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Rural pharmacy forced out of business

RURAL Western Australian town, Mount Magnet, is set to lose its sole pharmacy after being locked out of a contract to supply a local indigenous health service.

In a post on the Mount Magnet La Croix Pharmacy's Facebook page, the owners apologised to the community saying "we did our best to avoid this, but we have been experiencing serious financial difficulties, especially in the last couple of years, which made the business unviable".

Speaking on the *ABC's Mornings with Glenn Barndon* last week, co-owner, Michel Ibrahim, said challenges recruiting pharmacists combined with the local Federally-funded medical clinic, the Geraldton Aboriginal Medical Service (GAMS) refusing to negotiate its medication supply contract with the pharmacy forced the closure.

"In Mt Magnet the doctors' surgery is run by GAMS," he said. "GAMS chose to source its

medication from Geraldton, which is around 340km from Mt Magnet and they didn't give us a chance to provide the medication for the town.

"There was no tender.

"We tried to talk to them and since the first day we started business about six and a half years ago but we couldn't get a straight answer except that GAMS has always sourced its medication from Rangeway Pharmacy and they've been doing business with them for years and there's no need to change."

Mt Magnet Shire President, Jorgen Jensen, told the *ABC* the closure of the pharmacy was likely to delay access to medicines, warning patients would have to wait two to four days for medicines that had previously been available immediately from the pharmacy.

"It's going to end up being quite a large impact," he said.

"It doesn't just affect Mt Magnet. It affects Cue to a degree and



more so Sandstone.

Jensen also questioned the lack of a tender process for the GAMS medicines supply contract.

"I just think it's a Government-funded entity and you would expect that periodically every three or five years there would be procurement contracts put out so the market continually gets tested," he said.

"I know from a local government point-of-view we obviously handle government money, we're obliged to do that on a regular basis and that's how it should be."

Today's issue of *PD*

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

Statins still tops

ATORVASTATIN and rosuvastatin have again topped the lists of the most commonly prescribed Pharmaceutical Benefits Scheme (PBS) and Repatriation PBS drugs on the basis of both the defined daily dose per 1000 population per day and by prescription counts, according to this year's *Australian Prescriber* analysis.

Top 10 PBS/RPBS drugs by cost to the tax-payer, excluding rebates, are dominated by biologicals, with hepatitis C drugs and retrovirals also taking some spoils along with new anticoagulant Eliquis (apixaban) from Pfizer.

[CLICK HERE](#) for the latest edition of *Australian Prescriber*.

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Pharmacists & RA

THE role of the pharmacist in helping manage patients living with rheumatoid arthritis is essentially a collaborative one, according to an excellent summary article published in *Drug Topics* - drugtopics.com.



Weekly Comment

Welcome to Pharmacy Daily's weekly comment feature. This week's contributor is **Marta Stybowski**, pharmacist and General Manager, Pharmacium.



4 things to ask yourself when thinking of a refit

IT'S December! – and as we wrap up 2019 my whiteboard list of '2020 projects' is starting to take shape. What will be on your 2020 list? For those considering a facelift for their businesses the following 4 areas are a good place to start the thinking.

What do you want your business to be?

Think about your passion – this is what will drive you and keep you on track (even in the tough times). If you have a keen interest in complimentary medicine, compounding or particular range of services how can you hero these in your business?

What are your opportunities?

Who are your competitors? Your customers? Research provides you evidence on where to focus the competitive positioning of your business – which can guide your refit decisions e.g. can you grow a sustainable DAA operation and what space would that require?

What is your budget?

Consider the look and feel that fits your strategy: Premium modern? Clean and clinical? Basic? Research realistic refit costs in your area to achieve those objectives within your budget.

How are you going to achieve your vision?

It's great to want to focus on e.g. services – but do you have the right resources? Be clear on how you will use the new space to its maximum potential.

Clarity of vision and an evidence based strategic plan will ensure the refit meets your business objectives and provides an ROI.

Pharmacist cut CVD risk

PHARMACIST-LED interventions can play a key role in preventing cardiovascular disease, new research reveals.

A study published in the *British Journal of Clinical Pharmacology* last week found pharmacists embedded in a general practice setting were able to deliver effective patient education, medication reviews and medication management programs, which researchers said "can be pivotal in preventing heart-related illnesses".

The researchers from the University of Birmingham's School of Pharmacy and Institute of Applied Health Research found patients who received a pharmacist-led intervention saw reductions in their systolic blood pressure, blood sugar levels and LDL-cholesterol.

Researcher, Abdullah Alshehri, said the study showed pharmacists were able to deliver cost-effective care with improved patients outcomes.

"The evidence presented in this review provides an important



message to health systems and policy makers regarding the effectiveness of general practice-based pharmacists' interventions," he said.

"The significant reductions in blood pressure, blood glucose, and blood cholesterol reported in this meta-analysis, if sustained in clinical practice, could have significant implications for managing hypertension, diabetes and dyslipidaemia that could prevent cardiovascular morbidity and mortality.

"This will benefit health organisations by providing cost-effective care associated with greater control of patients' conditions and their medications."

Win with Plunkett's

Everyday this week Pharmacy Daily and Plunkett's are giving away the pictured prize pack valued at over \$60.

Aloe Barbadensis 'Natures medicine plant' is renowned for its soothing, cooling and hydrating properties. Plunkett's Aloe Vera is fragrance and colour free and contains pure certified organic Aloe Vera extracted from Aloe Barbadensis Leaf – rich in vitamins, minerals, amino acids and anti-oxidants to restore dry and damaged skin all year round. Visit: www.Plunketts.com.au for more.

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

Name one use for Plunkett's Aloe Vera.

Check here tomorrow for today's winner.



Dispensary Corner

PHARMACISTS may need to visit their local travel agents to pass on some helpful tips to clients booking trips overseas, after a NSW-man was detained for five days by authorities in Bali, over a prescription medicine he was carrying.

Former Royal Australian Air Force veteran, Michael Petersen, was visiting the Aussie holiday Mecca with his wife to celebrate her birthday.

However, the trip got off to a bad start when authorities discovered he had 87 dexamfetamine sulfate pills in his possession, and took him into custody.

Petersen was prescribed the treatment for a long-term neuromuscular condition, but did not have a medical certificate with him.

On his release Petersen thanked his doctor and pharmacist for providing the information required to liberate him from the local constabulary's cells.

Petersen has urged tourists heading to Bali to go to the Department of Foreign Affairs and Trade's Smart Traveller website for advice about taking medicines overseas.



90 Day Fight Back Plan



If your business is getting knocked around, get fighting fit in 90 days!

Don't be knocked around when a heavyweight enters your ring, we can help you go the distance and create a solid community pharmacy business strategy for your business.

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The instigo **90 Day Fight Back Plan** gives your pharmacy both the training plan and the specialist trainers to get you ready to rumble in retail, marketing and professional services. We will use the following winning combinations to ensure you have the right plan in place to knock your competition out (or help you get off the ropes!).

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Contact **Lea Bauckham** at **02 9248 2614** or **lea@instigo.com.au** for more information

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