



Mag-Sup

High absorption magnesium

Pharmacy only.

50's PBS & RPBS Listed

Available in 50's, 100's and 250's from Symbion, Sigma, API and CH2.

Always read the label. Follow the directions for use.

Dispensary is the heart of your pharmacy.

Join us for a 30min Webinar to find out how TerryWhite Chemmart is driving **dispensary growth at a rate of 4%** - double the Australian Pharmacy Market.*

REGISTER TODAY

*TWC Script Number Growth Jan – March 2021 vs pcp compared with total PBS subsidised prescriptions FY20 vs pcp



Pharmacists on the brink of burnout

AFTER more than 18 months on the frontline of the COVID-19 pandemic, pharmacists around the world are being pushed to breaking point, Pharmaceutical Society of Australia (PSA) National President, Associate Professor Chris Freeman, warns.

Speaking during a webinar hosted by the International Pharmaceutical Federation (FIP) last night, Freeman warned that "one of the legacies of this pandemic will be some of the mental health issues that we see amongst our health professional colleagues".

"Moving forward we must reflect on how we can preserve the mental and physical health of our healthcare professionals, including pharmacists," he said.

"Around the world pharmacists are on the brink of burnout, because of how long they've been involved in this pandemic, the long hours that they work and the care that they provide for their communities."

Freeman told **Pharmacy Daily** that many pharmacists in Australia - particularly in areas ravaged by bushfires in late 2019 and early 2020 - have been feeling the strain.

"I've had reports from the Pharmacists' Support Service (PSS)



that they've had increased call volumes over the duration of the pandemic," he said.

"But I think that's probably just the tip of the iceberg to be honest.

"Many pharmacists that I speak to regardless of where they've been working are fatigued.

"There's no discernible end point [to the pandemic], so when you're fatigued over a long period of time and you're unclear about when the issue is going to stop, that creates a situation where people's mental health starts to suffer."

Freeman urged pharmacy workers who are not in lockdown areas to take a break if possible and "disconnect from the day-to-day media grind of reporting on COVID numbers, outbreaks and actually having some time to refresh".

He added that it was "probably

incumbent on colleagues to reach out to each other and make sure we're all doing okay".

"Sometimes it's hard for people to take that initial step and ask for help when they're struggling to take the initiative [to reach out for support]," Freeman said.

"It may just require for someone to take the initiative and as a colleague, someone they know, to ask how they're travelling at the moment."

Take a LEAPP

PHARMACY owners looking to grow their businesses are being invited to join Sigma Healthcare's LEAPP Foundations model.

The pharmacist-led, advice-driven service approach aims to support better patient outcomes and deliver improved performance.

See **page five** for more.

Today's issue of PD

Pharmacy Daily today features four pages of news, plus a full page from **Sigma Healthcare**.

Chemists' Own®

Leap into this
Spring Offer 2021

UP TO 40%
DISCOUNT

ALWAYS READ THE LABEL. FOLLOW THE DIRECTIONS FOR USE. IF SYMPTOMS PERSIST, TALK TO YOUR HEALTH PROFESSIONAL.

To order contact your Arrotex OTC Territory Manager or call 1300 927 769

Deal pricing valid 1 August - 30 November 2021. Available via turnover only.

PROTECT WHAT MATTERS

Carollo Horton has been protecting the Australian pharmacy industry and pharmacists for over 30 years.

As leading comprehensive insurance providers, we give you the cover to safeguard you and your pharmacy against specific risks and potential liabilities, assessing which types of insurance will suit your needs and budget.

Don't risk working without the right insurance cover.

Call Carollo Horton on 1300 227 655

AFS Licence 503725
ACN 147 135 859



Welcome to Wizard Pharmacy

Customer Success is a dynamic framework designed to empower your whole team to deliver service excellence, and a better overall pharmacy experience for your customers and patients.

How can we help you today?

FIND OUT MORE **HERE**





- We deliver 7 days a week
- Offer your full OTC at your prices
- Grow your customer base



Enquire today about becoming a pharmacy partner
care@packapill.com

Arrotex invests in meds fulfilment

AUSTRALIA'S largest generic medicines company, Arrotex Pharmaceuticals, is backing a Melbourne-based prescription medicines fulfilment service.

Arrotex has invested \$1.25 million to become a "strategic shareholder" in Medmate, a digital platform that provides secure express delivery of pharmacy products to patients within 60 minutes.

Medmate was co-founded by former Healius executive and GP, Dr Ganesh Naidoo, and pharmacist, Wael Hanna, and has secured a total of \$1.6 million in seed capital, with Arrotex Executive Chair, Dennis Bastas, joining the firm as a strategic advisor.

The start-up has been approved and is conformant with the Australian Digital Health Agency requirements as a secure electronic prescription enabled e-commerce platform.

Bastas said the firm's capabilities



will support community pharmacies in developing their online businesses.

"We believe in the value that Medmate is providing pharmacies in their digital transformation journey," he said.

"Importantly, patient care is strengthened with simple, on-demand access to medication supply, improving adherence and population health outcomes."

Naidoo said Medmate was "laser focused on its growth strategy to service all Australians with seamless, on-demand medication delivery from their local pharmacy", with the service now available in all metropolitan areas across the country.

"We are excited to accelerate our rollout to support patients and pharmacies with secure medication ordering solutions," he said.

Shop with respect: ARA

SHOPPERS are being urged to treat retail workers, including pharmacy staff, with respect as part of a new campaign launched by the Australian Retail Association (ARA), following an increase in aggressive behaviour.

The 'Shop Respectfully' campaign calls on shoppers to "lead with respect", noting "we're all customers at the end of the day", with posters saying, "we like your smile - it's like saying thank you for your service".

Pharmacy owners and managers can access resources, which include posters designed to remind customers to wear face masks, sign in with QR codes, sanitise their hands and maintain social distance while in-store, from the ARA website.

CLICK HERE for more.



THE SUPER SOLUTION AGAINST SUPER LICE

Chemical-free head lice treatment

15% OFF!
for an assortment of 3 units

Product	API	Sigma	Symbion	CH2	RRP
V-Comb A1 Rechargeable	56101	335661	671894	2541193	\$72.99
V-Comb Supra DC-Powered	56102	335414	671908	2541206	\$59.99
V-Comb A1/Supra Capture Filters 6pk	56103	335422	671916	2541214	\$11.99

LICETEC.COM.AU | marketing@tolife.com.au | +61 8 9350 5688

Always read the instructions for use. Follow the instructions for use. If symptoms persist, talk to your health professional. V-Comb® A1 and V-Comb® Supra are patented and design registered products. V-Comb® is a registered trademark.



API to cut NZ manufacturing

AUSTRALIAN Pharmaceutical Industries (API) will cease making personal care and over-the-counter products in NZ, after conducting a strategic review of the business.

Announced just before yesterday's shock takeover bid by Wesfarmers (**PD** 12 Jul), API said it would instead increase its focus on Pharmacy Distribution, Priceline Pharmacy and Clear Skincare.

"The personal care and over-the-counter ranges that form the Consumer Brands business will continue to be a valuable part of API's branded and private label product offers," said MD Richard Vincent.

"By moving to outsourced contract manufacturing we will generate lower cost of goods and have greater continuity in product supply," he promised, with the anticipated sale of the NZ manufacturing plant expected to hit API's bottom line by \$24.5 million.

This one-off charge will comprise the carrying value of plant and equipment, inventory, employee and make good costs, and will be "largely non-cash adjustments to API's result," Vincent said.

"By simplifying our operations and focusing on our two retail-facing businesses it will allow us to escalate our investment in both our Priceline Pharmacy and Clear Skincare networks," he added.

COVID boosts need for pharmacy vax

INVESTMENT needs to be made to train qualified pharmacists, students and the pharmacy workforce - including technicians and assistants - to provide vaccines to support the rollout of global COVID-19 immunisation campaigns, Queensland University of Technology School of Clinical Science, Head, Dr Lisa Nissen, believes.

In a foreword published in the *International Pharmaceutical Federation (FIP) vaccination handbook for pharmacists* yesterday, Nissen backed the profession to play a part in boosting the uptake of vaccines, while adding the skills required to administer vaccines could also support further expansion of pharmacists' scope of practice to include the provision of other medications.

"Globally, the burden of infectious disease on the wider community is

still enormous," she said.

"Vaccines play a critical role as one of the key health interventions in preventive care.

"This has been no more apparent than during the COVID-19 pandemic.

"It is not surprising that pharmacists, as key members of the healthcare team with medicines expertise, play a critical role in vaccination and vaccine management.

"However, while complex vaccines such as the new COVID-19 mRNA type require specific storage, production and logistical management and handling, these are all core parts of pharmacists' training, and there is more that pharmacy can contribute in global vaccination.

"The development of further skills in the administration of not only vaccines but other medicines

too, and clinical skills in patient assessment and management, will be key to build the capability and capacity in the profession to contribute to a wider group of emerging healthcare needs.

"Another component of progress will be advocating within the pharmacy profession itself, with the wider healthcare team and the health policy and political space to ensure the value provided by the increasing involvement of pharmacists in these key public health and primary care activities are visible and utilised.

"Every individual pharmacist can play a role in advocating with patients, the community, health services and political agencies to increase vaccination provision and rates.

"But where vaccination itself is concerned, pharmacists can play a part in this essential health activity."

Pharmacist prison

TWO British pharmacists have been jailed for a combined total of almost five years for illegal supply of prescription medicines.

Dean Doohkan and Narvinder Nandra were sentenced for diverting "hundreds of thousands of doses of addictive prescription drugs" onto the black market.

The pair's conviction followed an investigation by the UK Medicines and Healthcare products Regulatory Agency.

Priceline company-owned store review

ACTIVE reviews are being undertaken of all of API's company-owned Priceline stores when they approach the end of their leases, "to ensure we have a robust and sustainable network based on the effect COVID has had on our customers' working and shopping patterns," according to API Managing Director Richard Vincent.

The information was included in a trading update yesterday, with API noting that the current and recent lockdowns in Jun and

Jul caused the temporary closure of 72% of the non-pharmacy company-owned Priceline stores, as well as 75% of the Clear Skincare clinic network.

Vincent said pre-restrictions API was recording sales growth in the majority of Priceline Pharmacy stores, but "it is now clear that we need to revise our forecast to reflect the impact of the latest enforced closures [in NSW]".

He said API's earnings would be impacted by about \$1 million per week of lockdown extension.

DRAW THE LINE... when it comes to Cold and Flu relief



Affordable, quality healthcare supporting Australian families

These medicines may not be right for you. Read the label before purchase. Follow the directions for use. If symptoms persist, talk to your health professional.

The APOTEX trademark is under license. Apotex Pty Ltd Macquarie Park NSW 2113. ABN 52 096 916 148. Copyright © CONSUMER-000779. June 2021. All rights reserved.

www.apohealth.com.au



Dispensary Corner

RETAILERS always need to keep up with the latest trends, and apparently drug dealers are no exception.

British partygoers with a conscience are being targeted under a new push selling so-called "ethically sourced" cocaine, and according to the *Daily Mirror*, they are paying through the nose too.

A report cited drug policy expert Neil Woods, who said he had been shown ads for 'environmentally friendly sniff', "but it's nothing but a clever marketing play".

He said the "woke coke" costs up to £200 per gram, and argued there was in fact no way to produce ethically sourced cocaine.

The *Mirror* also cited Colombian aid worker Bibiana Villota, who said she hadn't heard of the phenomenon of fair trade nose candy, "but I can tell you, no one in Colombia produces cocaine ethically".

"The trade inevitably involves bloodshed, the destabilisation of communities and an appalling cycle of violence".



Pharmacy still on SPL

DEMAND for pharmacists' skills is set to grow in the coming years with hospital, retail and industrial pharmacist roles all featuring on the Commonwealth Government's Skills Priority List (SPL).

The SPL compiled by the National Skills Commission noted that the ACT was the only Australian jurisdiction where there currently isn't a shortage of hospital and retail pharmacists, with both roles listed as having a "national shortage with strong future demand."

The list, published in late Jun recorded shortages of hospital and retail pharmacists in regional parts of NSW, Victoria, Queensland, South Australia, Tasmania and Western Australia, with the Northern Territory having a shortage across regional and metropolitan areas.

The SPL also reported general shortages of pharmacy technicians in NSW and the NT, with no existing national shortage, however, it noted that there was likely to be an increased need for workers in the future.

While the National Skills Commission found there were no current shortages of industrial



pharmacists, pharmacy assistants or medical/pharmaceutical sales representatives, it forecast that there will be strong future demand for workers with those skillsets.

While pharmacy workers are set to be in "strong" demand in the coming years, the SPL assessed the need for GPs and general surgeons as "moderate", despite reporting shortages of health professionals in regional areas in all six states, while the NT has a shortage across all areas, and the ACT has an adequate supply of medical professionals.

Other in-demand health professions include optometrists and orthoptists, which are experiencing similar regional shortages as the hospital and retail pharmacy sectors.

TGA clarifies COVID advertising rules

THE Therapeutic Goods Administration has issued guidance on "communicating about COVID-19 vaccines," under special arrangements which are in place until 31 Dec 2022.

Any party can create their own content to promote the vaccinations, as long as they do not reference any trade name, active ingredient or sponsor name (e.g. Pfizer or AstraZeneca).

Communications may not

make any statement comparing different vaccines, make false or misleading claims or suggest COVID-19 vaccines cannot cause harm or have no side effects.

In addition cash or other rewards can be offered to people who have been fully vaccinated under the Government's national COVID-19 vaccination program.

Any incentives offered must be retrospective and made to all eligible fully vaccinated people.



Guild Update

Migraine management

THE recent down-scheduling of some medications in the triptan class to Pharmacist Only medicines has increased the scope of migraine management that pharmacists can offer to patients.

Determining the most appropriate treatment option requires consideration of patient history, symptom presentation and previous treatment regimen.

Guild Learning and Development has partnered with GSK to develop an education module titled 'Primary care management of migraine'.

This module educates pharmacists on the best-practice management of migraine while focusing on the role of simple analgesia and other non-prescription options for patients.

The inclusion of case studies will help crystallise the role of each available medication class in the management of migraine in community pharmacy.

To enrol in this course please visit guided.guild.org.au.

Please contact Guild Learning and Development on 1800 049 056 or email learninganddevelopment@guild.org.au for more information.

Guild Learning and Development thanks GSK for its financial support in developing this module.



Leadership | Engagement | Analytics
Physicals | Professional Services



Implementing an unrivalled pharmacist-led, advice-driven service model which supports better patient health outcomes and improved business performance.

- Coaching, tools and resources to improve leadership, communication, accountability and dispensary workflow
- Enabling increased frequency and quality of pharmacist-patient engagements
- Achieve successful execution of Health Services programs and increased team satisfaction
- Exclusive to Amcal and Guardian

A pharmacy that has successfully completed LEAPP Foundations grows prescription volumes 3 times faster than non-LEAPP pharmacies*

TO FIND OUT MORE CONTACT

dispensary.services@sigmahealthcare.com.au

*Amcal Guardian LEAPP 2017 Cohort vs Amcal Guardian Non-LEAPP pharmacies



Powered by
Sigma Healthcare