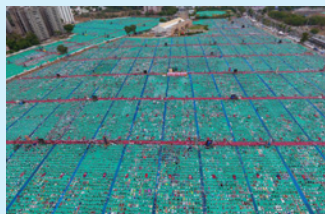


## Dispensary Corner

**THERE** was lots of serenity in India yesterday, where about 300,000 people participated in the world's largest yoga session.

International Yoga Day coincides with the northern hemisphere summer solstice, and yoga leader Baba Ramdev posted a photo on Twitter (**below**) of hundreds of thousands of yoga mats lined up in Ahmedabad.

Other records set by attendees included the highest number of people performing simultaneous downward facing dogs at multiple locations.



**YET** again, only in America.

A woman from Houston, Texas is grabbing headlines this week after undergoing plastic surgery so she looks more like US First Lady Melania Trump.

According to an update on the website of surgeon Franklin Rose, "Claudia" has had a nose job, a breast reconstruction after cancer surgery, a "mommy makeover" including a tummy tuck, liposuction and brazilian buttock lift and eyelid lift, along with some Botox, fillers and injectable treatments.

"I want to feel like the First Lady that I know I am inside," she said.

"Melania for me illustrates power and strength; she is our First Lady and I am looking forward to more closely resembling her and becoming a better version of me".

## ACT pharmacists to vax

**THE** ACT Pharmacist Vaccination Standards were amended this week to enable appropriately trained pharmacists to administer the diphtheria, tetanus, a-cellular pertussis (dTpa) vaccine to adults without a prescription.

Minister for Health and Wellbeing Meegan Fitzharris said allowing pharmacists to give the whooping cough vaccine was an important initiative that would help prevent the spread of the dangerous and highly contagious infection.

"This announcement further highlights the importance of ACT pharmacists in providing essential community health services for Canberrans," Fitzharris said.

"The amendments will see the ACT join Victoria, Queensland and the Northern Territory in enabling pharmacists to vaccinate people against whooping cough and influenza as public health initiatives," she added.

ACT Guild president Amanda Galbraith said, "This is a very

positive step that will benefit adult patients in Canberra and add to the value community pharmacists are providing in the local health system."

ACT pharmacists will need to comply with additional training, administration and record keeping requirements as set out by the chief health officer before they provide vaccination services.

Pharmacists are not currently permitted to provide vaccinations to people aged less than 18 years or pregnant women.

Galbraith explained, "Patients can be assured that ACT pharmacists who administer vaccinations will comply with additional training, administration and record keeping requirements as set out by the Territory's chief health officer."

"Improving consumer access to vaccines and vaccination services helps to improve health outcomes across our community."

"Vaccination in community pharmacies by trained pharmacists has well and truly arrived," she said.



## Win with Aromababy

This week Pharmacy Daily and Aromababy are giving away five Eczema Care Kits including Pure Baby Moisture Cream 125mL, Pure Baby Wash 150mL and best selling Barrier Balm.

Aromababy offers a comprehensive selection of natural and organic products for mother and child, all of which are free from dairy/goatsmilk, sulphates and parabens. Aromababy's best seller Barrier Balm is now available in 2 convenient sizes. Gift-with-purchase, free samples, testers, training and product for Maternal and Child Health Nurse available to pharmacy. Email [info@aromababy.com](mailto:info@aromababy.com) or call 03 9464 0888 for more information.

To win, be the first from TAS or VIC to send the correct answer the question to [comp@pharmacydaily.com.au](mailto:comp@pharmacydaily.com.au)

Aromababy offer some products without essential oils (ie unscented/fragrance free). Why is this?

Congratulations to yesterday's winner, Richard Marotti from SA Health.



## Events Calendar

**WELCOME** to *Pharmacy Daily's* events calendar, opportunities to earn CPE and CPD points.

If you have an upcoming event you'd like us to feature, email [info@pharmacydaily.com.au](mailto:info@pharmacydaily.com.au).

**28-30 Jul:** PSA17; Hyatt Regency, Darling Harbour, Sydney; for details see: [www.psa17.com](http://www.psa17.com)

**5-9 Aug:** Medici Capital Pharmacy Snow Business Conference 2017; Mt. Buller, Victoria; register your interest here: [www.medicicapital.com.au](http://www.medicicapital.com.au)

**6-12 Aug:** Pharmeducation Pharmacotherapy Update; Cable Beach Club Resort, Broome; details here: [www.pharmeducationbroome.com](http://www.pharmeducationbroome.com)

**1-3 Sep:** Pharmacy Connect; Hilton Hotel Sydney; register here: [www.pharmacy-connect.com.au](http://www.pharmacy-connect.com.au)

**10-14 Sep:** 77th FIP World Congress of Pharmacy and Pharmaceutical Sciences 2017; Seoul, Republic of Korea; register here: [www.fip.org](http://www.fip.org)

**24-28 Sep:** 2017 Pharmacy Alliance Members' Forum; Palazzo Versace, Gold Coast; register here: [www.pharmacyalliance.com.au](http://www.pharmacyalliance.com.au)

**17-19 Oct:** World Self Medication Industry General Assembly 2017; ICC Sydney; registrations opening soon: [www.wsmiga2017.com](http://www.wsmiga2017.com)

**26 Oct:** CMA Annual Conference and Industry Awards; Sydney; details here: [www.cmaustralia.org.au](http://www.cmaustralia.org.au)

**26-28 Oct:** Pharmacy Assistant National Conference; QT Gold Coast; for details see: [www.pharmacyassistants.com](http://www.pharmacyassistants.com)

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Part of the Business Publishing Group.

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