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Over the last 107 years, Sigma has evolved into Australia's largest retail pharmacy offering. We're a powerhouse of six standalone retail pharmacy brands with a solution for any pharmacy owner, including those who wish to remain independent. By joining the Sigma family you'll have immediate access to an integrated suite of proven tools to help you build a better business, as well as a world-class wholesale service. We are focused on growth and Sigma has the market power and breadth of brands to give you the best pharmacy solutions on offer. We've recently reshaped and invested in our business to support forward-looking pharmacists, who are ready to embrace a modern pharmacy retail landscape and run a better business. If you're a progressive pharmacist who wants a starring role within Sigma, we'd love to hear from you today.

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Today's issue of PD

Pharmacy Daily today has three pages of news plus a front cover wrap and a full page from Sigma Healthcare.

TGA's NCEs for 2018

THE Therapeutic Goods Administration (TGA) has posted its full list of prescription-only new chemical entities (NCEs) approved for marketing in Australia in 2018.

Each year the regulatory body approves around 40 NCEs. See details at tga.gov.au.

Corporate flu vax to save \$\$\$

TERRYWHITE Chemmart (TWC) has announced new partnerships with a number of Australian companies in a bid to fight the rise in absenteeism and create healthier and more productive workforces.

Employers are bracing themselves for potential repeat productivity losses this flu season with many employees again expected to take multiple sick days to recover from the ubiquitous illness.

Absenteeism currently costs the Australian economy about \$7 billion, while the cost of presenteeism (where employees are sick on the job) is approximately \$34 billion through lost productivity.

TWC CEO Anthony White said businesses that invested in their employees' health by joining the TerryWhite Chemmart Corporate Flu Vaccination Program had more engaged workers and less absenteeism.

"Employers are seeing that a healthy workforce is not just a

PSA CEO Graham Catt resigns

AFTER only nine months in the role, Pharmaceutical Society of Australia (PSA) CEO Graham Catt (pictured) has resigned, in the wake of two other recent high profile industry resignations.

Last Friday David Quilty resigned from the Pharmacy Guild of Australia after six and a half years (PD 25 Feb) and Richard Henfrey, CEO of Australia's largest complementary medicines



company Blackmores, also decided to step down after 18 months in the role (PD breaking news Tue).

Catt had taken over from Lance Emerson who had held the leadership position for three and a half years (PD 29 Mar 18).

Wishing Catt the best for his future, the Board also said, "To ensure a seamless transition and certainty for our members and stakeholders, Dr Shane Jackson has been appointed as interim CEO and Belinda Wood appointed as Deputy CEO."

To fulfil the role, Jackson has said he would step down from the Board in the interim.

The Society of Hospital Pharmacist of Australia (SHPA) CEO Kristin Michaels acknowledging Quilty's and Catt's contributions, said she has recommitted to strategic partnerships with Australia's pharmacy organisations, in this week of leadership changes.



benefit to employees but can lead to greater economic return, with 47% of companies now offering workplace wellness programs".

Under the TerryWhite Chemmart Corporate Flu Vaccination program, corporate partners receive coded flu vaccination vouchers to distribute to their employees, with employers only paying for vouchers redeemed.

Employees can book their vaccination online by going to terrywhitechemmart.com.au.

Sigma flying high

SIGMA Healthcare is a leading Australian full-line wholesale and distribution business to community and hospital pharmacy.

Boasting the largest pharmacy network in Australia, with more than 1,200 branded and independent stores, the company offers six stand-alone retail pharmacy brands.

This creates options to suit any pharmacy style, even those wishing to remain independent.

Sigma offers an integrated suite of proven tools to help build a better, more sustainable business, focused on growth.

See the front cover wrap and full page advertisement from Sigma Healthcare for more details.

Biologics for CVD?

BIOLOGIC therapy in patients with severe psoriasis may also improve coronary-artery plaque characteristics, new work published in *Cardiovascular Research* has demonstrated.

See academic.oup.com.

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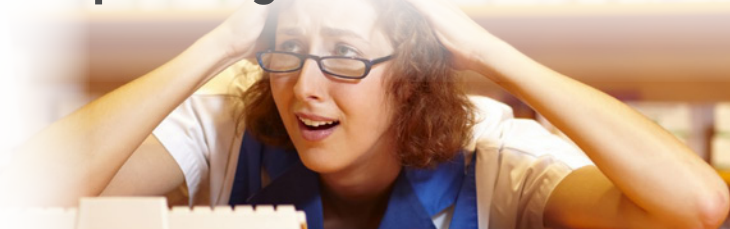
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Multivitamins fail

RESEARCHERS from the universities of Oxford and Southampton in the UK looked at 64 multivitamins and found only 25%-36% provided the correct dose of 400 IU, *BBC News* reports.

The Royal College of Paediatrics and Child Health (RCPCH) said the research was "highly concerning" and products were "misleading parents".

They recommend checking the dosage on the labelling of supplements.

The researchers looked at multivitamins and vitamin D supplements marketed at children aged under 12 and sold at Asda, Morrisons, Ocado, Sainsbury's, Tesco, Boots, Holland and Barrett, Lloyds Pharmacy and Superdrug and found:

Vitamin D in the UK is important to prevent children from suffering with rickets, which affects bone growth and can lead to deformities.

The main source of vitamin D is sunshine but it is hard to get enough in the UK in autumn and winter.

Fake meds peddler

AN INVESTIGATION by the UK's Medicines and Healthcare products Regulatory Agency (MHRA) has led to the seizure of approximately 60,640 doses of unlicensed medicine, including 2,200 doses of generic Tramadol late last year.

The haul was estimated to be worth more than £60,000.

Peppino Fiori is a repeat offender and is subject to a confiscation order of £158,159.09 or risk a further 18 months custody.

Priceline beauty promotion

PRICELINE Pharmacy has announced it is launching new, complimentary express beauty services that will be offered in all stores.

This will see trained Priceline Pharmacy Beauty Advisors offer customers services inspired by seasonal hair and makeup trends.

Priceline is also targeting fashion-focused customers through an exclusive fashion collaboration with Australian designers Misha Collection and Finders Keepers.

Bringing fashion and beauty together and highlighting the long-term sponsorship of the Virgin Australia Melbourne Fashion Festival (VAMFF), Priceline Pharmacy has partnered with the designers to create a limited edition designer cosmetic bag that will be available in all 475 stores across the country.

The Pharmacy chain's top 20 Beauty Advisors have been selected from a pool of over 650 across the country to work alongside Makeup Director Sarah Laidlaw and Hair Director Kenneth Stoddart backstage at VAMFF next month.

General Manager Tamalin Morton emphasised how these new initiatives will bring value for pharmacy store owners.

"New initiatives that drive consistent foot traffic into stores are essential to Priceline Pharmacy," Morton said.

"The designer collaboration and new in-store express beauty services



aim to engage customers we may not have connected with before, outside of VAMFF, and also aim to cement Priceline Pharmacy as the ultimate beauty destination in Australia."

The limited-edition designer cosmetic bags will be available online and in all Priceline Pharmacy stores from today and the express beauty services will be available in stores also from today.

VAMFF will kick off on 01 Mar.

Pictured are models displaying hair and makeup trends along with designer cosmetic bags.

TGA sartin recalls

THE Therapeutic Goods Administration (TGA) advises consumers and health professionals that it is investigating the potential contamination of 'sartin' blood pressure medicines.

Angiotensin receptor blockers are a class of medicines that is used to treat hypertension - they include valsartan, irbesartan, candesartan, losartan and olmesartan.

Internationally, a number of these medicines have been identified as having unacceptable levels of impurities, specifically N-nitroso compounds.

First identified in Jul 2018, in product manufactured at a specific Chinese site, the contamination scare has now broadened to include more 'sartin' products, although risks are thought to be "very low" - see tga.gov.au.

"The actual health risks depend on dose and will vary from person to person," the TGA said.

TGA advises consumers not to cease their medication without consulting their GP or pharmacist.

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Dispensary Corner

ESCAPE hatches on submarines are set to become bigger for the British Royal Navy to cater for sailors getting fatter over time.

That's right, the one-time bastions of sea defence appear to have relaxed its weight standards, an issue recently highlighted at Westminster by an irate Lord McColl of Dulwich.

He pointed out the navy is not the only branch of the military widening its scope of entrants either, with Britain's fighter planes also having to be fitted with modified ejector seats because pilots were getting heavier.

While we're not sure if the Brits will soon be installing escalators to replace stairs and stationing golf carts around the decks of its ships, we sure hope their submarines are able to surface under the weight of the changes.



MOBILE phones continue to be the scourge of physical exercise, with the trend of dispensing with activity for scrolling through apps like Instagram omnipresent.

One theme park that tried to take a stand against smart devices has been forced to reverse a decision to ban mobile phones from its roller coaster.

Ohio's Cedar Point amusement park had banned mobiles from its Steel Vengeance ride after multiple people lost their phones on its high-speed four inversions. Does it now have free wi-fi?

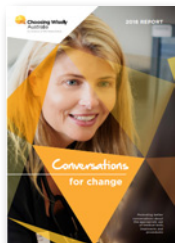
Unnecessary healthcare costs

HEALTH professionals have cited challenges in accessing patient information from other clinicians as a common reason for requesting unnecessary medical tests, treatments or procedures, according to a new report from Choosing Wisely Australia.

In survey findings published today in the *2018 Choosing Wisely Australia Report: Conversations for change*, 54% of GPs, 61% of specialists and 36% of health services reported that difficulties accessing information from doctors in other settings, including results, was a key reason for requesting unnecessary healthcare.

Other causes identified included patient expectations, potential for medical litigation and uncertainty of diagnosis as common factors behind low-value healthcare.

NPS MedicineWise CEO Steve Morris said, "The appetite for reducing unnecessary tests, treatments and procedures is strong among Australia's health professional bodies, in primary and



specialist care and in our hospitals.

"This year's report showcases perspectives from healthcare providers, consumer health organisations and researchers who are leveraging Choosing

Wisely to address the overuse of medical tests and overdiagnosis of health conditions in Australia," Morris explained.

"Improving communication across different care settings and empowering consumers to be active partners in their healthcare can help overcome barriers to optimal care."

Visit choosingwisely.org.au to access the report.

Vax loophole to close

NSW Health Minister Brad Hazzard has pressed the "urgency button" to push through legislation removing an "inconsistency" in the law around vaccination requirements for Indigenous children enrolled in day care.

Win with Dreambaby®

Each day this week Pharmacy Daily and Dreambaby® are giving readers the chance to win Dreambaby's new PEE-POD FROG URINAL valued at \$24.95 plus the Dreambaby® Stroller Fan valued at \$12.95.

The PEE-POD FROG URINAL is at last a toilet training tool especially designed for boys. It's the perfect way to introduce toilet training. Complete with spinning target to develop aim, the urinal attaches quickly to the bathroom wall with suction cups, and can be easily removed for cleaning. It's fun frog design helps to encourage toilet training. www.dreambaby.com.au or call (02) 93864000.

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

How does the Dreambaby® Frog Urinal attach to the wall?

Congratulations to yesterday's winner, Catherine Chiu.



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 *Travel & Cruise Weekly*.

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GUESTS of Viking Cruises can save up to \$3,600 on the ever popular iconic Grand European River Cruise.

Staterooms are selling fast and this has to be the best value offer to explore Europe's gorgeous waterways.

Prices start at \$4,995 pp for certain departures through Jul to Sep this year -book before 31 Mar - **CLICK HERE** for more.

Fly free to Galápagos with Lindblad

LINDBLAD Expeditions-National Geographic has made it easier than ever for travellers to visit the stunning natural oasis that is the Galápagos with the launch of an incredible fly free offer available until 30 Jun on select 2019 departures.

Trips start from \$9,120 pp for 10 days - offer is only valid on select departure dates between the 06 July and 09 Nov 2019.

Call 1300 363 055 & **CLICK HERE**.

Who are we?

Sigma Healthcare is a leading Australian full-line wholesale and distribution business to community and hospital pharmacy. We have the largest pharmacy network in Australia, with over 1,200 branded and independent stores. Sigma also has an expanding presence in the hospital pharmacy services and other healthcare service adjacencies.

What we do

- ✦ We help pharmacy owners run better businesses.
- ✦ We help provide connected solutions to customers nationwide.

Our philosophy

We believe that healthy pharmacy partnerships support healthy communities.

How you will benefit from partnering with us?

- ✦ Choose the best solution for your business from the most comprehensive retail platform
- ✦ Plan your future and run your business with confidence by accessing our industry experience and connections
- ✦ Be assured that you are backed by our team of industry experts and our buying power

To be a part of something better call Peter on **0413 050 635**
or visit **sigmahealthcare.com.au/change**

