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Today's issue of PD

Pharmacy Daily today has two pages of news plus full pages from:

- Pharmacy 4 Less
- Sigma Healthcare

MHR coaching session

PHARMACISTS are invited to participate in a series of free interactive workshops designed to help them get the most out of My Health Record (MHR) as a tool to support better patient care and health outcomes.

The Pharmaceutical Society of Australia and the Australian Digital Health Agency have partnered to create and run the workshops between Mar and May.

Visit my.psa.org.au to register.

Biktarvy PBS funded

GILEAD Sciences says it welcomes the Government's decision to fund Biktarvy on the Pharmaceutical Benefits Scheme (PBS) S100 (Community Access) from 01 Mar.

Biktarvy is a triple combination HIV therapy containing Descovy (emtricitabine and tenofovir alafenamide) with the novel INSTI, (bictegravir).

Visit tga.gov.au for the PI.

Pharmacy brokers merge

PHARMACY business and finance broking company AP Group, operated by Managing Director Rob Whelan and IF Business Broking, operated by Managing Director Ian Fedrick have officially announced their merger 01 Mar 2019, creating the country's largest pharmacy brokerage business.

The combined businesses will trade under the AP Group banner and according to both MD's, best practice from both organisations will be adopted to present one improved national offering.

The amalgamation places the new and improved AP Group as a clear market leader in the space.

Whelan said, "Increasingly customers are demanding access to a national stock offering, a larger pool of buyers and expert local knowledge."

"It boils down to achieving faster sales, better prices and an improved customer experience."

"Bringing AP Group and IF Business Broking together helps deliver that for our customers."

Fedrick commented, "IF Business Broking have been a long-standing leader in the northern states, while AP Group have traditionally been strongest in the southern states."

"The merger combines two like-minded business and will result in better-outcomes for our customers."

Since its inception as a pharmacy business brokerage in 2011 AP Group has grown significantly, adding a finance broking service in 2013 and legal practice in 2016.

Whelan highlighted that the breadth of offering allows AP Group to manage all aspects of the sale process thus shortening time to settlement.

Last chance for APP

APP 2019 GOLD COAST CONVENTION & EXHIBITION CENTRE 7-10 MARCH

ONLINE registration for the Australian Pharmacy Professional Conference & Trade Exhibition (APP2019) closes tomorrow 06 Mar.

Registrations can still be made onsite after this time but will incur a \$50 late fee.

See details of programming and exhibitors and complete your online registration for APP2019 at appconference.com.

Willach changing of the guard

PHARMACY dispensing and shelving systems specialist company Willach has announced the appointment of Meg Brideson (nee Hurley) as the new Country Manager for Australia and New Zealand, effective 01 Apr 2019.

The current Managing Director John Koot (pictured with Brideson) will step down from his position effective 31 Mar, and will hand over the day-to-day responsibility for the Australasian business to Brideson at that time.

Koot will remain as a Non-Executive Director of Willach Australia and will continue to



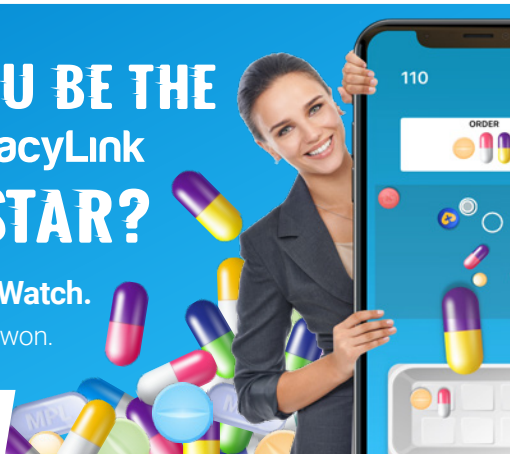
consult across the industry.

Brideson's professional career saw her rise from pharmacy assistant to senior sales and marketing positions with Chemmart, Symbion and Ansvr Insurance.

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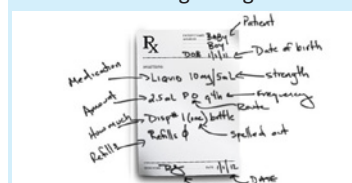
Dispensary Corner

APPARENTLY we all crave the human touch; it's proven.

No surprise perhaps but the science is in - a recent study found that when restaurant diners read menus with healthy food options printed in a typeface that appeared handwritten, they were more likely to believe that the food was better for their bodies, made of better ingredients, and prepared with more care than similar items printed in machine-style fonts.

Assistant Professor of Hospitality Management at The Ohio State University Stephanie Liu said, "The handwritten typeface conveys love, and that sense of human touch feels even more salient".

Can pharmacy owners convey the sentiment with the right font? Maybe, but scripts could become unintelligible again.



NOW that marijuana, especially medical marijuana, is becoming more available worldwide, fake product is becoming a new threat.

Some of the marijuana products sold by Southern California stores are loaded with banned toxic chemicals that could damage people's health, according to an *NBC4 I-Team* investigation.

Last July, California legislated against a long list of toxic pesticides from marijuana sold by retail businesses.

Ah, for the days when aspirin was just laced with marijuana!

TWC unveils growth plans

AUSTRALIA-WIDE pharmacy group TerryWhite Chemmart (TWC) announced it intends to accelerate its plans for growth with the unveiling of an "innovative new marketing campaign and a series of significant strategic partnership programs" to bolster local pharmacy growth.

CEO Anthony White shared the company vision at the TWC annual State Network Meetings, attended by more than 600 pharmacy owners and staff in Perth, Adelaide, Melbourne, Sydney, Hobart and Brisbane this week.

"The next 12 months will see significant growth for TerryWhite Chemmart," he said.

"Our new brand campaign will be launched to the public this month and will differentiate TerryWhite Chemmart as the market leader for quality service, customer care and

great value, as well as emphasising the important chemistry between our pharmacists and their customers.



"We will focus on building significant partnerships with major companies to drive new customers to

our pharmacies," White said.

EBOS Group CEO John Cullity told members at the meetings that EBOS would support and accelerate the execution of TWC's growth and development strategies.

Other initiatives announced revolved around delivering stronger signature health campaigns, simplification of operations and a stronger focus on the TerryWhite Chemmart Private label.

Pictured are L to R: Symbion CEO Brett Barons; EBOS CEO John Cullity; TerryWhite Chemmart CEO Anthony White and TerryWhite Chemmart COO Duncan Phillips.

Guild Update

Guild Pharmacy of the Year

THE Guild Pharmacy of the Year will be announced on Thursday at the opening plenary session of APP2019.

The award, conducted annually by the Pharmacy Guild of Australia, recognises pharmacies that are leading the way in providing innovative and optimal healthcare for members of their community.

This is the 20th year the award has been presented and it has become a highlight of APP.

The award is presented to one of the winners in the categories of Excellence in Community Engagement, Excellence in Business Management, and Excellence in Professional Innovation.

A spokesperson for the judging group, pharmacist Nick Panayiaris, Pharmacy Guild of Australia National Councillor and President of the South Australian Branch of the Guild, said the pharmacies vying for the title were outstanding in their development and adoption of innovative approaches to building viable business around the delivery of an increasing number and range of services to patients.

"They have redefined how they look and how they operate while never losing sight of the importance of maintaining a close relationship between the community and their business," he said.

Win with Banana Boat

Everyday this week Pharmacy Daily and Banana Boat are giving away a Simply Protect prize pack including the Banana Boat Simply Protect Sports Lotion 180ml (RRP of \$16.99) and Banana Boat Simply Protect Kids Lotion 180ml (RRP of \$16.99).

NEW Banana Boat Simply Protect provides the same trusted UVA/UVB SPF50+ protection and is made without Oxybenzone. With no added oils or fragrances and 25% fewer ingredients*, Simply Protect helps keep you protected against the 7 conditions (sun, wind, heat, sand, ocean, sweat, pool). Visit www.bananaboat.com.au to find out more.

*By number vs. Banana Boat Sport Very High Protection Sunscreen Lotion SPF 50+.

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

Banana Boat Simply Protect is tested for how many hours water resistance?

Congratulations to yesterday's winner, Andrew Topp.



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APP 2019

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Speaker
Feras Karem
CEO Pharmacy 4 Less

Pharmacy Optimisation

Sponsored by Pharmacy 4 Less
2.30pm – 3pm Saturday 9th March
meeting rooms 5-7
Speaker
Andy Buckle
Director of Retail & Supply Chain KPMG

For more information contact David on 0412 550 618
David@pharmacy4less.com.au

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