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Today's issue of PD

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

Gov ups vax push

THE Commonwealth Department of Health is increasing its efforts to boost childhood vaccination rates to its target of 95% for children under five years of age.

As part of a national push the eight-week 'Get the facts' campaign will feature TV and online ads designed to educate parents and carers about the need to vaccinate on time to strengthen immunity.

Pharmacists can access promotional materials including posters, brochures and videos, through the Childhood Immunisation Education Campaign **WEBSITE**.

7CPA talks ongoing but options open

NEGOTIATIONS over the Seventh Community Pharmacy Agreement are continuing, a Pharmacy Guild of Australia spokesperson says, despite suggestions that minimal progress has been made on a number of issues since talks began last year.

With the clock running down to the end of the 6CPA on 30 Jun, Federal Health Minister, Greg Hunt, could refer issues around pharmacy remuneration to the Pharmaceutical Benefits Remuneration Tribunal (PBRT).

Pharmaceutical industry publication, *BioPharmaDispatch*, noted that under the National Health Act, Section 98BAA, the PBRT has the role of setting PBS remuneration for pharmacists, if the Department of Health and the pharmacy profession fail to reach an agreement.

Key issues which are believed to be stumbling-blocks for negotiators include the \$1 discount on Pharmaceutical



Benefits Scheme (PBS) prescriptions, which pharmacists can offer to patients, and 60-day dispensing, which pharmacy owners believe would threaten the viability of their businesses.

BioPharmaDispatch has also claimed Government spending on the 6CPA is set to come in significantly under budget, creating a debate over how much funding should be allocated to the 7CPA.

Speaking at the Guild's Parliamentary Dinner in Canberra in Sep, Hunt said he hoped a new remuneration model would be developed for the 7CPA to deliver certainty over how much would be spent over the course of the Agreement (*PD* 11 Sep 2019), saying it would be "remuneration you can bank on".

Hunt also pledged to deliver a simplified payment process for pharmacies.

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Ego the science of healthy skin
Reference: 1. Data held on file at Ego Pharmaceuticals Pty Ltd.

Calendar improvements

Resources Section updated

GuildCare NG



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New Chair for MedAdvisor

FORMER Xero Australia Managing Director, Chris Ridd, has been appointed as the new Non-Executive Director and Chair of digital medication management company, MedAdvisor.

In a statement to the Australian Securities Exchange (ASX), MedAdvisor announced Ridd as outgoing Chair, Peter Bennetto's successor.

MedAdvisor CEO, Robert Read, said Ridd brings "extensive experience as a tech leader with a track record of scaling high growth businesses".

Ridd currently holds Non-Executive Director positions with three private equity backed technology businesses.

Corum highlights new product rollout

LISTED pharmacy software provider, Corum Group, says it has made significant progress in the last six months to position the business favourably in the market, with an enhanced product suite and improved organisational capability to facilitate growth.

The company's revenue for the half-year to 31 Dec 2019 was just over \$5 million, a decrease of 14.3% on the prior period, with turnover in the Health Services division declining \$603,000.

Corum's underlying operating result swung into the red, with the company recording a loss of \$322,000, compared to the previous corresponding period where its underlying result was a \$319,000 profit.

However the statutory result, a net loss after taxation and goodwill impairment of \$304,000, was an improvement on the \$2.29 million loss in 2018 when the company wrote off goodwill.

Some of the drop in sales during the first half of the 2019/20 financial year was due to longer timeframes for implementation of the new Corum Clear Dispense platform with contracted customers.

"Sales of Corum Clear Dispense were below expectations," the company noted.

Highlights of the six months included substantial software investment, including \$700,000 spent on upgrades to existing platforms, along with \$1.4 million on the development of Corum Clear Dispense and Corum Clear Enterprise.

Corum Clear Dispense was integrated with LOTS POS to make the platforms perform seamlessly



together, while there were a number of broader Corum Clear Dispense integrations with third party products along with ongoing feature improvements driven by feedback from users.

The company also developed Android versions of legacy mobile platforms, and continued to support the LOTS suite of products with functionality enhancements and third party integrations.

Corporate developments included the signing of a Heads of Agreement with Pharmacy Alliance to supply solutions for both the company's head office as well as member pharmacies, and the completion of a \$3.66 million capital raising to strengthen the balance sheet and "enable Corum to invest for the future".

Corum also completed contractual negotiations with BMM Group Administration (**PD** 24 Sep 2019), the company led by Feras Karem and Assad Karem, who also own the Pharmacy4Less group.

The BMM deal will see the businesses collaborate on the joint development of Corum Clear Head Office, a cloud-based enterprise product, "development of which is progressing well," Corum said.

Corum noted that it was also still owed \$2.7 million by the PharmX joint venture, which is the subject of a dispute between some of the other unitholders (**PD** 06 Jan).

The Pharmacy Guild/Telstra-backed FRED IT Group, Mountaintop Systems and the parent company of Simple Retail, are also part of the PharmX ordering platform, with the Supreme Court ruling that the business must distribute dividends despite two members of the PharmX Unit Trust using their combined votes to block payments.

Corum said "the relevant unitholders involved, post the favourable Supreme Court of Victoria ruling in favour of releasing the unpaid revenue, are currently engaged in mediation, after completion of which payment is expected".

Looking forward, Corum said it was focused on the ongoing integrations and upgrades to Corum Clear Dispense to facilitate a faster market rollout, as well as the phase one launch of Corum Clear Enterprise.

The capital funding received will also allow the company to seek growth opportunities, Corum said.

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 antioxidants to restore dry and damaged skin all year round. Visit: www.Plunketts.com.au for more.

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

What is Aloe Barbadensis also referred to as?

Congratulations to yesterday's winner Bec Higgins

Guardian top for consumer satisfaction

GUARDIAN Pharmacy has taken the top spot in the Roy Morgan Annual Customer Satisfaction Awards for 2019.

Having topped the monthly satisfaction survey for eight months, the Sigma Healthcare-owned banner had effectively

sealed the 2019 award by the end of Aug (**PD** 25 Sep 2019).

Sigma's Head of Guardian Pharmacy, Kurt O'Brien, said the award win was testament to the group's hard-working teams and their commitment to their communities.

PBS listing

FEDERAL Health Minister, Greg Hunt, has today announced immunotherapy, Imfinzi (durvalumab) will be listed on the Pharmaceutical Benefits Scheme (PBS) for the treatment of lung cancer from 01 Mar.



Dispensary Corner

PHARMACY business gurus have been trying to flush out the sale of products that are widely available elsewhere and a recent coronavirus-inspired armed robbery in Hong Kong, may provide an incentive to ditch toilet roll.

Since the outbreak of the virus began, residents of the city have been stockpiling loo paper of varying quality and ply thickness, while concerns over potential supply chain issues stemming from factory slowdowns in mainland China, have sparked concerns over shortages.

This prompted an enterprising trio of 20-somethings to investigate some blackmarket opportunities in flogging toilet roll.

The three men, armed with knives, sporting caps and face masks, held up a delivery truck at a supermarket in the Mong Kok neighbourhood, threatening the driver before making off with 600 rolls worth \$325.

Time magazine has reported that two of the trio have been arrested, with the less than loocrative stash being found in a nearby guesthouse.

Hong Kong Government officials have rejected suggestions there is a shortage of the household essential.



Pharmacy must change

PHARMACISTS working in the US are being set up for failure, American Pharmacists' Association CEO, Thomas Menighan, believes.

In a letter to *The New York Times*, responding to an article in which a number of pharmacists expressed concerns over working conditions placing them at an increased risk of making dispensing errors (*PD* 03 Feb), Menighan said there was an urgent need to change the country's pharmacy model.

"The current system sets pharmacists up to fail," he said.

"The weight of the potentially dire consequences of filling the wrong prescription or missing dangerous drug interactions is crushing pharmacists, personally and professionally.

"The solution comes from taking a hard look at how pharmacies are

Immerse yourself in Myanmar on a river cruise

Read how in the Summer edition of *Travel & Cruise Weekly*

Travel & Cruise Weekly

reimbursed and who profits from inadequate patient care.

"Pharmacy benefit managers make piles of money with no proof they serve patients.

"They say they keep prices and premiums down but fight efforts to demystify how they achieve this.

"If it's not greedy, let's see how it works.

"If it really helps patients, tell us how.

"But they won't. It's indefensible.

"Patient safety must always remain a priority.

"We need change now."

MEANWHILE Australian pharmacists who may be experiencing stress or anxiety as a result of concerns over their workload, can contact the Pharmacists' Support Service on 1300 244 910.

Juicy TGA fine

THE Therapeutic Goods Administration has highlighted a \$37,800 fine paid by multi-level marketing firm The Juice Plus Company Australia Pty Ltd, following three infringement notices issued for alleged advertising breaches relating to vitamin products.

The TGA alleged the advertisements did not comply with requirements, because they promoted the products for conditions not permitted for the medicine, and also in relation to health professional endorsement of the products.

Last year companies trading under the Juice Plus brand were also fined a whopping £1 million by authorities in Italy, over illegal marketing practices mainly via Facebook groups.

NEW PRODUCTS

Suppliers wanting to promote products in this feature should email newproducts@pharmacydaily.com.au

Try the new Kalimna Soaps from the Australian owned brand Kalimna Skincare

Kalimna Skincare is 100% Australian owned and work closely with Aboriginal communities in the Northern Territory. Kalimna stands for Beauty in the Australian Aboriginal language.

Kalimna put a heavy emphasis on local ingredients and their properties giving consumers confidence they are supporting the Aboriginal and Australian communities.

Kalimna's learnt from their Aboriginal partners that ingredients, such as Kakadu Plum, Lemon Myrtle, Wild Rosella an Australian Pink Clay, etc, have been used in their own communities for generations as medicines.

After further research, Kalimna have found staggering results of the positive effects of native Australian plants on the skin and general health. Kalimna soap is 100% natural and handmade and does not contain ANY sort of artificial components including Parabens, Sulphates, Palm Oils and Detergents,

Stockist: via website

Website: www.kalimnaskincare.com.au



Kalimna



According to 2014 report from Prosci¹, projects with excellent **change management** are **six times** more likely to achieve or **exceed their goals** ”

instigö



JOIN US FOR A WEBINAR:

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When:

Wednesday
26th February 11:00am

RSVP:

Friday 21st February
to Mannon@instigo.com.au

Agenda:

- 'Managing Change' Matters
- Leading your team through change effectively
- Motivation and the emotional aspects of change
- Barriers To Change
- Empowering Your Team With Solutions

¹ Best Practices in Change Management, 2014 edition