

NEW PATENTED
Fast relief from dry eyes
 Hydrates
 Protects
 Restores
Revive Tears
 LUBRICATING EYE DROPS
 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 four pages of news, plus full pages from:

- TerryWhite Chemmart
- Pharmacy Platform

Engaging Tas

TERRYWHITE Chemmart is celebrating the success of its Rosny Park team in Tasmania, who claimed the 2022 Pharmacy of the Year - Excellence in Community Engagement Award. See **page five** for more.

Winning platform

DISCOVER how your pharmacy could benefit from Pharmacy Platform's programs and emulate the success of 2022 Pharmacy of the Year winner, Cooleman Court Pharmacy, Weston, ACT. See **page six** for more.

Budget must address meds costs

TONIGHT'S Federal Budget will provide the Government with an opportunity to tackle medicines non-adherence, Pharmacy Guild of Australia National President, Trent Twomey, believes.

In his opening address to the Australian Pharmacy Professional Conference (APP) on Thu, Twomey reiterated the Guild's call for the Government to slash the Pharmaceutical Benefits Scheme (PBS) general co-payment, citing data from the Australian Bureau of Statistics (ABS), which revealed 900,000 Australians "delayed, deferred or simply went without getting their medicines dispensed" in the 2019/20 financial year.

"According to the University of Technology Sydney (UTS), medication non-adherence will cost the Federal Budget \$10.4 billion this year, and one of the fastest growing areas of non-adherence is in people who - you guessed it - can't afford their medicines," Twomey said.

"This [Budget] is a great

opportunity for the Government to address the cost of living and put forward a vision for healthcare beyond COVID-19, beyond booster doses, beyond rapid antigen tests.

"By lowering the general co-payment for the PBS in a meaningful way the Government would deliver long-term structural cost of living savings for average Australians."

With a Federal election looming, Shadow Health Minister, Mark Butler, acknowledged the Guild's campaign to lower the co-payment was "genuinely aimed at the best interests of patients".

"We're watching very closely what the Government might do on Tue night around this proposal," he told APP delegates.

"We are committed to having the sort of serious discussion between Labor and the Guild that this serious proposal deserves.

"And we'll continue to do that over the coming days and weeks in the lead in to the election campaign."



Speaking at APP on Fri morning, Federal Health Minister, Greg Hunt, noted "there will be some significant announcements in the coming weeks" in relation to medicines affordability.

"There are different ways and different approaches, but affordable medicines for patients is something we've done, but it's something we'll be doing more on, and I give you that guarantee today," he said.

Thank you Australian community pharmacies

Delivering over **25 million** Rapid Antigen Tests in 60 days

[Learn more](#)

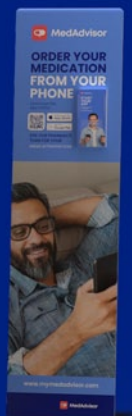


Powered by **GuildCare NG**

APP OFFER EXTENDED

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

MedAdvisor



With you, every step of the way

Helping you thrive with a range of leading pharmacy solutions. Join us today – symbion.com.au or email info@symbion.com.au



symbion



Oops. With PSA Member Insurance you're covered for your full scope of practice. An unexpected interruption could stop you in your tracks. That's why PSA Member Insurance provides resources to help you mitigate risk before it puts you on the bench.

PSA Member Insurance
Professional Indemnity Insurance

[LEARN MORE](#)

In arranging this insurance for our members PSA is acting as a distributor of BMS Risk Solutions Pty Ltd (BMS) AFSL 461594, ABN 45161187980. The insurance is issued by BMS under tender with Certain Underwriters at Lloyds. When acting under a binder BMS acts as agent for the insurer and not as your agent. This is general advice only and BMS has not considered whether it was suitable for your particular objectives, needs or financial situation. Please read the Policy Wording and Financial Services Guide before making a decision about purchasing this policy.

7CPA program overspend forecast

PHARMACIES are on track to “at least expend” the \$1.2 billion in funding for healthcare programs through the Seventh Community Pharmacy Agreement (7CPA), over the lifetime of the deal.

Pharmacy Guild of Australia Victorian Branch President, Anthony Tassone, said the sector was on track to overspend funding allocated for the provision of services including dose administration aids (DAAs) and medication review services.

“I won’t throw out a figure of what that [overspend] is, because the Department of Health and the Guild have our own view on what that projected overspend is,” he said.

“But there is a projected overspend if you let things run without any change over the CPA period.

“So the Guild has been in discussions with the Department about how that can be addressed to work within the \$1.2 billion

programs bucket, but also opportunities for other investments in community pharmacy programs that are also mentioned in the CPA.”

Tassone noted that the Residential Medication Management Review (RMMR) program could be shifted out of the CPA, and be supported through funding allocated to embed pharmacy services into aged care facilities.

“Potentially that could happen, [but] if that happens and when that happens is still to be determined,” he said.

“[Federal Health] Minister [Greg] Hunt announced about \$345 million towards the Aged Care Royal Commission response, in terms of embedding pharmacy - how pharmacies can provide outreach services potentially to aged care, how pharmacies can provide more services to aged care.

“[So] RMMRs may not still be in the CPA by the end of the five-year



period, but that’s a determination by Government.”

MEANWHILE, Minister Hunt announced \$26 million of 7CPA funding has been brought forward to cover the higher than anticipated demand for pharmacy programs.

However, Tassone stressed the move was “actually bringing forward funds from year three of the Agreement into year two”, rather than increasing the \$1.2 billion program funding pool.

COO sells real estate unit

PHARMACY software specialist, Corum Group (COO), has completed the sale of its real estate e-commerce business unit to Zenith Payments Pty Ltd for \$500,000.

The Australian Securities Exchange (ASX) listed business noted it entered a binding sales agreement late last year (PD 20 Dec 2021).

COO Executive Chair, Nick English, said some final transactional activities will take place over the coming weeks, but the business will now seek to expand its healthcare offering, including its PharmX stock management and invoicing platform. “The disposal of this non-core business is an important step in allowing Corum to focus on growth in its core health division,” he said.

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



Research Insights:

CDRI 08 Ancient wisdom for a modern dilemma - Applications for CDRI 08 in cognitive impairment Presented by Matthew Pase, Associate Professor of Neurology at Monash University



Clinical conversations:

Practical applications for PUFAs in neurodiversity Presented by Gerald Quigley, Integrated Pharmacist,

[Click here to find out more & secure your place](#)

[Flordis.com.au/cognitive-webinar](https://flordis.com.au/cognitive-webinar)

KEEP UP TO DATE. ORDER YOUR 2022 EDITION NOW!



AMH
AUSTRALIAN MEDICINES HANDBOOK

Sigma annual result swings to the red

SIGMA Healthcare says it's in the "last phase of the investment cycle," after today reporting a \$7.2 million after-tax loss for the year ending 31 Jan 2022.

The company's overall revenue was up 1% to \$3.4 billion, with incoming CEO, Vikesh Ramsunder - who started at the company just eight weeks ago - saying the financial performance was "impacted by costs incurred to strengthen the Sigma business for sustained growth and operational efficiency in the years ahead".

Those investments included a new ERP system implemented in the second half of 2022, and the commencement of operations at Sigma's new Truganina Distribution Centre in Vic in Jan this year.

"Sigma has navigated an extended period of transformation and investment that has resulted in world-class infrastructure to sustain and support business growth over

the long term," Ramsunder said.

"These investments have however disrupted our business and customers short-term," he added.

"Our focus now is to overcome these challenges quickly, and to be obsessed with servicing our customers and winning back their trust, to simplify our business and to leverage our assets for growth."

Overall gross profit dived 5.1% to \$227 million reflecting a return to a more normal product sales mix, after a spike in PPE sales and \$6 million in "inventory adjustments".

Wholesale operations had experienced a "contrasting period of two halves," with the first six months of the financial year seeing revenue surge 5.5%, but the second half "bore the brunt of lost sales from our core customer base" due to challenges experienced during the ERP implementation and the move to the new distribution centre.

"Our performance in Victoria,

where we have a larger market presence, has been impacted the most," Ramsunder admitted, saying a dedicated team was now focused on fast-tracking progress towards stabilising the operations by Apr and making further improvements over the remainder of the year.

Wholesale sales to Sigma's pharmacy brands were down 2% for the year despite a Jan surge in demand for Rapid Antigen Tests.

Sigma said its hospitals business grew market share, with a 5.6% growth in revenue, saying it currently holds 10% of the overall hospital pharmacy distribution pie.

The company declined to give guidance for the year ahead, but said it expects to return to profit.

"We are entering a year where the disruption will progressively wane, and the investments already made in world-class infrastructure can begin to be optimised," Ramsunder concluded.

API 3c dividend

AUSTRALIAN

Pharmaceutical Industries today confirmed the payment of a fully franked Special Dividend of 3.0 cents per share.

The dividend is part of the acquisition of API by Wesfarmers by way of a scheme of arrangement, which having passed all the required hurdles is now due to be implemented on Thu.

As well as the dividend, API shareholders will receive \$1.50 per API share in respect of their holdings as at 7pm today.

The Wesfarmers takeover has already seen API shares suspended from quotation on the Australian Securities Exchange, after orders approving the deal were made by the Federal Court of Australia pursuant to a formal hearing in Melbourne last week (**PD** 21 Mar).

Continued Dispensing for CTG scripts

THE Pharmaceutical Benefits Advisory Committee (PBAC) has backed measures to enable eligible patients to access Closing The Gap (CTG) Pharmaceutical Benefits Scheme (PBS) medicines supplied under Continued Dispensing.

The move is set to be implemented from 01 Jul, when pharmacists will be granted authority to provide full PBS supplies of medicines to patients without a prescription



in emergency circumstances under Continued Dispensing, as announced by Federal Health Minister, Greg Hunt, last week (**PD** breaking news).

WPD unity theme

THE International Pharmaceutical Federation (FIP) has announced that the theme for this year's World Pharmacist Day (WPD) is "Pharmacy united in action for a healthier world".

The annual campaign, this year scheduled for 25 Sep, aims to provide a global platform to promote the pharmacy profession, with a full campaign toolkit of resources available at fip.org.

Early PBS pays

SERVICES Australia has confirmed it will make some PBS Online payments to pharmacies early over the upcoming Easter holiday period.

Claims lodged between Thu 07 Apr and Wed 13 Apr will be paid on Thu 14 Apr, while claims lodged between Thu 14 Apr and Wed 20 Apr will be paid as per the normal schedule on Fri 22 Apr.

For details **CLICK HERE**.

Time to rethink your dispensary set-up?

CONSIS.C The latest in pharmacy robotic automation

No matter the size of your pharmacy, contact us for a confidential discussion to explore the options available.

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

find out more

 **Willach** | Pharmacy Solutions





Dispensary Corner

MANY of us have abandoned printing out photos, instead preferring to keep our memories stored on smartphones or in the cloud.

But for the select few who continue to get the Kodak moments put on paper, canvas, T-shirts or mugs, a New York-based pharmacy worker has begged them not to use her store's facilities to print off intimate snaps of body parts, the *Daily Mirror* reports.

The 22-year-old CVS staff member, Mariah, told her TikTok followers that she and her colleagues have been seeing things that cannot be unseen when overly body confident customers process photos of their naked bodies, leaving a degree of psychological scarring.

Mariah said the stomach-churning task was made more challenging by customers who choose to order their prints online, as she has to sort through the images to ensure the correct ones have been printed out.

"I don't know how many times I have to say this - don't print your nudes at CVS," she said.

"I do, in fact, see every single one - please it's gam Lauren, I can't do this".



SHPA honours Roberts

ROYAL Brisbane and Women's Hospital Consultant Clinical Pharmacist, Professor Jason Roberts' (pictured) "unparalleled impact" on the pharmacy profession is being hailed by the Society of Hospital Pharmacists of Australia (SHPA).

The Queensland-based pharmacist has been named as the 2021 Fred J Boyd Award winner, for his research-driven influence on pharmacy policy and practice.

SHPA President, Peter Fowler, said Roberts embodied the spirit of the Society's prestigious award.

"Professor Roberts is a most deserving recipient, and on behalf of the Board of Directors and members across Australia, I congratulate him for his sustained exemplary service to hospital pharmacy through pharmacy practice, education, research and development," he said.

SHPA Board member, Paul Firman, noted that Roberts has made significant contributions to global research, particularly in the field of drug dosing and pharmacokinetics.



"Jason is deemed an international authority on optimising dosing, ranked first among researchers into pharmacokinetics and therapeutic drug monitoring," Firman said.

"His research has had a significant impact on global healthcare, leading to practice change and guideline development, culminating in improved outcomes for patients.

"He also supports the next generation of researchers, and the development of pharmacists and the pharmacy profession, through the supervision of PhD and Honours students."

DDS to deliver boost through training

DISCOUNT Drug Stores (DDS) is partnering with Gateway Training Academy to provide franchisees with access to support upskilling of staff and improve workplace efficiencies.

The deal will give DDS staff access to a range of courses, including a Certificate III in Community Pharmacy program, which qualifies for a Government wage subsidy of up to \$28,000 per staff member who is signed up before 31 Mar.

DDA Head, Patrick Stoll, said the partnership would help

franchisees overcome some of the workforce challenges they have been experiencing, by investing in career development opportunities for current staff.

"After years of pandemic related disruption to pharmacies nationwide, DDS is committed to supporting its teams through the recovery period, and into the future, by offering ongoing training opportunities for staff," he said.

Stoll added that the wage subsidy was a "huge incentive" for store owners to upskill their staff.



Guild Update

APP 2022!

APP2022 Kos Sclavos AM today congratulated all those who had the opportunity to attend this year's APP in person and online and said the event, held 24-27 March 2022 on the Gold Coast, was amongst the best conferences in recent memory.

"While APP2021 was amazing, this year's conference really gave it a run for its money," said Mr Sclavos.

"Any event that brings over 6,000 of us all together in the same spot within the current context is incredible," said Mr Sclavos, "however, there were a few key elements to this year's APP which really made it stand apart."

Mr Sclavos said the practical nature of the material presented as well as the full schedule from kick-off right through to Sunday, meant there was something for everyone.

"This year's conference focused on really giving community pharmacists some practical elements they can apply, especially regarding how we adapt and thrive in a post-COVID world," said Mr Sclavos.

"Based on the feedback I've received, attendees appreciated this focus as well, and with over 60 sessions on offer, there truly was something for everyone."



2022 Guild Pharmacy of the Year Excellence in Community Engagement

Congratulations to the team at
TerryWhite Chemmart Rosny Park TAS

Congratulations!

to our Pharmacy Catalyst member,
Coleman Court Pharmacy,
winner of Guild Pharmacy of the Year!



Coleman Court Pharmacy, Weston, ACT

Could your business benefit from our proven pharmacy growth programs?



Contact Lea.Bauckham@pharmacyplatform.com.au for more information