

## Today's issue of PD

Pharmacy Daily today features two pages of news plus a full page from TerryWhite Chemmart.

## SHPA launches RotY competition

EARLY career pharmacists participating in the Society of Hospital Pharmacists of Australia (SHPA) residency program are being invited to showcase their research by nominating for its Resident of the Year (RotY) competition.

State and Territory Branch heats will take place virtually in Oct, with candidates delivering an eight-minute presentation, with the winners going on to the national final, which will be held at the SHPA National Conference in Adelaide 24 to 26 Feb 2022.

Nominations close on 03 Oct, [CLICK HERE](#) for more.



## Future bright for Sigma

SIGMA Healthcare is on track to meet its goal of delivering an underlying earnings before interest, tax, depreciation and amortization (EBITBA) in the 2023 financial year.

Delivering the company's 2022 Half Year results, to the Australian Securities Exchange (ASX) this morning, Sigma reported a 5.5% increase in sales revenue, with EBITDA climbing by 12.6% in the six months to 30 Jun, compared with the prior corresponding period.

Sigma reported that organic growth across its pharmacy brands had continued, with like-for-like sales up 8.7%, after recording 9% in the 2021 financial year, and outgoing CEO, Mark Hooper, noting that the "pipeline of new members is strong across the brands".

Hooper noted that wholesale sales were up 13.6%, including the positive impact of the full return of Chemist Warehouse's fast moving consumer goods (FMCG) business.

Sigma also saw a 8.9% increase in hospital revenue, resulting from growth in sales across Victoria and NSW.

However, the company reported that COVID-19 restrictions had seen lower sales to CBD, shopping centre and airport pharmacies.

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The report added that the performance of Sigma's Medication Packaging Services was flat "given access to residential aged care remains a challenge".

Sigma reported an increase in operating costs to comply with COVID-19 regulations, noting that it had "no reliance on Government support [JobKeeper]".

Referencing Sigma's FY21 outlook for business development growth, Hooper said the company was "in active discussions on a number of opportunities" for merger and acquisition activities to accelerate its expansion.

MEANWHILE, Sigma's Board noted that Hooper intends to leave the company at the end of next month (PD 26 Apr).

## CWH powers up IT with HPE deal

DISCOUNT pharmacy giant, Chemist Warehouse (CWH) is planning a complete overhaul of its existing IT infrastructure, with support from Hewlett Packard Enterprises (HPE).

CWH will update its data centre with a new hyperconverged platform and virtual desktop infrastructure environment designed to improve productivity for onsite and remote staff.

Announcing the deal, CWH General Manager of IT, Simon Hibbert, said the partnership will provide the business with access to foundational support to implement future solutions to enhance automation and sustainability efforts.

"Our commitment to modernising our IT is critical for us to achieve our transformation goals and continued growth," Hibbert said.

"The initial beneficiaries will be our staff, which will experience improved productivity and in return, will have a positive, downstream impact to our customers."

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## Dispensary Corner

**HAIR** styling is something that has definitely suffered during the COVID-19 pandemic, with many pretty dodgy home haircuts gracing the Zoom screens of locked-down workers.

But in an "only in America" moment, spare a thought for a US family who are suing the school where their seven-year-old daughter had her locks lopped by one of her teachers.

The father of the Michigan child has gone so far as to lodge a \$1 million lawsuit over the incident, which followed the child's hair being trimmed inexpertly by a classmate on the school bus.

Her teacher attempted to remedy the situation by "evening up" the cut, prompting strident claims that the girl's constitutional rights have been violated.

It's unclear how the \$1 million in damages was calculated, but the lawsuit insists the school district "failed to properly train, monitor, direct, discipline and supervise their employees" as well as alleging "improper training, customs, procedures and policies".

The school board has undertaken an independent investigation, reviewing videos, photos and social media posts.

Officials said the staffer who cut the girl's hair was reprimanded, with the probe determining that despite "good intentions," the styling attempt had occurred without permission from her parents and without the knowledge of district administrators, and thus violated school policy.

## Prices expected to rise

**ALMOST** two-thirds of pharmacy owners and pharmacists looking to buy a store believe sale prices will increase over the coming year, the latest Attain Pharmacy Market Sentiment Survey reveals.

The survey, which is conducted every four months, found more than 70% of respondents were looking to buy a pharmacy - with one-in-five hoping to make a purchase within the next six months.

Attain Director, Natalie Sirianni, said the survey's findings showed that the pharmacy business market has continued to be strong.

"The results show very strong buyer demand, and that supply of pharmacies on the market is likely to increase within the next six months," she said.

"We are starting to see signals of this happening in the marketplace, with a number of pharmacies recently being listed for sale."

The latest survey, conducted in Jul and Aug, saw a decline in the proportion of pharmacists



expecting prices to fall, from 8.15% in Mar to just over 5%, while 59% said they expected to see an increase in prices early in the year, 64% now expect them to rise.

The poll also found that 38% of owners expect to sell at least one pharmacy in the next five years, up from 37% in Mar.

However, less than 8% of owners said they were planning to bring in a junior partner, rather than selling up completely, compared with 10% in the previous survey period.

"Overall, these results show positive market sentiment for the pharmacy business sales market from both buyers and sellers," Sirianni said.

## Win with Wondershield

Wondershield and Pharmacy Daily are this week giving away a Wondershield's Wonderpods starter kit.

Disinfect your pharmacy like a pro with Wondershield's Wonderpods. The starter kit includes a sleek nano spray gun, with 2 pre-filled pods of Wondershield's TGA listed alcohol-free solution. Once applied, Wondershield offers up to 30 days of antibacterial protection and is also effective against COVID-19 ARTG : 354310.

[CLICK HERE](#) for more information.



Where is Wondershield's disinfectant made?

For a chance to win, send the correct answer to [comp@pharmacydaily.com.au](mailto:comp@pharmacydaily.com.au)

## Guild Update

### Moving towards vaccination targets

**WITH** Moderna the latest COVID-19 vaccine to be rolling out through community pharmacies, Australia is accelerating towards 70% and 80% vaccination targets under the national COVID plan.

This expanded vaccination effort is key to easing restrictions across several States and the ACT.

Announcing the Moderna rollout with the Prime Minister, Pharmacy Guild National President Trent Twomey encouraged Australians to visit their local community pharmacy and roll up their sleeves.

Twomey said the vaccination effort was built on a history of service: "Community pharmacies have kept their doors open during bushfires, floods and now through a once in a generation global pandemic."

Community pharmacists will host Shadow Health Minister, The Hon Mark Butler, to their fortnightly webinar on 22 Sep, this follows recent dialogue with Prime Minister Scott Morrison and Opposition Leader Anthony Albanese on vaccinations, regulatory differences between governments, red tape, scope of practice and affordability of medicines.







# Blaine Woods

TerryWhite Chemmart Keperra QLD

## TerryWhite Chemmart Pharmacist of the Year 2021 Finalist

Hearing how much our help has meant to someone through these times is often eye opening and reminds us of the trust that customers have in us.

# WORLD 25 SEPTEMBER PHARMACISTS DAY

Happy World Pharmacists Day to all our Pharmacists who are delivering trusted advice and health care every day to Australians.

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