

## Today's issue of PD

Pharmacy Daily today has three pages of the latest news.

## Blackmores joins PharmX ordering

PHARMACIES can now order Blackmores, Impromy and PAW products directly from their point of sale (POS) systems via the PharmX platform.

All associated costs for the PharmX service for these orders will be covered by Blackmores under the new arrangements which went live effective from yesterday.

PharmX, now 100% owned by Corum Group Limited, can be integrated with pharmacy POS systems by contacting POS help desks and requesting that Blackmores account numbers be set up in the platform.

PharmX POS partners include FRED, POSWorks, Minfos, Z Software, Simple Retail & more.

## Pharmacists among first for vaccine

HEALTH Minister Greg Hunt has confirmed that front-line health workers including pharmacists, nurses, doctors, pathologists and aged care staff will be the first to receive a COVID-19 vaccine.

Hunt said the roll-out plan for the immunisation was still subject to approval by the National Cabinet, citing "high confidence" that COVID-19 vaccinations would begin in the first quarter of 2021.

"The evidence on first quarter of 2021 is strengthening and it's likely that new contracts would also involve first quarter delivery, so you know we're thinking March maybe possible," Hunt (pictured) said.

He also laid out Government expectations that everyone seeking to be vaccinated could receive their COVID-19 jab "well within 2021," meaning that Australia's international borders could be open by the end of next year.

CSL is likely to begin manufacturing the Oxford AstraZeneca vaccine this month,



with other deals in the works including an mRNA vaccine and a contract for the University of Qld-CSL vaccine for 51 million units.

Hunt cited new data from Oxford this week which showed the "protective capabilities for older participants in the vaccine programs has been exceptionally good," with further detail on the proposed rollout to come in Dec.

Australia will also support the regional rollout of the COVID-19 vaccine to the Indo-Pacific region.

"We are securing access to COVID-19 vaccines for Australia, the Pacific and Southeast Asia through a range of advance purchase agreements with manufacturers," said Foreign Minister Marise Payne.

As well as supplying safe and effective doses and delivering technical support to regional partners, "Australia will assist with assessment of vaccine safety, efficacy and quality by national regulatory authorities, informed by WHO advice," she added.

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## Sigma executive insider trading charge

**SIGMA** Healthcare GM of Business Development Mergers & Acquisitions, Michael Story, has been charged with two counts of insider trading by the Australian Securities and Investments Commission (ASIC).

Story, whose LinkedIn profile also notes he is Managing Director of the PharmaSave retail pharmacy network, has been accused of disposing of almost 900,000 Sigma Healthcare shares in May and Jun 2018, just weeks before the company announced the end of its wholesale supply agreement with Chemist Warehouse Group (PD 02 Jul 2018).

The announcement saw Sigma's share price plummet more than 40%, with ASIC alleging that at the time he disposed of the

tranches of Sigma shares, Story was "in possession of inside information relating to the status of negotiations to renew the wholesale agreement between Sigma and Chemist Warehouse Group".

The matter is being prosecuted by the Commonwealth Director of Public Prosecutions, with a committal mention hearing in the Melbourne Magistrates Court scheduled for 18 Dec.

On Fri Sigma issued a statement confirming it was aware of the commencement of the proceedings.

"While Sigma is not party to the proceeding, we are taking this matter seriously and will continue to monitor the court process," the company said.

"Sigma has been assisting ASIC

with its enquiries, and no other Sigma employees are under investigation in regard to this matter," the update noted.

"Michael remains an employee of Sigma at this point in time," the company added, saying it was "committed to upholding high standards in corporate governance".

As well as his role with Sigma Healthcare, Story is listed as an investor on the website of pharmacy distributor Heat Group, which also notes his former role as GM for Chemist Warehouse where he was "heavily involved in the development of Chemist Warehouse to be the number one recognised brand in pharmacy".

ASIC noted that the maximum penalty for insider trading is now 15 years in prison.



## Weekly Comment

Welcome to *Pharmacy Daily's* weekly comment.

This week's contributor is **Jerome Yap, TerryWhite Chemmart Network**

**Partner at TerryWhite Chemmart Rostrata, Western Australia.**



### Well structured plan & support

**WHEN** I met with my TWC Business Development Manager for my first 'Joint Partner Plan' (JPP), I was probably a little bit apprehensive – the JPP document looked large and complicated and I was nervous that it might be overwhelming.

When we started though, I quickly eased into the process. The Q&A at the beginning allowed me to reflect on all aspects of my business from my store appearance to communication practices which ultimately formed the basis for 'our' goal setting.

The JPP was structured into broad headings of People, Operations, Customer and Financials providing a clear pathway to set goals and develop actions along a 30, 60 and 90 day cycle. It was a thorough process which produced tangible results.

For example, by increasing our core range compliance and focusing on catalogue execution, I opened up ranging opportunities for my customers resulting in a 14% sales \$ growth and a 20% GP\$ growth in skin care this FYTD and an 82% sales \$ increase and a 74% GP\$ increase in weight management.

The JPP also gave my team a focus on both DAA and TWC Health App growth - both of which have increased customer satisfaction and ultimately improved our service levels.

Running a business doesn't have to be daunting when you have a well-structured plan in place that identifies opportunities which can be realised through a sophisticated and broad range of programs such as what TWC provide.

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## 2021 scholarship programs open

**THE** Pharmacy Programs Administrator is now inviting applications for the 2021 Rural Pharmacy Scholarship Scheme (RPSS) and the Aboriginal and Torres Strait Islander Pharmacy Scholarship Scheme (ATSIPSS).

Applications for the RPSS annual round opened today and will close on 31 Jan 2021, with at least 30 scholarships to be offered for next year.

RPSS funding is only confirmed for one year, with a value of up to \$10,000.

The ATSIPSS annual round also opened this morning and the initial application period will run until 31 Jan, with at least three scholarships up for grabs under the program.

ATSIPSS funding is confirmed for one year at this stage, with a value of up to \$15,000.

Applications can be lodged via the Pharmacy Programs Administrator Registration and Claiming Portal, with prospective students required to register as a new user and then follow the appropriate links at [pponline.com.au](http://pponline.com.au).

## \$800k for BAMM

**CORUM** Group has confirmed it will no longer be issuing 63 million shares to BAMM Group Administration Pty Ltd, the company linked to Pharmacy4Less owners Feras and Assad Karem (PD 01 Jul).

The shares were part of a now-terminated deal seeing BAMM advise Corum on the development of a cloud-based Head Office pharmacy software solution.

In an ASX update on Fri, the company said the revised pact would see the remainder of the development undertaken in-house by Corum.

However "in consideration of the assignment of the development work completed to date and associated IP and the other commercial rights being granted, Corum has agreed to pay BAMM \$800,000 on 31 October 2021, with three further payments of \$400,000 being made annually thereafter," the company said.

BAMM affiliates will remain ongoing customers of Corum on arms-length commercial terms, the company added.





## Dispensary Corner

**AUTHORITIES** in Abu Dhabi are really cracking down on social distancing, announcing pay cuts for anyone in the emirates' public service who dares to shake hands.

The Human Resources Authority of the Emirate of Abu Dhabi issued a new circular last week detailing various disciplinary penalties which aim to combat the spread of COVID-19.

Any employee who shakes hands with others in his or her workplace will receive an official warning the first time, lose a day's salary if they do it again, and then three days' pay the third time.

Anyone who comes to work with coronavirus symptoms will be docked five days' pay, increasing by an additional five days for each subsequent violation of the strict new rules.

**JAPANESE** radical groups are clearly very careful about their health and safety, as evidenced by the interruption of a police raid in Tokyo so that alleged offenders could check the temperature of police officers.

A video of the incident has gone viral, showing a SWAT team trying to saw through the door of the headquarters of leftist group Chukakuha.

At the same time two men exit the building via a side door wearing masks and then hold guns to the heads of the officers - but they are temperature guns, not actual weapons.

Over 100 police were involved - to watch the video [CLICK HERE](#).

## Guild urges emergency dispensing

**THE** Pharmacy Guild of Australia has welcomed recognition of the key role that pharmacies play during natural disasters in the newly released report of the Royal Commission into National Natural Disaster Planning Arrangements.

However Guild President George Tambassis said the report also highlighted the importance of continued dispensing during emergencies, and urged that the measure become permanent.

"The Australian State and Territory Governments introduced a number of temporary measures to address the difficulties in accessing medications during the 2019-2020 bushfires," he noted.

"To assist people who had lost their prescription or were unable to see a doctor, the Australian Government temporarily expanded 'continuing dispensing' arrangements...pharmacists were able to give patients a one-off, standard quantity of an eligible PBS medicine, without a prescription."

"Disasters and emergencies are by definition unpredictable, and we



need to have this facility in place for when it is needed during a crisis," he said.

The 600-page report noted the key role primary care providers such as GPs and pharmacists played during the bushfires, saying they "supported patients and provided continuity of care when local health infrastructure had been disrupted.

"Primary care providers also have a role in ongoing clinical care, as they remain within the community for years after a disaster, managing

its ongoing health effects," the report noted.

It also called for the inclusion of primary healthcare workers, including pharmacists, in disaster planning and management bodies.

Tambassis said making emergency supply measures permanent and nationally consistent would make life much easier for pharmacists.

"It would mean our patients don't have an additional and unnecessary cost, or have to wait for action each time a crisis arises".

## Medadvisor halt

**LISTED** medication adherence specialist Medadvisor this morning had its shares placed into a voluntary trading halt on the ASX, pending the announcement of a "material acquisition" and an associated capital raising.

The company said it expected to release further details later today, while its shares will resume trading later this week or early next week after the institutional component of the offer has been finalised.

## Win with Hemp Oz

Everyday this week Pharmacy Daily and Hemp Oz are giving away the full range of Hemp Herbal Tea plus a glass tea pot worth RRP\$90.00

Your Cuppa Hemp Herbal Tea - This week Sydney based Hemp Oz celebrated a major milestone with the launch of Australia's First Hemp functional Teas. The Hemp Oz Herbal Tea range is inspired by nature and driven by science combining the finest organic herbal medicines with Australian organic hulled Hemp seeds. Hemp Oz teas are a must for boosting the immune, good gut health, reducing inflammation and supporting a great night's sleep.



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