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Pharmacy rental growth constrained

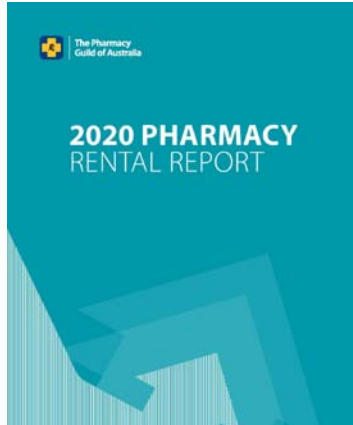
SEVERAL years of hard work engaging with Pharmacy Guild members and their landlords about shop rentals appears to be paying off, according to the newly released *2020 Pharmacy Rental Report* from the Pharmacy Guild of Australia.

The latest results indicate that the efforts were "paying dividends in managing rental and occupancy costs for the pharmacy sector," said *Rental Report* contributor, Phil Chapman of Lease1.

"In 2016 we reacted to the inflation of rental trend through a concentrated education and engagement program," he said.

Guild members reacted and weighed in with information which was collated and used for strategic engagement with landlords.

In 2018 the growth trend observed between 2015 and 2017 was reversed, and this has continued into last year, with average gross rents (base rent + outgoings) only increasing by 0.62%.



Chapman said the figures also indicated that the result for average occupancy cost ratio (gross rent/sales %) had "virtually flat-lined" at 0.4%, which was particularly pleasing because this figure is the "true measure of the performance of the real estate under lease, as it compares the cost of the lease to sales and how the real estate performs for the business".

The outcome was significantly slower growth than the 2% increase in the Consumer Price Index (CPI), while average sales growth also exceeded CPI.

However while the overall average result was pleasing,

Chapman noted that pharmacies located in rural areas experienced a hefty 5.05% increase in gross rents.

"Focus needs to remain on all members, raising the effort with their engagement to landlords in reducing occupancy costs, and a strategy needs to be developed to provide rural members the resources to deliver similar results to the overall *Rental Report* to maintain these positive trends into the new decade," he concluded.

Guild members can now access the full report via the online portal.

Feeling stressed?

A NATIONAL survey of pharmacists, interns and pharmacy students in Australia has revealed the nature and extent of stress in the industry, with half of the respondents reporting dissatisfactions with work-life balance.

Published in the *International Journal of Pharmacy Practice*, the study found those most at risk were aged under 30, and/or with 10 years or less in the pharmacy workforce.

For more info **CLICK HERE**.

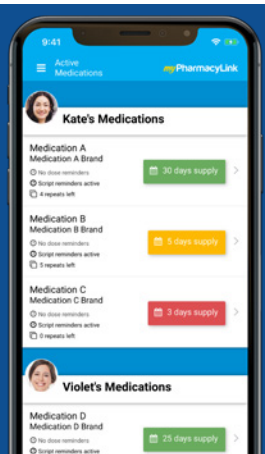
Today's issue of PD

Pharmacy Daily today has three pages of news plus a full page from skinB5.

GuildLink previews its **electronic prescriptions** solution at APP 2020.

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NPS stockpile warning

NPS MedicineWise has urged consumers not to stockpile their regular medicines under the current COVID-19 situation, saying "having more than a month's supply of medicines is generally not necessary and comes with extra costs and medicine safety risks".

In an update issued yesterday, NPS noted that buying and storing more medicines than you need may lead to them expiring, and may also go to waste if dosages and strengths prescribed change.

"Having more medicines in the house increases the risk of them falling into the wrong hands," NPS added, with children or pets potentially taking them by accident, leading to unwanted or dangerous side effects.

NPS MedicineWise also urged people to talk to their GP or pharmacist if they have questions about their medicines or the amount they may need - more online at nps.org.au/coronavirus.

ACT pharmacy awarded

CAPITAL Chemist Chisholm in the ACT has been named the winner of the Excellence in Business Management category in the 2020 Guild Pharmacy of the Year Awards.

Recognised for "a clear focus on the future and the needs of a community pharmacy in a changing environment", the pharmacy will be crowned at the opening plenary session of the Australian Pharmacy Professional Conference & Trade Exhibition on the Gold Coast on Thu 19 Mar at 8.30am.

Capital Chemist Chisholm is the winner of one of three categories, with those awarded for Excellence in Professional Innovation and Excellence in Community Engagement to be named in the coming days.

Spokesperson for the judging group, Pharmacy Guild of Australia

National Councillor and President of the South Australian Branch of the Guild, Nick Panayiaris, said excellence in business management was critical for the future of any pharmacy businesses.

"With this category we are looking at how the pharmacy is run and in particular we focus on areas such business planning/strategy, communication systems with customers and staff, stock control, retail management, marketing, management structure and human resources...we found Capital Chemist Chisholm met and exceeded benchmarks," he said.

"The pharmacy has learnt from its past business challenges such as human resource issues, IT disasters or two recent burglaries."

The Awards are sponsored by Care Pharmaceuticals and QCPP.

APP COVID-19

A **NEW** session on COVID-19 has been added to the lineup at the Australian Pharmacy Professional Conference and Trade Exhibition (APP) 2020.

Set to outline pharmacy-specific information on the subject, delegates will hear from "a senior representative" from Principal Medical Adviser at the Commonwealth Office of Health Protection, Catherine Kelaher, on the matter.

"This issue is placing strain on the health system at all levels and community pharmacy has a vital role to play regarding the continuity of supply of prescription medicines, as well as providing evidence-based health advice to our worried patients," said Conference Convenor, Kos Sclavos.

MEANWHILE Sclavos also confirmed that Chris Bowen, Shadow Minister for Health and former Federal Treasurer, will also speak at APP.

Bowen's session, scheduled for 12.30pm on Fri 20 Mar, will see him present the ALP's position on community pharmacy - more information on APP at appconference.com.

Greg ends Hunt for more masks

AUSTRALIAN health workers dealing with COVID-19 patients will share in an extra 54 million new face masks, as announced by Federal Minister for Health, Greg Hunt, yesterday.

A combination of surgical

masks, P2 and N95 respirators have been secured for the National Medical Stockpile.

Hunt said the masks should be arriving by the end of Apr and would be distributed as required to health care workers.

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Dispensary Corner

THE antioxidants in red wine are claimed to help with a variety of medical conditions, such as inflammation and heart disease, but it's best not to overindulge.

Try telling that to the residents of a small village in Italy who have literally got beautiful Lambrusco vino on tap.

A valve failure at a nearby winery essentially converted their water lines into wine dispensers, meaning taps at local houses were pouring the fizzy red beverage at will.

The winery promptly issued an apology, claiming the wine was ready for bottling and did not pose any hygiene risk.

No need for a sorry - if anyone needs me, I'll be in the tub!



TALK about eating at an old school restaurant!

A man from the UK recently consumed a 14-month old Big Mac to prove he can digest just about anything.

He is predicted to break new ground in what a human can excrete too.

Underpaid and underused

HEALTH systems around the world are failing to get the most out of pharmacists' medicines safety expertise to health care among elderly patients, according to International Pharmaceutical Federation (FIP) CEO, Dr Catherine Duggan (pictured).

Speaking at an event hosted by the International Longevity Centre in the UK last week, Duggan said the profession was not being used effectively when it came to prevention, screening and management of noncommunicable diseases (NCDs), within aged care.

She told attendees that a series of studies had highlighted the benefits pharmacists can provide to both patients living with NCDs and the health service.

"In the context of NCDs, pharmacists use their proven expertise and new technologies to be a valuable part of the multidisciplinary healthcare team, making a unique contribution to



the clinical results of medicines therapy and consequently to quality of life," she said.

"Despite a rise in medication-related problems, pharmacists are under-utilised and inadequately remunerated for their role in delivering and improving healthcare," adding that pharmacists could supplement existing vaccination services to bolster immunisation rates.

Take-home naloxone claims now open

HOSPITAL Pharmacies (Section 94) and approved wholesalers are now able to claim for reimbursement for supplies of bulk quantities of naloxone to Approved Alternative Suppliers.

The initiative is part of a Take Home Naloxone Pilot (PD 26 Nov 2019), which makes the

medication available free to people who are at risk of, or who may witness, an opioid overdose.

The trial will run until 28 Feb 2021 in NSW, SA and WA, with Approved Providers expected to include community pharmacies, hospital-based pharmacies and approved medical practitioners.

Guild Update

Pharmacy Rental Report

THE Guild has released the latest *Pharmacy Rental Report*, a dedicated resource to help our members, community pharmacy owners as well as aspiring owners.

The report is a useful reference and briefing document which can be utilised to support future rental negotiations. The latest report has been updated to reflect the necessary information required by members to assist them in negotiating new leasing arrangements.

With the model of pharmacy undergoing change, managing the cost of doing business for pharmacy owners remains important and occupancy costs are a key component of this.

Pharmacists are the most accessible of all health professionals because they are located in shopping centres and general retail locations which often do not contain other health professionals.

The location of a pharmacy in a centre should be seen as a value-add and the rental report serves to improve relationships between pharmacists and landlords and in addition, to give a greater understanding of pharmacy.

Members can access the report [here](#).



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EDITORIAL

Editor in Chief and Publisher – Bruce Piper

Editor – Nicholas O'Donoghue

Contributors – Jasmine Hanna, Adam Bishop, Myles Stedman, Janie Medbury
info@pharmacydaily.com.au

ADVERTISING AND MARKETING

Sean Harrigan, Hoda Alzubaidi and Isabelle Shelden

advertising@pharmacydaily.com.au

BUSINESS MANAGER

Jenny Piper

accounts@pharmacydaily.com.au

Suite 1, Level 2, 64 Talavera Rd
Macquarie Park NSW 2113 Australia
PO Box 1010 Epping NSW 1710 Australia
Tel: 1300 799 220 (+61 2 8007 6760)

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