



Cal-600®
Helps build strong bones

Available from API, Symbion, Sigma & CH2

Petrus PHARMACEUTICALS
Calcium 600mg
120 tablets

Use only as directed. Consult your healthcare professional if symptoms persist.

Pharmacy for sale

WEALTH 100 Club has a cash positive pharmacy up for sale. The valuation, finance, due diligence, and legal matters are all taken care of for members, so take advantage of this and future offers by joining the Club - see more on **page three**.

Amcal brand refresh to sharpen offer

THE 87-year-old Amcal group has refreshed its brand tagline to 'For you, for life', as unveiled yesterday to over 240 members, suppliers and partners at the group's national retail conference in Sydney.

Sigma Healthcare CEO Vikesh Ramsunder told *Pharmacy Daily* the new slogan, to be made public later in the year, reflects the ability of one of the oldest banner groups to service its patients over the course of many years.

"A tagline is hardly changed daily; and this new one resonates through the lifecycle of a patient as we relaunch the brand with a more premium look and feel.

"We are focussed on improving our healthcare services, but also improving our front-of-shop as customers want innovation."

Ramsunder said the possible merger with Chemist Warehouse will bring the group's retail expertise to the Amcal brand.

"We see Chemist Warehouse currently as a competitor to our brands, yet with a potential merger,



and due to their retail expertise, they can help speed up what I am doing with Amcal.

"What we bring along to Chemist Warehouse is our expertise in wholesale and supply chain which assists them," said Ramsunder.

"I think we can easily marry the two brands, as in the end, it is offering the customer more choice."

He explained that if a customer wants "more value, they can

choose Chemist Warehouse", and if they want a closer association with their pharmacist, then "Amcal can continue to fill that gap".

"The merger, if it goes ahead, is ultimately for two complementary offerings to come together for patients and pharmacists." *JG*



DU'IT

GUARANTEED RELIEF
Australia's No.1 Hand Cream*

- 10% Urea to seal cracks
- Repairs dry, chapped, rough hands
- AHAs to exfoliate dead skin
- Dimethicone to protect skin
- No Parabens, Petrolatum, Mineral Oil
- Available in 75g and 30g travel size

TOUGH HANDS
INTENSIVE SKIN REPAIR
FOR DRY, CHAPPED & CHAPPED HANDS

Visible Effects within 1 day

API 235202 | Sigma 10012204 | Symbion 070912

CLINICALLY PROVEN



MedView

Protecting your business and patient data 24/7

To find out more visit medview.com.au



BioCeuticals ArmaForce®

Your #1 cold and flu partner this winter*

#1 COLD & FLU IN PHARMACY

ArmaForce®
Relieves symptoms of common colds & flu

BioCeuticals™

*IQVIA™, Pharmacy Sell Out Service, Vitamins and Dietary Supplements database, Cold & Flu Segment, Value Sales, 52 weeks WE_2024-01-27.

Always read the label and follow direction for use



Your Guild membership means there's always someone to turn to.

RENEW YOUR MEMBERSHIP TODAY

The Pharmacy Guild of Australia



Dispensary Corner

SLEEP problems significantly affect many pharmacy customers with a range of products sold, and sleep apnoea tests conducted by pharmacies.

So beware, avid social media users: the more you scroll, the higher your chances of experiencing nightmares filled with quite distressing posts or eerie TikToks.

Flinders University's Reza Shabahang, a keen observer of our digital lives, has spotted a spooky trend where people's nightly brain escapades are turning into distressing episodes of 'Insta-gone-wrong'.

Shabahang, from the College of Education, Psychology, and Social Work, has crafted the frightfully named Social Media Nightmare-Related Scale (SMNS), a tool designed to measure just how much our hashtags and shares haunt us after hours.

This scale, brewed from a cauldron of research on dreams and digital demons, reveals that nightmares of being relentlessly retweeted or facing viral villainy are real phenomena.

"Imagine dreaming of being chased by tweets or haunted by friend requests," Shabahang explains with a ghostly grin.

The SMNS digs into nightmare themes like cyberbullying phantoms, the spectre of online hate, and the zombie-like trance of excessive scrolling.

"Although these tech-tinged terrors are rare, they seem to target those who binge on social media," he noted, hinting that it's time to log off before bed.

Sigma CW supply contract

AMID yesterday's Amcal brand refresh announcement (see **page one**), parent company Sigma Healthcare is also readying for the 01 Jul start of its wholesale supply contract with Chemist Warehouse Group, worth at least \$3 billion in revenue in the first full year (**PD** 06 Jun 2023).

"I don't need to conclude the potential merger to get the Chemist Warehouse volume as we already have the supply contract for the group starting soon," Sigma's CEO Vikesh Ramsunder told **Pharmacy Daily**.

Sigma was awarded the Chemist Warehouse supply contract last year for both Pharmaceutical Benefits Scheme medicines and Fast Moving Consumer Goods products for a period of five years.

"The contract allows us to leverage our highly automated distribution centres and latent spare capacity after multiple years of investment," he said.

Ramsunder added that the COVID time supply shortages are no longer an issue as "we are really only switching wholesale volume to us, so the supply will have the same amount of stock in the country, with the only difference being it will now sit in the Sigma warehouses rather than in the competitor's". **JG**

Insures scope pilots

GUILD Insurance has covered members for 60 years, and will continue to support them as scope of practice pilots grow.

See more on the **back page**.

Bursary winners

THE successful recipients of the 2024 Aboriginal and Torres Strait Islander Pharmacist Scholarship were announced yesterday by the National Aboriginal Community Controlled Health Organisation, supported by a grant from Sanofi Australia.

The winners are Isaac Burgoyne, Matthew Cloake, James Sowter, Shi-Anne Wallace, and Dean Webber.

The body said from over 35,000 Australian pharmacists, only 100 identify as Aboriginal and/or Torres Strait Islander, representing less than 0.3% of the pharmacist workforce.

This makes the scholarship a step in the right direction to increasing the number of First Nations people graduating from pharmacy studies and entering the workforce.

Cancer initiative

THE Australian government has launched the Australian Comprehensive Cancer Network today, aimed at linking cancer services nationwide to enhance patient care outcomes.

The announcement came during Cancer Australia's Innovations Showcase event in Sydney, and follows the gov't's commitment of nearly \$750 million to cancer care in the 2023-24 Federal Budget.

The new initiative is part of a broader effort to address the disparities in cancer outcomes across the country, especially among those in rural, remote, and Aboriginal and Torres Strait Islander communities.

Despite Australia having some of the highest cancer survival rates globally, these disparities persist.

Guild Update

8CPA set to ease costs of healthcare for patients

PATIENTS will soon benefit from an additional \$3 billion pledged through the Eighth Community Pharmacy Agreement (8CPA).

The funding agreement will see the maximum amount patients pay toward the cost of PBS-subsidised medicines frozen for at least five years and not incurring the annual CPI indexation.

A measure to provide anti-inflationary relief for patients has also been secured with a gradual phasing in of a \$1 discount for all patients, paid for by the government.

As part of the new 5-year 8CPA to take effect from 01 Jul 2024, these measures go beyond cost-of-living relief, promising to support a viable and sustainable network of community pharmacies across Australia.

Supporting community pharmacies means patients' healthcare can continue to be prioritised.

Further announcements on the full list of measures to be delivered under the additional \$3 billion will be made by the Pharmacy Guild of Australia after the 8CPA is finalised.

PHARMACY FOR SALE

**NO DEPOSIT REQUIRED
FULLY MANAGED**



PHARMACY ID	:	134
TURNOVER	:	\$7,600,000
NET PROFIT	:	\$1,310,000
SALE PRICE	:	\$7,700,000
RETURN ON INVESTMENT	:	17%



100% Lend
\$0 upfront



100% Management
full store
management



100% Ownership
own 100% of the
pharmacy in your name



100% Hassle-free
absolutely everything
taken care of



100% Cashflow Positive
never put your
hand in your pocket



100% Net Profit Retention
all net profit goes to you



100% Equity Retention
all built up equity in
the pharmacy is yours

VALUATION, DUE DILIGENCE, LEGALS AND FINANCE ALL TAKEN CARE OF.
WE JUST NEED YOU!

CONTACT: SIMON METCALFE – 0499 208 182

OFFER ONLY AVAILABLE TO WEALTH 100 CLUB MEMBERS. BECOME A FREE MEMBER TODAY TO TAKE ADVANTAGE OF THIS AND ALL FUTURE OFFERS.

Cover that grows as fast as your scope.



For over 60 years, Guild Insurance has supported Australia's pharmacy profession through everything you do. Together with the PGA and PDL, we've worked hard to ensure our policies protect and reflect pharmacists' real-life needs.

Now that the PGA-driven scope of practice changes are live, we understand that, yet again, the real-life needs of pharmacists have changed, but our support hasn't. All Guild customers who participate in an approved scope of practice pilot can do so with confidence, knowing their insurance policy will still protect them.

What's a scope of practice pilot?

Scope of practice pilots will continue to evolve as state and federal governments and their agencies continue to work with our profession. In Queensland right now, community pharmacists who have undertaken 12 months of additional training can offer additional services to patients for a number of conditions, including school sores, shingles, mild psoriasis, wound management, swimmer's ear, weight loss management and hypertension, among others. It is these types of programs that Guild has committed to support through the addition of an additional benefit.

An additional benefit for Guild customers.

To provide cover certainty, the policy wording we apply to all Guild Pharmacy Business policies includes an additional benefit for 'Scope of Practice Pilots'. If you're already insured with Guild, this benefit is automatically applied. If you are not with Guild, you should ask your insurer if they can say the same.

If you'd like to find out more about Guild's exclusive support of pharmacy's scope of practice pilots, visit guildinsurance.com.au/pilot or if you'd like to be protected by a policy that is tailor made for Australian pharmacists, call a Guild insurance specialist on **1800 810 213**.

1800 810 213
guildinsurance.com.au



Don't go it alone