Sigma: GP co-pay could help

SIGMA CEO Mark Hooper has said the proposed $7 GP co-payment, should it come about, could work in favour of pharmacy.

Hooper told the Sydney Morning Herald that if the co-payment came in, should there be any hesitation from people wanting to see a doctor, the next place they would head to would be a pharmacy.

A Sigma spokesperson said people might head to their pharmacy for minor ailments rather than pay extra to see a doctor.

Hooper told the publication with the old model of the majority of funds coming through dispensing gone, additional services could account for up to 20% of a pharmacist’s income, looking at overseas models.

The spokesperson said by putting structured professional service programs in place, this allowed pharmacy members to be ready if the government and public started paying for such services.

The comments come after Sigma posted half year profit of $33.5m, up 34.5% year on year (PD Breaking News yesterday).

The company said it anticipated strong growth of business in the next six months and beyond.

Continued sales growth along with a full six months contribution from CHS in the second half of the year would boost sales and profit, with the addition of DDS (PD 09 Sep) adding momentum.

Hooper said that the company would see ongoing incremental benefits as the portfolio of private and exclusive label products gained momentum - CLICK HERE for more.

Oxy expert at APP

UNIVERSITY of Toronto Pharmacology, Medicine and Psychiatry Professor Emeritus Dr Edward Sellers will be a keynote speaker at APP 2015, presenting ‘Abuse Deterrent Technologies and Public Health Needs’ at the Mundipharma APP Plenary.

At a media briefing this week, Sellers said both the US and Canada had introduced tamper-proof oxycodone, but Canada had both generic and tamper-proof available.

He said in Canada, the different provinces decided for themselves regarding reimbursement of these. US studies, including of poisoning and double doctoring, had seen drops in abuse since the tamper-proof introduction, he said.

Guild fires back

PHARMACY Guild national president George Tambassis has said the Australian Medical Association (AMA) has limited or no knowledge of how pharmacy operates, and that Coles and Woolworths are not interested in health, in response to the AMA’s comments about supermarkets dispensing medicines (PD 11 Sep).

“Patient outcomes are what we are all about...we will focus on that while the AMA conducts a ‘turf war’.”

What skin type would the Lift and Firm Primer best suit? Dry, Normal or Oily?

Congratulations to yesterday’s winner, Janine Cargill from Symbion.

Win an Innoxa pack

This week PD & Innoxa are giving five readers the chance to win an Innoxa prize pack.

Innoxa has been caring for skin with dermatologically tested, cruelty free skincare ranges. The Restore Lift & Firm Primer provides hydration. The Pore Vanishing Crème is the perfect pick me up that minimises pores. For a mascara that lengthens and curls whilst conditioning, Lush Lashes Mascara is one to try. For those multi taskers, the 2 in 1 Liner and Eyeshadows are great for touch ups on the go.

Visit: www.innoxa.com.au

To win, be first to send the correct answer to: comp@pharmacydaily.com.au

Get the insider’s guide to success after PBS reforms.

PHARMACY Daily Friday 12th September 2014 t 1300 799 220 w www.pharmacydaily.com.au

THE EASY WAY TO HELP YOU STAY WELL THIS COLD AND FLU SEASON

Ethical Nutrients Immune Defence may reduce the severity and duration of a cold and support a healthy immune system.
Better counselling needed

THE Pharmacy Board of Australia has said in its latest communiqué that a lack of, or insufficient counselling on medication by pharmacists had been a “contributing factor” to complaints being made. The Board said this had become apparent during the consideration of a number of notifications. The number and nature of these notifications were not available, a spokesperson for the Board said. The Board said it was reminding pharmacists of their obligations regarding counselling patients, as outlined in its guidelines. “In addition to providing patients with important information to aid compliance with their medication, counselling on the medication being supplied serves as an opportunity to complete a final check of whether the correct medication is being supplied to the patient in accordance with the prescriber’s instructions, thus minimising the occurrence of dispensing errors.”

Pharmaceutical Society of Australia national president Grant Kardachi said this was a concern. “Dispensing is a professional service and counselling and advice must be a core part of our everyday practice and PSA has long been reinforcing the need for the profession to engage with consumers to achieve better health outcomes for our patients.”

“Quality Use of Medicines is a principle of the the National Medicines Policy and pharmacists have a responsibility to ensure its implementation.”

For more, CLICK HERE.

ASMI creates awards

THE Australian Self Medication Industry (ASMI) is partnering with specialist pharmacy research company, Industry Pulse, to establish awards recognising sales excellence among its over-the-counter and complementary medicine members in the pharmacy channel. The awards, to be presented at the ASMI Diamond Awards Dinner on 18 Nov, will be split by turnover, recognising both large and small organisations.

Sigma and Sandoz

FURTHER to TWC saying it will wait for approvals to stock the new generic modified release oxycodone from Sandoz (PD 11 Sep), Sigma has confirmed it has a supply agreement with Sandoz and as such, would be ranging it. A spokesperson said it would be up to the individual pharmacy to decide whether to range it or not.

AMWG communiqué

THE Access to Medicines Working Group (AMWG) said at its August meeting, it reaffirmed agreement that stakeholders such as the Generic Medicines Industry of Australia (GMIA) should be included in topics such as 99ACB and that the post market review framework should be shared with GMIA prior to publication.

Is your marketing effective?

Contact: Leanne Bauckham on 02 9248 2614 or leanne@instigo.com.au