



## Today's issue of PD

*Pharmacy Daily* today has three pages of news including our weekly **Health & Beauty** feature plus a full page from **Pharmacy 4 Less**.

## Salaries creeping up

**PHARMACISTS'** personal income is on the rise, according to the 2018 University of Technology Sydney (UTS) Pharmacy Barometer.

The annual pharmacy report found 52% of pharmacists earn between \$40 and \$50 an hour, a 3% increase on the proportion of pharmacists in that category compared with the 2017 barometer.

However, 2% of pharmacists surveyed reported earning less than \$30 an hour, down from a figure of 6% in 2017.

The barometer found 30% of pharmacists received a pay increase in 2018, higher than the 21% reported in 2017.

UTS Head of Pharmacy, Professor Kylie Williams, said, "This is a good start to recognising the valuable contribution to healthcare provision, however there is room for further wage growth".

Professor Williams added that one in five pharmacies now employs a pharmacist dedicated to providing professional services funded by the Sixth Community Pharmacy Agreement (6CPA), adding that pharmacists involved in the provision of professional services were generally in the higher wage bracket.

The results were in line with the outcomes of *Pharmacy Daily's* recent salary survey (PD 06 May).

## Pharmacy confidence rising

**PHARMACY** owners' confidence in the future viability of the profession is on the rise, the 2018 University of Technology Sydney (UTS) Pharmacy Barometer reveals.

Speaking at the launch of the Barometer yesterday, UTS Head of Pharmacy, Professor Kylie Williams said sentiment in the profession was "overwhelmingly neutral", but owners appeared to be more confident about the future than their employees.

The Barometer found more than a third of pharmacy owners reported they were optimistic, while a further 61% said they were "neutral" in their expectations for the future.

"Owners are much more positive than either the managers (20.9%) or the employee pharmacists (22.1%)," Professor Williams said.

"Interestingly the managers (9.1%) are almost twice as pessimistic than either the employee pharmacists (5.5%) or the owners (4.8%)."

Barometer expert panel member and CEO of Montrose Pharma, Adjunct Professor John Montgomery, suggested pharmacy managers' negative sentiment (9.1%) reflected "the burden of management of change".

UTS Pharmacy School, National Academic Advisory Committee member, Brendan O'Loughlin, added "there's a lot of stress that gets passed to managers," which may influence their pessimism about the future.

"Cost cutting and management of price disclosure falls to that level,"

O'Loughlin said.

The Barometer's overall reading of 99/200 reflected a neutral sentiment across the profession, however, former Pharmaceutical Society of Australia President, Warwick Plunkett said it showed a movement towards a positive outlook for pharmacy.

"I would see those figures as showing a trend of slightly more optimism than pessimism in terms of the future," he said.

"We're moving out of that [negative sentiment] and that's probably reflective that we're coming towards the end of the Sixth Community Pharmacy Agreement (6CPA), [and] the 6CPA has done well for pharmacy compared to what they thought was going to happen five years ago, and it's reflected in this, but there's still uncertainty of what's going to happen in the 7CPA and beyond."

## Intern portal launched

**PHARMACY** recruitment specialists, LocumCo is introducing a new free portal to help link pharmacy owners with interns.

The free service has been set up following discussions with the National Australian Pharmacy Students' Association (NAPSA), to help connect interns with owners.

Owners and hospital pharmacy managers will be able to list their intern positions on the LocumCo website using the new portal, while final year pharmacy students will be able to apply for roles by uploading their CVs and cover letters, and LocumCo will pass the information between owners and prospective interns.

LocumCo founder Sue Muller said the service was being offered free of charge, "as a way of giving back to the industry".

See further details of the service at [locumco.com.au](http://locumco.com.au).

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\*New from Ego Pharmaceuticals.

References: 1. Australian Medicines Handbook (online). Dermatological drugs. Tables: Comparison of potency and uses of topical corticosteroids [Internet]. 2018 [cited 2018 July 25]. 2. Dermatology Expert Group. Therapeutic Guidelines: Dermatology, version 4. Dermatitis: Atopic dermatitis. Therapeutic Guidelines Ltd [Internet]. 2018 [cited 2018 July 25]. 3. Kloxema Cream Approved Product Information, 12 September 2017. Before recommending please review full Product Information [here](#).

## MedAdvisor-Zuellig deal

**LISTED** digital medicines management company MedAdvisor and healthcare services group Zuellig Pharma have announced they have finalised the formation of a Singapore based 50:50 joint venture establishing a new entity called ZP MedAdvisor Pte Ltd (ZPM).

Zuellig Pharma's \$US13 billion business provides healthcare services to over 350,000 medical facilities (pharmacies, medical clinics, hospitals) across Asia, and works with more than 1,000 clients, including the top 20 pharmaceutical companies in the world.

The new entity, ZPM, will see the MedAdvisor software licensed to the JV so it has exclusive access to the medication management products and technology solutions for eight markets in the Asia region.

Under the agreement, Zuellig Pharma will market to its network of pharmacies, medical clinics and its top 20 global pharmaceutical manufacturer clients.

Additionally, Zuellig Pharma will work with existing manufacturer clientele to run adherence programs through ZPM.

ZPM's initial launch efforts are to be focused on the Philippines and Malaysia with other markets identified for subsequent rollout.

MedAdvisor CEO Robert Read

commented: "I am delighted that the initial formation of our joint venture with Zuellig Pharma has been completed.

"The strong partnership is based on a shared purpose to improve patient health.

"MedAdvisor's global technology platform combined with Zuellig Pharma's network and client reach will be a formidable combination and the formation of this joint venture with a company of Zuellig Pharma's size, reach and reputation represents a strong validation of MedAdvisor's global reputation as a leader in its field."

John Davison, CEO of Zuellig Pharma, added his support and respect for the MedAdvisor systems.

### Gance denies IPO

**CHEMIST** Warehouse chairman, Jack Gance, told *The Australian* a public float is not a priority for the privately-owned pharmacy giant.

He says Chemist Warehouse stores boast an average turnover of \$12m, so the company is in a strong position to finance its growth strategy without raising capital from investors.

Gance added that vitamins, minerals and infant formula were currently the main growth drivers for Chemist Warehouse outlets.



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## Queensland a "negative disruptor"

**PHARMACISTS** should receive funding and support to improve medicines use, but prescribing should not form part of their scope of practice, the Royal Australia College of General Practice (RACGP) believes.

Following the NSW Government's decision not to back calls to introduce a Queensland-style trial of pharmacist prescribing, RACGP Board chair, Associate Professor Charlotte Hespe, urged a nation-wide debate on pharmacist prescribing.

Hespe described Queensland as a "disruptor" and questioned the value of the trial.

"There's no problem with disruption in healthcare if it means a better system for our patients but, unfortunately, I don't see that increasing the pharmacy scope of practice is in any way designed to improve patient care," she said.

"It is a business model.

"I am not anti-pharmacist. Let's get pharmacists doing what is in their scope of practice and get government to fund that, instead of argy-bargy over what is already done well.

"We've been strongly advocating at all times that we don't see it is in the best interests of patient care to divide the provision of primary healthcare services into pharmacy.

"I'm fully supportive of the role of pharmacy in primary care, and fully acknowledge the vital role pharmacists play in medication management and decreasing the significant number of preventable hospitalisations due to medication errors," Hespe said.

"But we need to strongly understand the need to stay in the scope of practice...[Prescribing] fits in general practice. It does not fit in pharmacy," she concluded.

### Software webinar

**THE** Therapeutic Goods Administration will host a webinar on 17 May covering its recent consultation on proposals to amend the regulation of software, including Software as a Medical Device - register at [tga.gov.au](http://tga.gov.au).

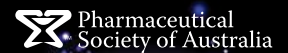
## Theranostics boost

**AN EMERGING** area of science called theranostics, combining molecular level diagnostics and therapy, is set to get a leg up from a \$5.1m research partnership, announced yesterday by the national science agency CSIRO and cancer care provider GenesisCare.

The project aims to develop new therapies to beat some of the most fatal and difficult-to-treat cancers affecting Australians, using agents that act like 'homing missiles' to find and latch onto target markers on cancer cells, the CSIRO said.

In the science of theranostics, cancer cells' unique signatures can be used to develop specific molecules that can attach and identify them for targeted radiation therapy.

The techniques are proving encouraging in prostate cancer and neuroendocrine tumours.



## PSA19

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## Win with PURE Papaya

Everyday this week Pharmacy Daily and PURE Papaya are giving away the NEW PURE Papaya Glow valued at \$24.99.

PURE Papaya Glow is face oil for overnight skin renewal that will revitalise & nourish your skin while you sleep. This light oil is made with Papaya Oil and Jojoba Oil. Papaya Oil is derived from the seeds of the Papaya Fruit. The seeds are rich in enzymes, omega fatty acids and vitamins to help nourish and gently renew your skin. This product contains NO petroleum, preservatives, castor oil or palm oil and is made using a vegan friendly formula. Visit [Purepapayacare.com.au](http://Purepapayacare.com.au) to find out more.

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## Dispensary Corner

**YOU'VE** heard of a menstrual cup, but this is taking it to a whole new level.

A bar in Ohio in the USA has made headlines after the launch of a controversial menstruation-themed cocktail.

The "Even Can't Literally" (pictured) is a blood-coloured berry margarita - and instead of a miniature umbrella it is garnished with a tampon applicator.

It's the brainchild of bartender Sarah Krueger, who said she created the tippie as a fundraiser for a domestic violence centre and to raise awareness of women's health issues.



**THERE'S** outrage in both the sporting and health spheres today, after a woman who tried to break the Guinness World Record for running a marathon dressed as a nurse (yes - that's a thing!) was knocked back because she was wearing scrubs, not a skirt.

Jessica Anderson, a nurse at the Royal London Hospital, ran the London City Marathon last Sun in her work clothes.

However Guinness World Records insisted that for the achievement to be officially recognised she should have worn a blue and white dress, apron and traditional nurse's cap.

"Their definition is so outdated," Anderson told *Runner's World*.

## Health, Beauty and New Products

Welcome to our weekly promoted feature with all the latest health, beauty and new products for pharmacy.

Suppliers wanting to promote products in this feature should email [newproducts@pharmacydaily.com.au](mailto:newproducts@pharmacydaily.com.au)

### New Creamy Matte Lipstick

Nude by Nature **Creamy Matte Lipstick** has just won a swag of accolades from a trial team of 100 females aged 16-34. It is a creamy matte lipstick with full colour coverage and smooth comfortable wear. It is highly-pigmented and richly formulated with active natural ingredients including, vitamin E and the native Australian Kakadu plum to help provide antioxidant defence. Conditioning mango seed butter, castor oil and unique moisturising microspheres deliver superior performance and comfort. Free from carmine, petroleum waxes, silicones, coal tar dyes, or any synthetics. This absolute success product is now available in 10 shades to suit every occasion

**Stockist:** 1300 366 147

**RRP:** \$22.95

**Website:** [www.nudebynature.com.au](http://www.nudebynature.com.au)



### Oil Free Moisturiser for Men

Iconic brand Natio brings to market its special dermatology offering for men. Designed to suit men under 35 years prone to skin oiliness and unsightly spots, this non-greasy formula improves skin elasticity, corrects oil balance and eliminates shine. Natio for Men **Oil Free Moisturiser** works to soothe the skin after assault by scorching sun, cold dry weather or shaving. This dynamically ideal moisturiser is infused with 100% pure essential oils which infuse to hydrate and retain moisture, without the obvious tell-tale skin gloss. This Natio for Men product is suitable for normal to oily skin types.

**Stockist:** 03 9415 9911

**RRP:** \$13.95 for 100g

**Website:** [www.natio.com.au](http://www.natio.com.au)



### Touch of Silver Brightening Shampoo

Provoke **Touch of Silver Brightening Shampoo** is a hair shampoo enriched with an active violet pigment to neutralise brassiness in blonde hair and treat yellow tones, fading and dullness in grey hair. It also enhances silver tones in white hair, and prolongs the time between salon visits. The result is bright, vibrant hair with gloss. Use twice a week to protect colour and build shine. Brighter results are visible after one wash. For best results, use the Pre-Toning Primer before use and follow with the Intensive Conditioner.

**Stockist:** major wholesalers

**RRP:** from \$4.95 for 50mL to \$19.95 for 500mL

**Website:** [www.provokehaircare.com.au](http://www.provokehaircare.com.au)



### Roll On Deodorant Men by seabamed

sebamed **Roll On Deodorant Men** is a men's anti-perspirant roll-on deodorant that reduces sweat and underarm odour. The dermatologist-developed, dermatologist-tested alcohol-free formula is pH balanced to keep skin healthy. It deeply soothes the skin, and supports the skin's natural barrier to protect against pollutants and keep skin healthy. Specially formulated for sensitive skin, sebamed Roll On Deodorant Men is free of alcohol, aluminium salts and preservatives. He can remain confident day and night with this comfortable designed-for-men product.

**Stockist:** 02 8709 8800

**RRP:** \$7.99

**Website:** [www.sebamed.com.au](http://www.sebamed.com.au)



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