



Mag-Sup powder

A better way to absorb magnesium.

Pharmacy only.

Available in **200g pack size** (40 doses) from Symbion, Sigma, API and CH2.

Always read the label and follow the directions for use.

Today's issue of PD

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

- Willach
- Wizard

Dispensary set-up

WILLACH CONSIS.C provides the latest in robotic automation for a more efficient dispensary set-up freeing up time and space within your pharmacy.

See more on **page 4**.

Investing in you

WIZARD Pharmacy empowers those interested in ownership with the skills needed to be a successful proprietor franchisee.

See more on the **back page**.

Global recognition

BRAINTRACK, a free app that helps you privately monitor and understand changes in cognition, received international recognition last week, reaching the finals of the Asia-Pacific Information Communications Technology Alliance Awards in Hong Kong.

BrainTrack, developed by Dementia Australia and Deakin University's Applied Artificial Intelligence Institute, reached the finals of the Health and Wellbeing category at the awards, which recognises excellence in the tech sector.

Sigma, CW enter into MIA

THE proposed merger between Sigma Healthcare and Chemist Warehouse Group (CWG) has been officially outed with a Merger Implementation Agreement (MIA) from Sigma posted via the ASX this morning, detailing its aim to create a leading healthcare wholesaler, distributor and retail pharmacy with CWG (**PD 07 Dec**).

The ASX stated CWG shareholders will hold 85.75% and Sigma shareholders 14.25% of the merged group upon completion of the merger. (**PD breaking news**).

Sigma has also simultaneously announced a pro-rata accelerated non-renounceable entitlement offer fully underwritten by Goldman Sachs Australia to raise gross proceeds of approximately \$400m to fund increased capital required to implement the new Chemist Warehouse supply contract commencing on 01 Jul 2024 and progress business growth initiatives (**PD 06 Jun**).

In the event the proposed merger proceeds to completion, and to the extent the proceeds have not been applied to fund working capital needs and new business initiatives discussed in the investor presentation published on the ASX this morning, some of the net proceeds from the entitlement offer may instead be used to partially fund the cash consideration payable under the proposed merger.

Sigma stated that the proposed merger has the potential to unlock significant efficiencies, with the cost synergies estimated at around \$60m per annum, expected to be released



four years post-completion.

The indicative market capitalisation is expected to be \$8.8bn and to be eligible to sit well within the S&P/ASX200 following quarterly re-balancing.

The proposed merger is subject to a number of conditions including Australian Competition and Consumer Commission (ACCC) approval, CWG shareholder approval of the Scheme by 75% of the votes cast and by a majority under the headcount test and Sigma shareholder approvals by ordinary and special resolutions.

The Pharmacy Guild of Australia stated it believed the imminent proposed reverse takeover of Sigma Healthcare by Chemist Warehouse poses significant questions and risks (**PD 08 Dec**).

These questions and risks relate to patient care, community pharmacy ownership, competition, and the future of CSO wholesaling which Commonwealth, State and Territory Govts together with regulators, like the ACCC, need to urgently consider and address, the Guild commented.

The proposed merger entity called MergeCo will see Michael Sammells as the Chair and Vikesh Ramsunder as the Chief Executive Officer and Managing Director. *JG*

Legislation passed

THE Australian Govt has passed the *Public Health (Tobacco and Other Products) Bill 2023*, placing the nation as a world leader in tobacco and vaping control.

The Bill consolidates and modernises existing laws and introduces new approaches to discourage smoking.

It complements the measures announced last month to protect Australians, especially young people, from the harms of vaping that include reducing the appeal and attractiveness of tobacco products through advertising.

The Australian Govt stated it had worked closely with tobacco control and public health experts to ensure there are "the best possible protections in place".

The Govt will move quickly to finalise new regulations to support the reforms in the Bill.

The new Public Health (Tobacco and Other Products) legislation including the requirements for health promotion inserts, will start from 01 Apr 2024.

There will be a 12-month transition period from 01 Apr 2024 to 31 Mar 2025.

Industry will be given a year to comply with new requirements, with retailers given a further three months.

During this time, the Govt stated that it expects to see the new packaging requirements appear in the market gradually.

Your pharmacy, our priority

In challenging times, we're there for you

With our supply chain solutions, industry know-how and retail experience, we can help you overcome the toughest obstacles.

Visit symbion.com.au or email info@symbion.com.au to chat with one of our team members today.



Connecting communities to care



Spend up to 75% less points for the same flight.

www.pointrs.com
Earn More. Spend Less. Travel Better.



Business for good

CYPRESS Systems, the global supplier of selenium ingredient SelenoExcell, will pair the product with philanthropy as it prepares to attend the Complementary Medicines Australia Conference on 14 Dec in Sydney.

The conference is the largest complementary medicine gathering in Asia Pacific, with a global attendance that sees delegates attend from Australia, New Zealand, Southeast Asia and China.

The company will be showcasing SelenoExcell, Cypress Systems' gold-standard product, which is a standardised, clinically researched optimised form of organically-bound selenium.

Backed by over 15 studies, it was the first high selenium yeast to achieve GRAS (Generally Recognized as Safe) food status, the company stated.

The product showcase will be overlaid by a 'Business for Good' corporate social responsibility initiative.

This sees Cypress Systems donate 1% of all sales to its non-profit A Thousand Plus.

A Thousand Plus embodies the organisation's work in improving global maternal and infant malnutrition to ensure mothers and babies have a successful future.

President and COO Michelle Martin said, "we are hopeful that the Cypress Systems model of doing 'Business for Good' will help encourage others in the great nutraceuticals industry to further contribute to doing all we can to make life better for people and the planet".

Capital Chemist awards



CAPITAL Chemist pharmacy group presented the Pharmacy of the Year (POTY) awards at its Christmas Party, sponsored by Westpac and held in Canberra on 09 Dec.

The POTY competition focuses on around 50 parameters like growth, services development and implementation, demonstration of core values, customer service and pharmacist access.

Around 200 guests witnessed the POTY award presented to Capital Chemist Chisholm by Anthony Watt, Key Account Manager with Arrotex, a long-term trading partner of Capital Chemist, and a major awards sponsor.

Managing partners Rebecca Young and Rachel Rhodes were thrilled to receive the award.

"This is the culmination of years of hard work and dedication, and we acknowledge the efforts of our staff, and the support given by our management team at Capital Chemist, as we don't operate in isolation and this award shows exactly what is possible."

Runner-up went to Capital Chemist University of Canberra.

The Team Member of the Year was awarded to Chris Stephens, Dispensary Operations Manager for supporting the group through hundreds of drug shortages over recent years minimising the impacts on patients in need.

Other prizes awarded on the evening included the Up-and-Coming (most improved) award going to Capital Chemist Kambah; Chemists' Own Retailer of the Year was presented to Harvest Pharmacy Temora; Arrotex Dispensary of the Year went to Capital Chemist Chisholm; and the Arrotex Professional Services Pharmacy of the Year was awarded to Dodd & Dwyer, Capital Chemist Merimbula.

The award for Community Engagement went to Capital Chemist University of Canberra.

Capital Chemist CEO Andrew Topp said, "these awards are the showcase of years of hard work".

"The winners of all the awards have shown a dedication to the Capital Chemist model of community engagement, service and advice, and excellence in professional services." JG

Battams heads up

THE Pharmacy Guild of Australia Qld branch has appointed Matthew Battams as Branch Director who officially starts in the new role today.

Qld Branch President Chris Owen said Battams is an experienced executive with extensive knowledge in leading member-based organisations, as well as holding decision-making positions within the financial services industry.

"Matthew has been with the Guild for the past 12 months heading up the Guild's Membership, Business Support and Policy department and has been acting Branch Director since outgoing Director, Gerard Benedet was appointed Executive Director of the Guild's National Secretariat office in Oct this year," Owen said (PD 24 Oct).



Battams (pictured) added "I look forward to continuing the great work of the Guild and standing alongside the highly experienced network of healthcare professionals who provide timely accessible services to Queenslanders.

"The future of community pharmacy is incredibly important to the primary healthcare network in Queensland, and I am excited to play a leadership role for the branch and to advocate for our Pharmacy Guild members," Battams commented.



Introducing the latest innovation in personal care from Dermal Therapy!



- ✓ 48 hour sweat protection
- ✓ Fragrance free
- ✓ Triple action formula

Find out more about Dermal Therapy's latest innovation

CLICK HERE

AMH 2024 Pre-pub Promotion
BOOK THE BOOK NOW!

Pre-order the 2024 AMH book or any current resource between November 13 and December 31, 2023 to be in the running to win a professional conference package and other great rewards. Click here for all competition details and T&C's.



AVAILABLE IN BOOK, ONLINE OR DESKTOP APP
Shop today at AMH.NET.AU

Dispensary Corner

A US SENATOR has called for a govt investigation into the impact on national security of garlic imports from China.

Republican Senator Rick Scott has written to the commerce secretary, claiming Chinese garlic is unsafe, citing unsanitary production methods.

In his letter, Senator Scott refers to these existing concerns, but he goes on to highlight "a severe public health concern over the quality and safety of garlic grown in foreign countries - most notably, garlic grown in Communist China".

He refers to practices which, he said, have been "well documented" in online videos, cooking blogs and documentaries, including growing garlic in sewage, BBC has reported.

Senator Scott also goes into much detail about the different types of garlic that should be looked into, and argues, "food safety and security is an existential emergency that poses grave threats to our national security, public health, and economic prosperity".

The Office for Science and Society at McGill University in Quebec, which explains scientific issues, said there was "no evidence" that sewage is used as a fertiliser for growing garlic in China.

"Though human waste is as effective a fertiliser as is animal waste," it stated.

"Spreading human sewage on fields that grow crops doesn't sound appealing, but it is safer than you might think."

New COVID vax available

THE new COVID-19 vaccine to target the current Omicron variant of the virus will be available in community pharmacies throughout Australia from today.

The category of vaccines known as XBB 1.5 was approved by the TGA in Oct (**PD** 13 Oct) and can be used as a primary vaccination dosage as well as booster dosages.

Pharmacy Guild of Australia National President, Trent Twomey said the new vaccine will be more targeted at the virus which is currently circulating among the general population.

"With COVID-19 cases on the rise in the country, it is important that anyone who is due for their vaccination must do so as soon as they can at their local community pharmacy," Twomey added.

"Health authorities have recommended that vaccines move away from formulations which target the original or ancestral strain," he explained.

Twomey commented that the Australian Technical Advisory

Group on Immunisation is not recommending those who are not due for their vaccination to get an additional booster because of the arrival of the new vaccine.

"The advice remains that you must wait six months from your last jab to get your next booster shot and older vaccinations still provide protection against the severest of symptoms," he said.

The vaccines available are being manufactured by pharma companies Pfizer and Moderna.

Pfizer has two formulations one for patients over the age of five and less than 12, and one for patients over the age of 12.

The Moderna vaccine is for patients over the age of 12 years.

Twomey pointed out that community pharmacies delivered during the pandemic and continue to deliver for patients today.

"We've administered more than 11 million vaccinations since the pandemic, so my advice is if you need a vaccination, think pharmacy first," he said. *JG*

Xeljanz on PBS

PFIZER has announced that it welcomes the reimbursement of Xeljanz (tofacitinib) on the PBS for the treatment of patients aged two years or older with active polyarticular course juvenile idiopathic arthritis (pcJIA).

The patients would be suitable for the treatment having responded inadequately to previous therapy such as disease-modifying antirheumatic drugs, a group of medications used in people living with inflammatory forms of arthritis, Pfizer added.

Xeljanz is a twice-daily oral medicine classified as a JAK (Janus Kinase) inhibitor that has been researched in over 45 clinical trials globally.

The active ingredient, tofacitinib, works by suppressing the activation of the immune system, which is responsible for causing autoimmune conditions like pcJIA and other inflammatory disorders, Pfizer stated.

"The availability of Xeljanz on the PBS offers subsidised access to the first and only JAK inhibitor approved in Australia for the treatment of pcJIA, in two formulations, a tablet and an oral solution - opening up new possibilities for clinicians to explore additional treatment options," said Dr Jeff Chaitow, Head of Rheumatology at The Children's Hospital at Westmead, Sydney.

"Many patients living with pcJIA require injections or infusions; this drug offers relief for needle-phobic patients and their families," Chaitow said.

Pharmacist supplied drugs to criminals

A BEVERLY Hills pharmacist who supplied addictive drugs to a criminal syndicate has been banned from practising for at least six months, despite the Health Care Complaints Commission calling for a two-year suspension.

Ahmed Osman supplied pain relief medication including oxycodone and fentanyl and anti-anxiety drugs such as diazepam and tramadol to an unknown person in increasing quantities over two years between Jan 2021 and Feb 2022.

He was working at a pharmacy owned by his sister.

He met the buyer outside the pharmacy about once a month, and handed over a quantity of no less than 50 boxes, in what the NSW Civil and Administrative Tribunal described as conduct "completely antithetical to his professional responsibilities".

Afterwards, he made retrospective entries in the drug register and created falsified records to ensure that stock levels could be reconciled and to avoid detection.

Osman claimed to supply the drugs because the criminals had threatened him and his family.

Pharmacy Daily
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 - Jayamala Gupte
Journalists - Adam Bishop, Myles Stedman, Janie Medbury, Matthew Wai
Publisher - Bruce Piper
Editorial Director - Damian Francis
Associate Publisher - Anna Piper
info@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.

ADVERTISING AND MARKETING
Head of Sales & Marketing - Sean Harrigan
Advertising Operations - Nicki Harford
advertising@pharmacydaily.com.au

ACCOUNTS
accounts@traveldaily.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

Travel Daily
CRUISE
WEEKLY
Travel & Cruise
Weekly
travelBulletin
business events news

Time to rethink your dispensary set-up?

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.

Congratulations to our 2023 Step Up to Proprietor Graduates



WIZARD *pharmacy*

Supporting you to success as a Wizard Pharmacy Franchisee

Congratulations to our 2023 Step Up to Proprietor graduates for completing our 9 month intensive.

Step Up to Proprietor was designed exclusively by our People and Culture team, with input from Wizard Pharmacy's CEO, COO and CFO, to ensure that those looking at pharmacy ownership are empowered with the skills, knowledge, and business acumen needed to become a successful Wizard Pharmacy franchisee.

"The Step Up to Proprietor program helped boost my confidence and skills to become a more effective leader and proprietor. It was an incredibly rewarding experience. I loved how the whole cohort became closer as friends and, most importantly, colleagues who will be with me throughout my career," said Step Up to Proprietor graduate and Wizard Pharmacy proprietor Aaron Poon.

Well done to all our graduates.
We wish you the best for the future!

Better Care - Better Returns - Better Lifestyle | Better Get In Touch

JOINTHEFAMILY@WIZARDPS.COM.AU

[FIND OUT MORE HERE](#) 