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Today's issue of PD

Pharmacy Daily today has two pages of news plus a full page from **Corum Health Services**.

GPs ramp up turf war

DEFENDING their own income, GPs are crying foul over pharmacists conducting simple health checks, according to a report by *Fairfax* media.

The Royal Australian College of GPs (RACGP) is urging the public to stay away from the "free and simple" offerings from pharmacies.

The Pharmacy Guild of Australia issued a statement urging the RACGP to focus on what is best for patients, working collaboratively with all health professionals including pharmacists.

The Guild said the attacks by the RACGP are regrettable and unnecessary, with most pharmacists working closely with their GPs, so that "we can all be making the best possible contribution to our health system".

Pharmacist prescribing closer

A **FORUM** hosted last week by the Pharmacy Board of Australia has proposed the next steps in allowing pharmacist prescribing in Australia, including identifying legislative changes in various jurisdictions "to allow pharmacists to prescribe under relevant models".

The day-long session included stakeholders from across the profession including hospital and community pharmacists, health department representatives, state and territory pharmacy authorities, consumer representatives and education providers.

According to a Pharmacy Board communiqué issued on Fri, discussions explored "the potential expanded role of pharmacists in prescribing in order to contribute to supporting access to medicines in Australia".

Participants noted that in Australia non-medical prescribing had already been successfully extended to dentists, optometrists, podiatrists, midwives and nurse

practitioners under various models.

"Prescribing by pharmacists is an established component of practice in a number of countries, including New Zealand and the United Kingdom," the Board said.

Thoughts and opinions were shared on three models of non-medical prescribing proposed by the 2013 Health Professionals Prescribing Pathway Project which include autonomous prescribing, prescribing under supervision, or prescribing via a structured prescribing arrangement.

"Under each model the prescriber, no matter their profession, must recognise and prescribe according to their competence for their scope of practice, in accordance with legislative authorisation and with a collective approach to patient care," the Board summarised.

A further report detailing discussions on the day and further action to be taken will be published by the Board in coming weeks, the communiqué confirmed.

Bathroom promotion

IT'S time for pharmacy to give everyday bathroom products the in-store support they deserve, Pharmabroker sales gm Geoff Lovell said in a company release.

Lovell identified items such as shampoos and conditioners, liquid hand and bar soaps, shower gels, tooth-paste and brushes as well as shaving equipment and disposables.

Given that these items are used every day by all members of the family, they can be "customer draw cards if displayed off location and in volume," he said.

The current trend with pharmacy catalogues is to put vitamins or gender/age-specific items at 50% off on the front page, which only appeals to certain demographics, while bathroom items appeal to all.

Dispensary profit is taking a hit so start developing your front-of-shop business by giving greater emphasis on the bathroom basics, Lovell said.



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Dispensary Corner

NECESSITY is the mother of invention, so they say, and the creators of a new pedal-operated toilet lid lifter believe the gadget may be necessary to save some relationships from disaster.

The device is the brainchild of the parents of Billie Jo Ropiha, who more than 20 years ago had such a huge argument about her dad leaving the seat up that he created a foot-pedal operated seat lifter which has been used by the family ever since.

Last year Ropiha decided to commercialise the so-called 'Kiwee Lifter' and is now in the process of manufacturing using modern cost-effective methods.

She believes the system "will save marriages" and is also likely to help improve hygiene in public toilets and corporate bathrooms.



EVERYTHING is bigger in America - including cholesterol levels, which may be linked to a record cheese stockpile.

A recent report from the US Department of Agriculture has found US stocks of cheese are at their highest levels in over a century, with cold storage holding more than 630 billion kg.

Apparently the glut is in part related to better cow genetics meaning they produce more milk - and perhaps an awareness that eating macaroni and cheese every day may not be so good for you.

Sigma maps 'clearer future'

SIGMA has opted out of an extension to its current Chemist Warehouse and My Chemist (CW/MC) distribution agreement due to expire end Jun 2019, saying the decision "provides a clearer future" for the company and shareholders.

EBOS has announced this morning it has been awarded the tender for a five-year supply agreement for more than 400 CW/MC stores in Australia (**PD** breaking news).

Both parties expect to enter into a deal to take effect from 01 Jul 2019 with a further potential three-year extension.

EBOS estimates that sales to the Chemist Warehouse group stores will generate about \$1 billion in revenue in the first year of the agreement.

EBOS Group ceo John Cullity said "to be selected as a trusted partner by Chemist Warehouse Group reinforces our capital investment strategy and reflects the efficiencies we have made over a number of years to our operation".

Sigma noted that its current contract with Chemist Warehouse runs through to June 2019, but discussions "have reached the

Universal flu vaccine

CSL vaccine-focused offshoot Seqirus has revealed it is joining The Human Vaccines Project, a nonprofit public-private partnership intent on "decoding the immune system to improve human health" with special emphasis on developing a universal flu vaccine.

stage where the proposed terms for a contract extension could not be agreed.

"We made it clear at the start of the negotiations that we would only enter into a new contract if it made commercial sense...we are not prepared to risk significant shareholder funds without adequate and sustainable returns," said Sigma ceo Mark Hooper.

Sigma has also revised its profit guidance to an underlying EBIT of about \$75 million for 2018/19 and between \$40m and \$50m for 2019/20, reflecting a "continuation of softer market conditions".

New drug summaries

THE June edition of *Australian Prescriber* has a few three- to four-minute reads summarising five new drugs in Australia: guanfacine hydrochloride for attention deficit hyperactivity disorder, atezolizumab for non-small cell lung cancer, ocrelizumab for multiple sclerosis, palbociclib for breast cancer and silodosin for benign prostatic hypertrophy.

Access at nps.org.au.

Win with Dreambaby®

Each day this week Pharmacy Daily and Dreambaby® are giving readers the chance win the new Dreambaby® aqua-coloured Ezy-Toilet Trainer Seat plus Herbert the Turtle Room & Bath Thermometer valued at \$34.90.

Bathroom skills including toilet training take patience. Thankfully Dreambaby® has developed a range of products to make these tasks easier including this clever Trainer Seat that fits snugly into your regular toilet seat to make it smaller, more comfortable and reassuring for little ones. Made from sturdy plastic, it can be detached and easily cleaned. www.dreambaby.com.au or call 02 9386 4000.

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

What colour is Dreambaby®'s Ezy-Toilet Trainer Seat?

Check here tomorrow for today's winner.



Weekly Comment

Welcome to **PD's** weekly comment feature. This week's contribution is from Nivi Kent, Locum Recruitment Consultant at Raven's Recruitment.



Recruitment Consultant at Raven's Recruitment.

How to be the best possible Locum

AS A locum you are working across so many different pharmacies, so we have put together a few tips on ensuring you can be the best possible locum:

- Making a good first impression is very important. If the pharmacy has a dress code, make sure to follow it.
- Even though your locum role is a casual commitment, make sure not to cancel your booking last minute. It is always handy to note your booking in a diary, calendar or pop up reminders.
- It would be a great idea to get your immunisation certificate - lately owners have been asking for it more.
- Be flexible to the workplace: everyone has their way of doing things, but when you are a guest in a new environment it helps to follow the policies & procedures of that specific store.
- It is certainly not a good idea for a locum to be using their mobile phone for personal reasons during work hours.
- Be confident in your skills & don't be afraid to use them and vice versa by learning from your colleagues at the pharmacy.

For more tips on how to be a fantastic locum, please give us a call to receive a copy of our brand new Raven's Locum Pack.



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