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## Today's issue of PD

Pharmacy Daily today features five pages of news, including a special feature from Kizmet, plus a full page from Wizard.

## Better efficiency

EXPECT better returns with Wizard Pharmacy as its not owned by a wholesaler and can pay its rebates back to the franchisees.

See more on the **back page**.

## Tailored solution

KIZMET has created a tailored finance solution, called SUCCESSION, based on the realities pharmacists face today, which provides alternative and independent pathways to ownership, and for existing owners the ability to access equity.

See more on **page four**.

## Brace for demand surge

THE National Pharmaceutical Services Association (NPSA) stated recently that it is bracing for medicine demand surges when 60-day dispensing is introduced and is calling for "an industry-wide consultation process to begin immediately to properly consider all aspects of the new policy and manage medicine access".

The NPSA chair Richard Vincent (**pictured**) says that the introduction of longer dispensing will trigger "a range of complex new systems and logistics issues" for wholesalers and retailers and contingencies will be required.

The NPSA said it expected demand surges would occur in particular at the beginning of the change.

"The potential for surges can occur for many reasons, including a pandemic or regulation changes," said Vincent.

"Our experience tells us to expect similar behaviour and medicine availability challenges if the 60-day dispensing measure is implemented



as proposed," he explained.

"In addition, there is a range of complex new systems and logistics issues relating to 60-day ordering and distribution," Vincent concluded.

The Pharmacy Guild of Australia ran a survey of 1,500 members and found a majority were planning to scale back opening hours and services, and four in five pharmacies that provide aged-care health services are planning to discontinue the service, as reported in *The Australian*.

The Guild added the average pharmacy stands to lose \$170k a year in revenue due to this measure.

## Falling short

THE Federal Govt target of reducing the number of daily smokers to below 5% of the population by 2030 is in danger of stalling, if more is not done to stop new generations, shows modelling by researchers from several universities, who have access to 50 years of smoking data.

Dr Mariana Weber from the Daffodil Centre, the cancer control and policy body, explained, "we found that if trends in smoking uptake and smoking cessation stagnate, the smoking prevalence is unlikely to reach 5% until 2066.

"And the study showed that even if everyone who was born after 2010 didn't smoke, we still fall short of the target."

The reason is, Dr Weber explains, until recently, "we haven't had a National Tobacco strategy & might have become complacent about past success."

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## Asthma help for inner west Melbourne

THE National Asthma Council Australia today launched a tailored education package *Improving Childhood Asthma Management in Inner West Melbourne (Primary Health Care)*, to tackle the burden of asthma in Melbourne's inner west.

The online clinical education package has been developed specifically for GPs, practice nurses, pharmacists and allied health providers based in the inner western suburbs, an area that ranks highest in the state for emergency department presentations for asthma and wheeze in paediatric and adolescent patients.

A complementary package called *Childhood Asthma Guide for Inner West Melbourne (Schools and Sports Clubs)*, has

also been developed.

Narelle Williamson, Senior Clinical Consultant at the National Asthma Council, said best-practice asthma care should be a health priority for all primary healthcare professionals in Melbourne's inner west.

"For every age group in the zero to 19-year age range, children and adolescents from the inner west present to hospitals for asthma and wheeze at higher rates than the Victorian metropolitan average.

"The education package will help to address the variation in clinical knowledge, interest and capacity to deliver quality asthma care among GPs, pharmacists, maternal child health nurses and education providers in the inner west," she explained.

## 'Topping out' CSL facility

CSL Seqirus has today announced that construction of its new state-of-the-art manufacturing facility in Australia has reached its highest point, known as 'topping out'.

The facility will use innovative technology to produce seasonal and pandemic cell-based influenza vaccines, CSL Seqirus' vaccine adjuvant technology (MF59), the world's only approved human vaccine for Q fever, and antivenoms for venomous creatures native to Australia.

The site in Tullamarine, Melbourne, will have a gross floor area of 28,400m<sup>2</sup> across three key buildings.

It is on schedule to be operational in 2026 and will support Australia's preparedness and responsiveness in a future pandemic crisis.

Jonah Smith, Vice President and Program Lead for the CSL Seqirus Tullamarine Manufacturing Facility says topping out is an important milestone in the journey to completing the world-class facility.

"This will be the only cell-based influenza vaccine manufacturing facility in the Southern Hemisphere, and will manufacture influenza vaccines for use in Australia and overseas, creating a supply chain worth more than \$300 million annually to the Australian economy."

"This is also one of the first local manufacturing facilities to pursue 5-star 'Green Star' and Gold WELL certification."

Jonathan Anderson, CSL Seqirus Executive Medical Director - International Regions, says the innovative technology at the facility will form a key part of Australia's preparedness for seasonal and pandemic influenza.

"By making vaccines in cells, we can eliminate the introduction



of egg-based mutations that can impact influenza vaccines.

"Over 200 million doses of cell-based influenza vaccines have been distributed worldwide by CSL Seqirus, with demand doubling in the last two years.

"Australia will soon be a major contributor in meeting this demand.

"In the event of an influenza pandemic, this facility would quickly switch to manufacturing strain-matched cell-based pandemic influenza vaccines."

Anderson also says that producing antivenoms will be an important part of how the facility contributes to the health of Australia and its neighbouring countries.

Mark Baker, CEO of construction company BESIX Watpac says, celebrating the topping out is a long-held building tradition and an opportunity to acknowledge the team's expertise in delivering complex bioscience and pharmaceutical infrastructure.

"We are thrilled to have reached the topping-out milestone for this nationally significant project."

CSL has invested \$800 million plus in its largest capital project in building this facility and is part of the company's \$2 billion+ investment in Australia.



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## Treatment works

**NEW** research presented at this year's European Congress on Obesity, held last week, shows that the obesity drug semaglutide is effective for weight loss in a multicentre, one-year-long real-world study.

A total of 305 patients were included in the analysis.

The percentage of patients that lost more than 5% of their body weight was 82%, more than 10% was 65%, more than 15% was 41%, and more than 20% was 21% at one year.

Semaglutide treatment also significantly decreased systolic and diastolic blood pressure by 6.8/2.5 mmHg; total cholesterol by 10.2 mg/dL; LDL by 5.1 mg/dL, and triglycerides by 17.6 mg/dL.

The authors concluded, "semaglutide was associated with significant weight loss and metabolic parameters improvement at one year in a multi-site real-world study".

## SANE gets a formal tick

**SANE** has become the first organisation in Australia to have its digital mental health services formally accredited for safety, efficacy and security by the Australian Commission on Safety and Quality in Health Care.

According to the Commission, "The National Safety and Quality Digital Mental Health Standards provide a framework to guide safe use of digital mental health technologies.

"A service provider's assessment to these voluntary standards is a clear demonstration of their commitment to building and maintaining systems and processes that support high-quality services, backed by evidence, and that take privacy seriously."

Australia is the first country in the world to offer govt accreditation for digital mental health services.

According to the independent auditor, "SANE presents as an outstanding organisation in terms of their visionary and



robust leadership, governance and operational management, comprehensive documentation, the high calibre of staff; focus on training and development, quality of services provided, and extensive evidence of engagement with people with lived experience in planning, developing and delivering services."

SANE CEO Rachel Green was delighted saying, "this is a huge achievement and demonstrates SANE's commitment to safety and quality - speaking volumes to the strengths of being a lived experience-led organisation, strongly focused on those who our services are co-designed to support."

## Industry biases

A **NEW** study in *Drug and Alcohol Review*, has shown that alcohol industry organisations consistently misused and misrepresented evidence in their submissions to Australia's National Alcohol Strategy.

The study, *Unpacking assertions made by the alcohol industry and how they make them: An analysis of submissions into Australia's National Alcohol Strategy*, was authored by experts from Menzies School of Health Research, the National Drug Research Institute, La Trobe University's Centre for Alcohol Policy Research, and The George Institute for Global Health.

The research also showed that the industry deliberately misquoted evidence, manipulated, misused and ignored evidence throughout their submissions.

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# The market is evolving, financial solutions must too



**TIMES** have changed and there is a new approach to pharmacy ownership, Kizmet believes.

Gone are the days when a newly married couple would buy a house, bite off more than they can chew and then raise their family in the same area for decades, the company shares.

Nowadays, Kizmet notes, a couple buys their first house, it increases in equity, they sell it, refinance and move somewhere bigger - it's a really different approach.

This applies to pharmacy ownership too, Kizmet says.

"It's no longer the case that you would buy a pharmacy in a faraway location, uproot your family, and stay there for the next 40 years.

"Increasingly, there is a fluidity to the way we live and work." Finance plays a pivotal role

in this, and as a result, Kizmet believes there is a need for innovative solutions to allow customers to apply that fluidity in how they run their busy lives, both personally and professionally.

"Yes, the traditional loan structure where we go to the bank with a deposit and borrow the balance works for some circumstances, but this change in mindset and approach to our lives and businesses means pharmacists require a range of different financial solutions to meet a need at a particular point in time," the company explained.

## The reviews are in



**KIZMET** is sharing real life examples as to how their new **SUCCESSion** product has helped clients into pharmacy ownership.

"The biggest challenge was juggling my personal and professional goals - before I found **SUCCESSion**, I was going to have to make a choice between using that deposit to purchase my family home, or the business I had long aspired to purchase," a Kizmet customer shared.

"**SUCCESSion** has allowed me to do both.

"I used my savings to put down the deposit for my house and through **SUCCESSion**, purchased the pharmacy without any capital of my own.

"It has allowed me to maintain my independence as a pharmacy owner, making my own decisions as to what is best for my business and the community I serve.

"It also provided the financial freedom and risk protection that allows me to focus on being a pharmacist and building and developing my business."

## Introducing **SUCCESSion**

**KIZMET** recognises that in recent years, purchasing a first pharmacy has become a foreign concept for many.

Existing ownership structures, pharmacy values, increasing interest rates and now 60-day dispensing has made the prospect of pharmacy ownership, like home ownership, increasingly unattainable and just downright scary.

Therefore, Kizmet has

developed **SUCCESSion**.

Created as a tailored finance solution, based on the realities pharmacists face today; **SUCCESSion** is a new, finance solution which provides alternative and independent pathways to ownership and innovative solutions for existing owners to expand their network or access the equity in their pharmacy.

Find out more **HERE**.

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## Dispensary Corner

**TALK** about workforce shortages, officials at a hospital in western Germany have expressed regret after it emerged that one of their surgeons got a cleaner to assist in a toe amputation.

Public broadcaster *SWR* reported last week that the incident at the Mainz University Hospital, which happened in 2020, didn't result in any complications to the patient but the doctor has since been fired.

The hospital's Chief Executive, Norbert Pfeiffer, said the surgeon wrongly decided to go ahead with the routine procedure even though no qualified assistant was available, *SWR* reported.

When the patient, who had received a local anaesthetic, became restless the doctor asked a nearby cleaner to hold the man's leg and pass surgical instruments, according to local daily *Mainzer Allgemeine Zeitung*.

The paper reported that the cleaner had no medical experience.

The incident came to light after a hospital manager spotted the cleaner - bloody gauze pads in hand - in the operating theatre, it reported.

"This should never have happened," German news agency *dpa* quoted Pfeiffer as saying.



## Kids under-vaccinated

**WITH** just under two weeks until winter is officially here, parents are being urged to get their kids vaccinated against influenza, as new figures show only one in 10 kids have had the jab.

The latest Royal Children's Hospital (RCH) National Child Health Poll, released last week, also found only about 57% of Australian children are likely to be vaccinated at all this winter, with two-thirds of parents opting not to vaccinate, and not being aware the jab is needed annually.

RCH paediatrician, and report author, Dr Anthea Rhodes, said one-third of parents were also unaware their child can get seriously ill from the flu.

"These knowledge gaps, along with commonly-held misbeliefs about the necessity of annual vaccination, its efficacy and side-effects, are associated with parents' hesitancy to get their child vaccinated against the flu," said Dr Rhodes.

"Flu is the leading cause



of vaccine-preventable hospitalisations and deaths in children aged less than five years in Australia.

"Proven public health measures such as vaccination and improved hygiene can substantially reduce the impact of these infectious diseases on children and their families.

"As winter rapidly approaches, healthcare providers should actively promote flu vaccination, especially to families who are unsure or have not been vaccinated in the past."

## Home hazards for elderly over-looked

**MOST** older Australians would prefer to remain in their home for as long as possible, but few consider age-friendly modifications that reduce risks and injuries.

Flinders University researchers have interviewed 16 Adelaide residents aged between 52 and 76 years about their own, or their relatives, future housing plans and current living arrangements.

The study, published in the *Scandinavian Journal of Occupational Therapy*, determined that older people planning to age gracefully at

home lack the information they need to properly assess safety risks so they can undertake renovations to address them.

The study revealed that many older Australians are living in homes with clear dangers, hazards, and limited accessibility as they age, but few are addressing these challenges.

The researchers designed and tested a digital tool with 60 older people to assist with identifying and eliminating risks and are planning to make it freely available in the near future.

Learn more [HERE](#).



## Guild Update

### Approval for approved pharmacists

**APPROVED** pharmacists are being advised in writing from the Department of Health and Ageing of changes to the conditions for approved pharmacists dispensing pharmaceutical benefits.

Revised conditions will:

- Prohibit an approved pharmacist from being involved in dispensing or supply of pharmaceutical benefits from an unapproved pharmacy.
- Prohibit an unapproved pharmacy from being a depot for collection of pharmaceutical benefits.
- Prohibit an external agent from remote access to an approved pharmacist's dispense system to dispense pharmaceutical benefits.

The changes will not affect approved pharmacies which have an online presence, where a patient lodges a PBS prescription online for supply to the patient's home, as these supplies are considered to be 'from' the approved premises.

The changes do not apply to chemotherapy services, Highly Specialised Drugs or the S100 Remote Area Aboriginal Health Services programs which operate under separate regulations.

For further information, refer to the [National Health Legislation Amendment \(Conditions of Approval for Approved Pharmacists\) Instrument 2023](#) and direct enquiries to [pharmacyconditions@health.gov.au](mailto:pharmacyconditions@health.gov.au).



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