

NEW **Ferro-Max C**TM
with Vitamin C to aid absorption.*
Available from Symbion, Sigma, API and CH2.



For use when iron deficiency or iron deficiency anaemia has been diagnosed by your doctor and a therapeutic iron supplement is recommended. Always read the label. Follow the directions for use. If symptoms persist, worsen or change unexpectedly, talk to your health professional. *Vitamin C has been shown to enhance the absorption of iron when taken together.



DDS launches certified RAT service

SIGMA Healthcare banner group, Discount Drug Stores (DDS) is rolling out a new in-store certified COVID-19 rapid antigen test (RAT) service for asymptomatic customers who require proof of a negative result for workplaces, aged care facilities or travel purposes.

As part of the program patients will be given a Therapeutic Goods Administration (TGA) approved test, which will be either administered or supervised by a pharmacist to reduce the risk of an invalid test.

Once a negative result is returned, the pharmacist will issue a printed certificate for the patient as proof of their COVID-19 status, Sigma Healthcare's Chief Pharmacist, Brinley Hosking said.

"Introducing Certified Rapid Antigen Tests means our pharmacies and their customers have the support and tools they need as the COVID-19 landscape moves away from PCR testing," she said.

"The service builds on Discount Drug Stores' existing suite of convenient and affordable health offerings to provide value to our customers, nationwide."

DDS Head, Patrick Stoll, said the new service would create



opportunities for pharmacists to interact more with patients.

"We're dedicated to making affordable healthcare accessible to every Australian and being one of the first to market with certified RATs is just one of the ways we're upholding that promise to our customers," he said.

"We've been working closely with the DDS National Council to ensure this service drives patient engagement opportunities in store,

while providing a consistent and simple customer experience that is true to who we are as a brand.

"The health services team has been preparing our pharmacies for the introduction of this service with guidelines on customer bookings, the testing process, and procedures for a positive test result."

DDS has set a \$35 fee for patients seeking access to the in-store certified RAT service, with bookings available at the group's pharmacies.

Today's issue of PD

Pharmacy Daily today features three pages of news plus a full page from **Wizard Pharmacy Services**.

Wizard magic cuts stress

WIZARD Pharmacy is aiming to help owners to get the most out of their stores while delivering better care for patients.

The group provides guidance to support stock selection based on local demographics, with the goal of cutting stress when it comes to inventory management.

See **page four** for more.

ISO concerns

PAIN management experts in the US are raising concerns about the use of an illicit synthetic opioid, called isotonitazene (ISO).

The drug is believed to be significantly stronger than fentanyl, and has been found to be mixed with other drugs.



PSA Member Insurance
Professional Indemnity Insurance

Comprehensive insurance at your fingertips?

Get PSA Member Insurance in a matter of minutes with our easy online sign up.

SIGN UP NOW



OVER 22 YEAR'S EXPERIENCE

"Your Success Is Our Passion"

One Pharmacy Coastal Town

Nearby popular beaches, this pharmacy averages 61 scripts per day on average and has the potential to be a great entry-level pharmacy.

The Sales for FY 2021 for this one pharmacy town are \$729,381. Pay a good price for rent whilst enjoying the golf course and sports complex close by. Total EBIT of \$182,447.

Contact: Sue Raven
Ph: 0407 759 736
Listing No: #SR37217
[Click here to email](#)
www.srpbs.com.au

Click the button to find out more. **READ MORE**



With fully integrated e-Prescriptions, dispensing has never been easier.

Contact us today to find out how to start dispensing with Dispense Works.
www.posworks.com.au | enquiries@posworks.com.au | 07 3277 9488

DISPENSE WORKS

PHARMACY SOFTWARE

APP OFFER EXTENDED

Upgrade today and receive a **FREE MEDADVISOR FLOOR STAND** valued at \$75.



ADeN committee

THE Australian Deprescribing Network (ADeN) Executive Committee is inviting expressions of interest to fill two current vacancies.

The committee provides leadership and interdisciplinary collaboration in furthering the network's aims and activities.

Committee membership is non-remunerated, with members eligible to serve a maximum of two consecutive three-year terms.

Applicants must be current ADeN members, live and work in Australia, and have an interest and expertise in deprescribing to be eligible to join the committee.

The nomination process closes at midnight on 11 Apr - [CLICK HERE](#) for more.

FY2022 a year of two halves for Sigma

AFTER recording a strong start to its 2022 Financial Year, pharmaceutical wholesaler, Sigma Healthcare, experienced "unexpected process issues" in the second half resulting in a \$7.2 million post-tax loss.

Reflecting on the company's performance for the 12 months to 31 Jan, Sigma Chair, Ray Gunston, told shareholders "it has been a year of two distinct and contrasting halves".

"The first six months were strong, with good sales growth and momentum that overcame operational disruptions from COVID-19," he said.

"Unfortunately, in the second half we encountered greater interruptions as we implemented our new Enterprise Resource Management system, which was

a significant and necessary system upgrade to reduce risk and provide a strong contemporary backbone for the business to improve our service to customers over time.

"The switch to a go-live environment unearthed some unexpected process issues, which had an impact on our operations, our customers and our suppliers, for which we sincerely apologise.

"The impact flowed through to Sigma's financial performance."

Gunston said the Federal Government's policy shift to endorse the use of COVID-19 rapid antigen tests (RATs) gave the company a late boost, "that was unforeseen only two months earlier", when the group forecast a 10% decline in its underlying earnings before interest tax and amortisation in Dec 2021 (*PD* 06 Dec 2021).



While Sigma recorded a post-tax loss, Gunston hailed the performance of the group's Amcal, Guardian, Discount Drug Stores, PharmaSave and WholeLife franchisees, noting they "account for around 17% of consumer spend in community pharmacy settings".

He also noted that Sigma's Corporate Flu vaccination program experienced significant growth in FY2022, up 171%.

GSK seeks to boost Xevudy dosing

GSK Australia has applied to the Therapeutic Goods Administration (TGA) to increase the dose of its COVID-19 treatment, Xevudy (sotrovimab).

The regulator said the medication is currently approved at a 500mg dose, with GSK seeking the green-light for a 1,000mg product, which would be considered for the treatment of patients suspected to have infection caused by the Omicron BA 2 sublineage.

"Recent reports, based on antibody neutralisation activity, have suggested that the

500mg dose is unlikely to be effective against the Omicron BA 2 sublineage, which is now dominant in Australia and many other countries," the TGA said.

"On 05 Apr, the US Food and Drug Administration revoked the authorisation of sotrovimab.

"GSK have now submitted data to the TGA to support the proposed use of a single 1,000mg dose of sotrovimab for patients suspected of having infection with Omicron BA 2."

The TGA added that the data will be assessed with the highest priority.

Rockliff named as Tasmanian Premier

TASMANIAN Health Minister, Jeremy Rockliff, has been named as the State's new Premier, following the shock resignation of his predecessor, Peter Gutwein, on Mon (*PD* 05 Apr).

Pharmaceutical Society of Australia (PSA) Tasmania Branch President, David Peachey, welcomed Rockliff's appointment, less than a year after taking on the health portfolio, while hailing Gutwein's leadership of the State throughout the COVID-19 pandemic.

Premier Rockliff's experience,

particularly in the health portfolio, serving as Deputy Premier, Minister for Health and Minister for Mental Health and Wellbeing, will serve the state well into the future," Peachey said.

"PSA also thanks former Premier, Peter Gutwein, for his support of pharmacists and Tasmania's healthcare system throughout his tenure.

"His leadership has played a critical role in keeping Tasmanians safe throughout the pandemic, and keeping the COVID-19 infection rate low for such a long period of time."

At the first sign of period pain choose FEMIN® 20's (mefenamic acid 250mg)

First generic mefenamic acid Break resistant bottle 100% Australian owned company

ALWAYS READ THE LABEL AND FOLLOW THE DIRECTIONS FOR USE. INCORRECT USE COULD BE HARMFUL.

www.femin.com.au

Luminarie | Luminarie Pty Ltd Baulkham Hills NSW info@luminarie.com.au PD-April 2022





Dispensary Corner

THERE'S been some major hair care developments this week in the US state of Idaho, where it will soon no longer be illegal to braid someone's hair without a government-issued licence.

The Idaho House of Representatives unanimously passed a bill to "free the braids" from legislation which covers a range of cosmetology licensing requirements.

A pending legal case against the Idaho Board of Cosmetology appears to have prompted the change, alleging that hair braiding is part of licensing requirements involving 1,600 hours of training.

"This would exempt hair braiding from that rule, so that an individual who practices hair braiding would not have to go through 1,600 hours of cosmetology school," said one of the bill's sponsors, Democratic rep Colin Nash.

The tangled path of legislation means the bill now needs to be approved by the Idaho Senate and be signed into law by the state governor.

High Court win for AFT

AFT Pharmaceuticals has secured a win in its long-running dispute with RB Health over its use of comparison advertising for its Maxigesic (paracetamol and ibuprofen combination) analgesic, in the High Court of Australia.

Yesterday, the Court dismissed an application from the British-based company to appeal a judgement made in Dec 2021, which ruled that AFT was justified in making a series of claims relating to the efficacy of its Maxigesic pain medication.

AFT Managing Director, Hartley Atkinson, said the firm was "pleased with the outcome".

"The judgement means we are now able to use in promotional materials the results of the Daniels study, which compared the US formulation of Maxigesic with paracetamol and ibuprofen and placebo individually in 408 patients undergoing dental surgery," Atkinson said.

"Maxigesic is the market leader in the paracetamol and ibuprofen combination medicine market in Australia.

"We believe informing customers of the analgesic effect of our medicine when compared to the individual paracetamol or ibuprofen agents will assist us to consolidate



our position and accelerate our sales growth path."

The latest ruling contrasts with a judgement issued by the Federal Court in Aug 2020, which concluded that in making claims that Maxigesic was more efficacious than paracetamol or ibuprofen alone, AFT had engaged in misleading or deceptive conduct in contravention of Australian Consumer Law (PD 24 Sep 2020).

Meanwhile, AFT has commenced the rollout of its Maxigesic Hot Drink Sachets in the Australian market, which come in 1,000mg paracetamol and 300mg ibuprofen, and 500mg paracetamol and 150mg ibuprofen combinations.

SHPA seeks Vic investment

THE Victorian Government is being urged to bolster the State's hospital pharmacy workforce, after it announced a \$1.5 billion investment to cut elective surgery waiting times.

Society of Hospital Pharmacists of Australia (SHPA) CEO, Kristin Michaels, said the move to address growing surgery waiting lists was welcome, but stressed the need for funding for specialist pharmacists to support patients.

"The \$1.5b package must include funding for surgery and perioperative medicine hospital pharmacists to improve medicines management and reduce the incidence of serious medication errors for surgical patients, who are administered numerous high-risk medicines," she said.

Michaels noted that pharmacists can play a critical role in helping to address potential drug-related post-surgery readmission by reviewing new and high-risk medications that have been prescribed post-surgery.

DRAW THE LINE... when it comes to temporary pain 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. February 2022. All rights reserved.

www.apohealth.com.au



www.pharmacydaily.com.au

Pharmacy Daily is part of the Business Publishing Group family of publications.

Pharmacy Daily is Australia's favourite pharmacy industry publication.

EDITORIAL

Editor in Chief and Publisher – Bruce Piper
Editor – Nicholas O'Donoghue
Contributors – Adam Bishop, Myles Stedman
info@pharmacydaily.com.au

ADVERTISING AND MARKETING

Sean Harrigan, Hoda Alzubaidi
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)

Sign up free at www.pharmacydaily.com.au

Pharmacy Daily is a publication of Pharmacy Daily Pty Ltd ABN 97 124 094 604. All content fully protected by copyright. Please obtain written permission to reproduce any material. While every care has been taken in the preparation of the newsletter no liability can be accepted for errors or omissions. Information is published in good faith to stimulate independent investigation of the matters canvassed. Responsibility for editorial comment is taken by Bruce Piper.



Get maximum return on your inventory

**INVENTORY
MANAGEMENT**

**PROFESSIONAL
SERVICES**

**RETAIL
SERVICES**

**MARKETING
SOLUTIONS**

**COMMUNITY
PARTNERSHIPS**

**BUSINESS
SYSTEMS**

**PEOPLE &
CULTURE**

**CUSTOMER
SUCCESS**

And focus on returns that really need work



**BETTER
CARE**

**BETTER
RETURNS**

**BETTER
LIFESTYLE**

**BETTER
GET IN
TOUCH**

Our Inventory Management solutions maximise stock ROI while taking the time and stress out of your order management workload.

We provide ranging guidance, which tailors your product selection to your local area's demographics.

You maintain control of Ethical and Wholesale ordering, but with the support of centrally managed ordering tools, we ease the pressure of your order management workload.

Reduce unnecessary stress when it comes to your inventory management.

JENNY HALL | 0419 969 471

WA & EASTERN STATES

RACHAEL RUNNER | 0449 543 776

SOUTH AUSTRALIA & NORTHERN TERRITORY

FIND OUT MORE HERE 