

Chemist Warehouse in Sigma sights

SIGMA Healthcare yesterday warned that a plan by My Chemist/ Chemist Warehouse (MC/CW) to source products from an alternate supplier could hit the Sigma bottom line by as much as \$10 million this year (**PD** breaking news).

The company confirmed the launch of legal action against the key customer, saying it had been in ongoing discussions with Chemist Warehouse in relation to aspects of its current Supply Agreement with the group, and had made offers of mediation and binding arbitration which had been rejected.

"As a satisfactory resolution has not been reached, Sigma has now decided to commence legal proceedings against MC/CW," the company announced.

Sigma maintains that under its agreement with the retailer MC/CW is not entitled to acquire products from another CSO wholesaler, with the company seeking "declarations and injunctions for specific performance of the agreement".

"If MC/CW acts in accordance with their stated intention, the impact on Sigma's EBIT is expected to be approximately \$5m-\$10m per annum," the company said, along with a warning that ongoing legal costs would also impact earnings.

"Sigma values the relationship with MC/CW and will continue to provide operational support to MC/CW in accordance with the terms of the current Supply Agreement which runs to June 2019," the formal ASX statement added.

Health tenders

THE Department of Health has called for tenders for management advisory services to conduct the five-year review of the Health Star Rating system as well as a tender for strategic planning consultant services to support immunisation activities nationally through Primary Health Networks.

The latter will be expected to develop strategies "to address under-vaccination in target populations" among other things.

Visit tenders.gov.au for details.

AFT rides Maxigesic wave

AFT Pharmaceuticals yesterday announced its financial results for the year ended 31 Mar 2017 with total income increasing 8% to \$70.8m, although operating losses increased from \$8.9m in 2015/16 to \$14.8m this year.

Australian revenue grew by 19% to \$37.1m and this market now makes up 54% of total income, while Maxigesic sales more than tripled from 22 million tablets to 74 million.

The product is now licensed or under distribution agreements in 112 countries and is being sold in eight territories: Australia,



Brunei, Italy, New Zealand, Serbia, Singapore, United Arab Emirates and the United Kingdom.

AFT increased investment in R&D by 38.0% to \$11.6m with sinus nebuliser NasoSURF completing Class I Medical Device registration in US and clinical studies in Australia/NZ under way.

Skin therapy Pascomer has earned Orphan Drug Designation from the FDA as well as the European Medicines Agency (EMA).

The board says it expects AFT will "significantly narrow its losses in FY2018 and return to profitability during the FY2018/FY2019 period", dependent on Australian sales growth and licensing agreements in territories such as the US & Europe.

PharmaTrack launch

UNISYS Corporation has announced the launch of PharmaTrack, new software that combines "leading security, advanced data analytics and compliance technology in a single, unified platform to provide life sciences and healthcare companies enhanced visibility and oversight of the entire global pharmaceutical supply chain and thus help combat theft and counterfeit drugs".

As a global IT company with a focus on security solutions, Unisys says "this newest addition to the Unisys ActiveInsights suite of solutions arose from an overlap of industry needs between two industries in which Unisys has deep domain expertise: life sciences and healthcare, and travel and transportation".

According to the World Health Organisation, dangerous counterfeit drugs make up more than 10% of the drug market worldwide while supply chain theft, and materials erroneously compromised by poor environmental quality controls, can cost manufacturers billions of dollars annually and likewise put patients' health at risk.

PharmaTrack can help secure the supply chain using Unisys' cross-platform analytics to "identify and pre-empt fraudulent activity, issuing immediate alerts when product authentication fails".

See more at unisys.com.

Jen Morris joins NPS

MELBOURNE-BASED consultant, health writer, science researcher, speaker and consumer advocate Jennifer Morris (**pictured**) has been appointed to the NPS MedicineWise Board as a non-executive director.

NPS MedicineWise chair, Peter Turner welcomed Morris' appointment noting that "her research work on consumer perspectives across many aspects of healthcare will bring valuable perspectives to the board".

"As a guest lecturer and science writer, Jennifer has experience raising community awareness about healthcare quality and safety issues," Turner said.

"Throughout her career she has encouraged public discussion about maximising the benefits of healthcare for all."

Morris, who joined the Board on 19 May 2017, succeeds Christine Walker who is retiring as a director after two terms of three years each, with accolades around her advisor role and other contributions to NPS MedicineWise during her tenure.



Survey - why CPD?

PHARMACISTS are invited to share their thoughts on using continuing professional development (CPD) plans through a 5-10 minute survey and contribute to research at the Queensland University of Technology.

CLICK HERE for the brief survey.

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Dispensary Corner

CITY living may have 101 conveniences but it could also be ruining people's health.

King's College London and Duke University researchers studied 2,000 18-year olds in major cities of England and Wales.

They found 34% experienced symptoms like hearing voices and experiencing paranoia between the ages of 12-18 years.

Factors like a heightened biological response to stress and a lack of trust between neighbours and high levels of threat in the neighbourhood were seen as key factors to getting schizophrenia.

Some teens even believed spies were watching them or their food was poisoned.



HOT dayum!

Welsh fruit grower Mike Smith had no idea his novelty chilli pepper called 'Dragon Breath' would blow peoples socks off, so much so that it could burn and close up people's airways.

It rates 2.48 million units on the Scoville scale of hotness - blowing the previous world record of 2.2 million units out of the water.

Smith is stoked with his creation and has applied to Guinness World Records for the title of world's hottest chilli.

Scientists at Nottingham Trent University believe the oil from the chilli could be used as an alternative to anaesthetic in developing countries or for those allergic to anaesthetics.

Sod turned on new PSA home

THE start of construction for a new, state-of-the-art building to be a modern pharmacy hub was officially launched in Canberra yesterday by Federal Assistant Health Minister Dr David Gillespie for the Pharmaceutical Society of Australia (PSA).

Situated in Deakin close to Parliament House, Federal Government departments and other national medical organisations, new Pharmacy House will help empower the PSA "to pursue its vision of improving the health of Australians through excellence in pharmacist care".

Pictured above are Gillespie together with PSA national vp Michelle Lynch and PSA ceo Dr Lance Emerson turning the first sod to mark the commencement of construction of the new building (artist's rendition also **pictured**).



Lynch said the impressive building would honour PSA's past and present achievements as well as embodying the exciting future for all pharmacists in Australia.

"Pharmacy House will be more than just a building; it's part of a drive into the future for all pharmacists who are the most accessible healthcare professionals in Australia.

"Importantly, PSA

will retain the name Pharmacy House and the location will be on the same site as the original Pharmacy House built in 1984, which was built thanks to the generosity of members," Lynch added.

The new home will incorporate a members' lounge and multi-functional boardroom, as well as a display of donated historical pharmacy artefacts.



Win with australis

This week Pharmacy Daily and Australis are giving away each day a Midas Touch Serum Primer.

Illuminate skin from within with the new Australis Midas Touch Serum Primer that will help you prep and prime skin to achieve a natural and healthy glow. With flecks of gold and a splash of honey, sweep this serum over your face to feel refreshed, hydrated and ready for the day. The water based formula is lightweight and ensures a natural look, and also contains Vitamin E and Gardenia Flora Extract to help soothe and brighten your skin tone. For more information head to www.australiscosmetics.com.au.

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



What are the benefits of the primer?

Congratulations to yesterday's winner, Donna Delgado from Woodlake Village Pharmacy.

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