

NEW PATENTED
Fast relief from dry eyes
 Revive Tears LUBRICATING EYE DROPS
 Hydrates, Protects, Restores
 DRY EYE RELIEF
 MOISTURISING & SOOTHING
 Available from Symbion, Sigma and API
 Always read the label. Follow the directions for use.
 Petrus

Today's issue of PD

Pharmacy Daily today features three pages of news, plus full pages from:

- Willach
- Sigma Healthcare

Robo-dispensing

AUTOMATE your dispensary with Willach's CONSIS.C dispensing robot.

The device uses state-of-the-art technology to support pharmacies to streamline processes.

See **page four** for more.

Wholife focus

SIGMA Healthcare's Wholife Pharmacy and Healthfoods is offering pharmacy owners the opportunity to join a brand that embodies all aspects of health and wellbeing.

See **page five** for more.

Wizard sets new bar for remuneration

WESTERN Australian pharmacy group, Wizard Pharmacy, is rolling out a new remuneration structure that will significantly boost newly qualified pharmacists' hourly rates.

In an open letter to pharmacists in the banner group marking the Pharmaceutical Society of Australia's (PSA's) National Advocacy Day of Action, Wizard CEO, Lyndon Dyson, set out a plan to introduce a \$42.50 per hour standardised rate for entry-level pharmacists, while also delivering pathway opportunities to become owners.

Dyson reiterated that the group is about value, "not discount", adding "that vision translates to our team too... we do not discount your value".

"We recognise there is a lot of contention about pharmacist remuneration currently," he said.

"We want to raise this topic with you as respectful and responsible remuneration that equals your value is important to us.

"Wizard Pharmacy franchisees

have agreed to standardise our hourly wage rate for a newly qualified pharmacist to \$42.50 per hour, which, when compared to the starting Award base pay rate of \$24.97, attempts to deliver an empathetic respect of your value contribution.

"We believe you should be well rewarded for the effort you put in and the responsibilities you take on as we attempt to improve the quality of life of our customers and patients."

Dyson added that the group would also make financial assistance available to pharmacists interested in stepping into ownership, who meet necessary standards.

MEANWHILE the PSA National President, Associate Professor Chris Freeman, has advocated for the Federal Government to deliver equal pay for all primary healthcare providers participating in the COVID-19 vaccination rollout.

"Despite going above and beyond for Australians, pharmacists are



still bearing the brunt of unfair and inequitable pay discrepancies – they are losing out," he said.

"If we look at remuneration for administering COVID-19 vaccinations, pharmacists are receiving substantially less than other immunisers for administering the same vaccine, an unfair pay disparity for providing exactly the same service.

"This could be resolved if the Government introduced a Medicare Benefits Scheme (MBS) payment to pharmacists for administering National Immunisation Program (NIP) vaccines, including COVID-19 vaccines."

#innovationforpeople
 Your **10** years BD Rowa™ in Australia
 Quality | Reliability | Innovation
 for innovation to support you and your customers
 Contact us for your 10 year anniversary special!
 Travis Schiller, BD Rowa™ first customer in Australia
 More at: bd.com/rowa

WIZARD pharmacy
GP\$ up 7.9% | Sales up 9.3%
Script Sales up 9.5%
 Compare your results to those achieved across the Wizard group in the second half of 2021!
CONTACT
Jenny Hall
0419 969 471
 WA & Eastern States
Rachael Runner
0449 543 776
 SA & NT
Increase Profitability. Reduce Stress. Find out how.

FLORDIS™
 Simply Different.

SFI Health – Home of Flordis is proud to invite you to a virtual educational evening

Cognitive Health Through the Ages: Research Insights & Clinical Conversations

DATE: Wednesday 6th April 2022 **TIME:** 6 – 7:15 pm AEST

- Explore cognitive changes throughout the lifespan
- Clinical discussion examining the role of PUFAs for neurodiversity
- Research insights into treatments for cognitive decline
- Interactive live Q&A session with guest presenters

Click here to find out more & secure your place

Flordis.com.au/cognitive-webinar

FREE
 LIVE
 WEBINAR

SFI
 HEALTH



Lease Expiring next 24 months?
Get Your Head Out of the Sand and Start Now!

Claim your FREE Lease Health Check

25 Years Lease

1300 766 369 pharmacy@lease1.com.au lease1.com.au

Affordable meds must be a priority

FEDERAL Treasurer, Josh Frydenberg, is being urged to resist the temptation to deliver a populist Budget without addressing issues around medicines affordability.

Pharmacy Guild National President, Trent Twomey, has called on the Government to make cutting the Pharmaceutical Benefits Scheme (PBS) general co-payment a priority ahead of this month's Budget.

"This Budget must address what it is a damning situation in Australia today," he said.

"Research shows that some 900,000 Australians delayed getting prescriptions due to cost in 2020-21 and 31% of middle-income households found it hard to afford medicines.

"Women in particular are struggling with 32% of women aged 35-54 finding it hard to pay for medicines.

"And the Australian Patients Association has found that more than 20% of people aged 18-64



describe prescription medication as unaffordable."

Twomey said the PBS general co-payment was likely to hit \$50 per prescription by 2030 if the Government does not act.

"I know that if I asked my patients if they would prefer the cost of beer or the cost of medicines to be cut, they would say cut the cost of medicines," he said.

"Medicines remain unaffordable

for so many Australians and our research shows women are particularly hard hit.

"People are struggling to afford essentials and going without their medicines should never be a decision Australians have to make."

Twomey has previously advised the Government to reject the Australia Hotels Association's call for excise duty on alcohol to be cut, warning it would not be a vote winner (PD 16 Mar).

Cultural health gaps remain

PROGRESS is being made in closing the gap between Indigenous and non-Indigenous Australians, but more needs to be done, Pharmaceutical Society of Australia National President, Associate Professor Chris Freeman, believes.

Marking National Close the Gap Day, Freeman called on the Federal Government, "to consider expanding the Closing the Gap Pharmaceutical Benefits Scheme Co-payment Program to include PBS General Schedule medicines and the PBS Highly Specialised Drugs Program (Community Access) medicines".

He added that measures need to be put in place to enable pharmacists to better support the health and wellbeing of Aboriginal and Torres Strait Islander peoples.

Clinically tested
for mild to
moderate eczema¹

Now available in
1KG!



✓ Less flares, itch and irritation in
85%
of mild to moderate eczema users²



Contact your Ego Pharmaceuticals representative for more information.
Always read the label and follow the directions for use.

1. Spada F et al. Dermatol Ther 2021;34(4):e14970. (n=100) Study sponsored by Ego Pharmaceuticals Pty Ltd.
2. Consumer satisfaction survey on people with mild or moderate eczema. n=48. Participants confirmed condition status through a declaration. Survey conducted by Beauty Heaven on behalf of Ego Pharmaceuticals Pty Ltd. 2021

Dispensary Corner

HERE'S a somewhat extreme way to ensure you pass your exams - surgically implant a Bluetooth receiver into your ear.

That's what a medical student in India allegedly resorted to, in a cheating attempt to finally become a doctor after 11 years of repeatedly failing an exam at the Mahatma Gandhi Memorial Medical Hospital in Indore.

The *Hindustan Times* reported that the ruse was uncovered during a surprise pre-test inspection, when he was frisked and officials found a phone secreted in his trousers.

They searched for the earpiece but were unable to find it, however under questioning the student admitted he had paid an ear, nose and throat surgeon to implant the skin-toned gadget in his ear canal.

The offender had his exam paper confiscated and the incident is being investigated by the examination committee at Devi Ahilya Bai University.

India's highly competitive academic scene has led to a number of high profile busts in recent months, including accusations against 10 students attempting to cheat in a mass exam for trainee teachers by using Bluetooth devices concealed in their shoes.

The report noted that in another attempt to inhibit cheating, the Indian Government also suspended internet access for several hours for about 25 million people last year while candidates undertook a key public examination.

Tas pharmacists get NIP vax access

TASMANIA is falling into line with Victoria, the ACT, NSW and Western Australia, in authorising pharmacies to administer influenza vaccines to patients aged 65 years and older under the National Immunisation Program (NIP).

Pharmaceutical Society of Australia Tasmanian Branch President, David Peachey, said the State Government's decision to open NIP access to pharmacists was a step in the right direction.

"Tasmanian pharmacists have been vaccinating against influenza for many years, and more recently, have made a significant contribution to the COVID-19 vaccination rollout across the state," he said.

"It is great to see the Tasmanian Government now recognises the greater role pharmacists can play in protecting our community against influenza."

While welcoming the move

to grant pharmacies access to NIP-funded flu jabs for older Australians, Peachey called on the State Government to authorise pharmacists to administer all vaccines under the program to limit the spread of vaccine-preventable diseases.

"Less than half of at-risk Tasmanian adults are fully vaccinated," he said.

"This includes healthcare workers and those caring for our most vulnerable people in Tasmania.

"Access to funded vaccines is one of the main barriers to uptake of vaccinations.

"Enabling Tasmanians to access NIP vaccines through pharmacy would improve access to and uptake of NIP vaccines and reduce the burden on the healthcare system from vaccine-preventable disease."

MEANWHILE, the Pharmacy Guild of Australia's Tasmanian



Branch President, Helen O'Byrne, has issued a reminder that people visiting pharmacies in the State are still required to wear face masks to mitigate against the spread of COVID-19.

"We know that people are keen to get back to normal, we all are, however the COVID-19 virus is still with us," she said.

"Wearing a mask is a very easy way to help protect these people from getting infected when they need to be in the pharmacy."

Guild tie shows support for Ukrainians

THE Pharmacy Guild of Australia's blue and gold colours were on display last night, when Irish Pharmacy Union CEO, Darragh O'Loughlin, met the Ukrainian Ambassador to Ireland, Larysa Gerasko (pictured).

The one-time Australian Pharmacy Professional Conference (APP) speaker, donned a Guild tie for the meeting to show support for the Ukrainian people amidst the Russian invasion.

In a tweet, O'Loughlin said he had met with Gerasko "to outline what Irish pharmacies are doing to help Ukraine during this appalling time and to offer support to her and all Ukrainians".



Having spotted the post, Guild Victorian Branch President, Anthony Tassone, said "well done to pharmacies and pharmacists in Ireland and Ukraine in being there for their patients".

API takeover vote a 'formality'

AUSTRALIAN

Pharmaceutical Industries (API) shareholders are set to rubber stamp Wesfarmers' takeover bid at a meeting today.

The *Australian Financial Review* has reported that a significant majority of proxy votes received by API by last night supported Wesfarmers' \$1.55 per share offer.

The Nine Entertainment-owned publication noted that Investors Mutual, which currently owns a 4.2% stake in the pharmacy wholesaler, has backed the bid, despite having initially raised concerns about the proposed deal.

Time to rethink your dispensary set-up?

Visit us at
APP22 Stand 399-404
for a demonstration

CONSIS.C

The latest in pharmacy robotic automation

The CONSIS C uses state-of-the-art technology in all areas of operations, from the user and control software to the mechanical and electronic components.

The sophisticated design maximises storage capacity, the dual lane feeder system speeds up loading, whilst inbuilt sensors and cameras offer peace of mind with advanced diagnostic support.



Cost savings



German made and engineered






Instant asset write-off*

A solution for every dispensary

find out more

 **Willach** | Pharmacy Solutions

 willach.com.au
 Tel: (03) 9429 8222
 info@willach.com.au

* To find out if your business is eligible for the instant asset write-off, consult your financial adviser.



WHOLELIFE

PHARMACY & HEALTHFOODS



JOIN A BRAND THAT EMBODIES ALL ASPECTS OF HEALTH AND WELLBEING

An opportunity to diversify your business in the growing health conscious market.

WholeLife Pharmacy & Healthfoods is Australia's first and leading pharmacy retailer to provide a true, holistic approach to health, wellness and wellbeing.

More than just your traditional pharmacy, also offering one of Australia's widest ranges of health, wellbeing and organics at guaranteed best prices. Our WholeLife stores are the perfect destination for our customers who are seeking products and services that support their transformative lifestyle choices.

Have you been searching for a brand that will reinvent the pharmacy world?

GET
WELL

BE
WELL

LIVE
WELL

STAY
WELL

Visit sigmahealthcare.com.au/brands/wholelife

Discuss your plans with our local state manager:

Peter Lane 0413 050 635 or Peter.Lane@sigmahealthcare.com.au