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Together we can®

Today's issue of PD

Pharmacy Daily today has three pages of news including our weekly New Products feature, a front cover page from **Pharmacy Sleep Services**, plus full pages from:

- Amcal
- Direct Chemist Outlet

APP goes digital

AUSTRALIA'S biggest pharmacy event of the year will go ahead this year in an online format.

Just days after the Australian Pharmacy Professional (APP) Conference was called off, as a result of concerns over COVID-19, organisers have released a program for an online event featuring 28 hours of content across 44 sessions.

The digital event will run from Thu 19 to Sat 21 Mar, starting with a panel discussion focused on COVID-19.

An update on negotiations for the Seventh Community Pharmacy Agreement will be provided on Fri.

CLICK HERE for the program.

COVID-19 a bitter pill for rental market

PHARMACY owners and managers struggling to meet their rental obligations are being urged to take their heads out of the sand and start talking to their landlords about a strategy to work their way through the coming months as the country braces for the full impact of the COVID-19 pandemic.

Retail rental expert, Lease1 Director, Phillip Chapman, recommended that pharmacy owners let their landlords know how much they can afford to pay and when, and further advise when they will have their battle plan for review and discussion.

"If this approach looks like too much hard work, then retailers need to get help now as time is of the essence to set their business up," he said.

"Not just for survival but to be in a position to thrive once the COVID-19 crisis passes.

"Similarly, landlords need to heed the words of the Prime Minister and step up and play their part ensuring the retail sector gets through these times as well.

"We all have a bitter pill to swallow here but through actioning a plan and collaboration, let's make this pill as small as possible for each of us.



"Let's see some leadership on both sides."

Chapman advised tenants to develop a 10-point plan to tackle the challenges they are likely to face in the coming months:

1. Review Rosters v Trading Hours and create a saving plan (landlords are already advising they will be flexible here).
2. Negotiate with bankers to defer loan payments.
3. Same for equipment and chattel leases, seek to defer.
4. Suppliers, negotiate suitable payment terms and even defer part or all payments for a period of time.
5. Review and remove all non-essential operating costs, for example storage.

6. Defer capital expenditure on equipment, shop refurbishments, etc, and channel funds into the operating costs plan.

7. Compare your numbers on customer counts, sales, gross profit and P & L reports for the same weekly/monthly period this year to last year - be an open book.

8. Review your lease for savings areas such as waiving of annual rent reviews, reduction insecurity/bank guarantee to free up capital.

9. Create a revised sales and cash flow projection to the end of this calendar year making assumptions based on the above savings.

10. Make an appointment with your landlord and discuss where they fit into the battle plan.



GuildLink announces partnership with **PharmaPrograms**



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*Clinical trials available on request





Which oceanview room has the most space?

Travel & Cruise Weekly

Find out more in the Autumn edition of *Travel & Cruise Weekly*

WHO's ibuprofen call

THE World Health Organization (WHO) has reiterated COVID-19 patients should not take ibuprofen without consulting a doctor, as there is ongoing research into possible negative effects on the virus.

Recommending paracetamol instead for self-medicating, World Health Organization spokesman Christian Lindmeier said that while there were no recent studies linking the anti-inflammatory drug with increased mortality rates, the matter was currently being investigated.

The WHO recommendation follows French Health Minister, Olivier Veran's warning against the use of non-steroidal anti-inflammatory drugs (NSAIDs) including ibuprofen for patients with COVID-19.

Medical journal *The Lancet* also recently suggested some drugs, including ibuprofen, might pose a risk for COVID-19 patients who also suffer from high blood pressure or diabetes, with infections potentially worsened by enzyme boosts brought on by anti-inflammatories.

The advice was endorsed by the UK's National Health Service (NHS), who redacted their advice to use



the drug to treat coronavirus, as well as the UK Government's Chief Scientific Advisor, Patrick Vallance, who admitted avoiding the drug would be the "sensible thing to do".

"There is currently no strong evidence that ibuprofen can make COVID-19 worse," advice posted yesterday on the NHS website read.

"Until we have more information, take paracetamol to treat the symptoms of coronavirus, unless your doctor has told you paracetamol is not suitable for you.

"If you are already taking ibuprofen or another non-steroidal anti-inflammatory on the advice of a doctor, do not stop taking it without checking first."

Sigma Pharmacy Alliance renewal

SIGMA Healthcare this morning announced the renewal of its longstanding agreement with the Pharmacy Alliance Group, covering the supply of all pharmaceutical and over-the-counter products.

The new five-year agreement, with a five-year option to extend, is expected to contribute more than \$500 million in annual revenue, with Pharmacy Alliance Group comprising Sigma's largest independent wholesale customer group with a national network of over 700 pharmacies.

An ASX announcement from Sigma also informed of a debt restructuring plan involving the sale and leaseback of its distribution centre network "to release unrecognised value in land and buildings".

The update also noted ongoing action to manage the impact of COVID-19, with MD Mark Hooper saying Sigma was dealing with a big increase in volume, putting "considerable strain on the supply chain".

WIN WITH PLUNKETT'S

Everyday this week *Pharmacy Daily* & Plunkett's are giving away a prize pack including:

1 x John Plunkett's Superfade Accelerator

Serum 20ml and 1 x Plunkett's Aloe Vera Facial Mask valued at **\$29.98**.

Specifically created for those who have mild pigmentation concerns, Superfade Accelerator Serum is formulated with pigmentation reducing technology, containing a powerful blend of BHA, AHAs and Ferulic Acid Cytovectors. Superfade Accelerator Serum exfoliates surface discoloration and lightens sun damaged skin. Overnight improvement from day 1 and clinical results after 28 days of daily usage.

For more info see www.superfade.com.au/accelerator/

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

Check here tomorrow for today's winner.

What type of pigmentation is Superfade Accelerator Serum suitable for?



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Dispensary Corner

AUTHORITIES in France have launched a public information campaign about COVID-19, with the aim of dispelling social media rumours that the disease can be treated with cocaine. It's not sure whether the initial posts were meant in jest, but they quickly went viral, with the French Health Ministry forced to respond on Twitter, saying "No, cocaine does NOT protect against COVID-19...it is an addictive drug that causes serious side effects and is harmful to a person's health". As if a rising tide of coronavirus infections isn't enough for the health system to deal with, officials in France have also been forced to dispel several other rumours, including speculation that using hand sanitiser can cause cancer.

AND in India there's another novel approach to public information about COVID-19, with several of the country's mobile networks replacing ring-tones on outgoing calls with a message about the virus. Vodafone is among operators who have updated their systems with the message, so when calling someone instead of hearing the familiar ring-tone users are instead presented with the sound of someone coughing before an advisory about COVID-19 safety. Although implemented in response to government requests, the message has come in for some criticism for "creating a bit of panic" among already very anxious people.

NEW PRODUCTS

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



*This product image is a representation of Panorama Budawang National park.

Kalimna Lemon Myrtle

A natural anti-bacterial & anti-fungal soap.

The Australian Lemon Myrtle is a flowering tree endemic to the sub-tropical rainforests of Queensland and New South Wales. It has always been considered a high-value plant by the Australian Aboriginal People, used as a healing agent in the treatment of wounds.

Kalimna Lemon Myrtle Natural Soap is created with 100% Australian Lemon Myrtle and all Kalimna Soaps are created with respect and attention to the purity of the ingredients that are used. With each and every soap containing the essence of Australia.

Kalimna works closely with the Aboriginal communities to preserve the spirit of Australia, while also benefiting the people that live off the land, maintaining harmony and balance with man and nature.

Stockist and Website: www.kalimnaskincare.com.au

Keyromar Aerosoft Shoes

Our highly valued products are made proudly in Thailand with very strong and durable material, it is made from polyurethane that aids the durability of the product.

The product is loved by all Australians, recommended by all buyers due to its comfortability. Our products have vastly spread to all Australian States and regions.

Keyromar Aerosoft Shoes are medically supportive for the feet and back, due to the arch support and elasticity. Along with a range of lovely different styles, colours and prints that cater to all tastes while still being comfy, water-proof and slip-proof soles.

Stockist: Contact Basil Boutros P: 0412 990 674

Website: www.ebay.com.au/str/keyromaraerosoftaustralia

Email: basilboutros@gmail.com or keyromar.aerosoftshoes@gmail.com

RRP: Ranges between \$30-35



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