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Today's issue of PD
Pharmacy Daily today has four pages of news and photos, along with a full page from:
• Sigma Awards Gala

Walker walks away with POTY



LUCY Walker Chemmart Pharmacy from Goondiwindi in regional Queensland was yesterday named the overall winner of the 2017 Guild Pharmacy of the Year award, with health minister Greg Hunt making the announcement at APP (**PD** breaking news).

Comparing the award to the recent Academy Awards blunder, Hunt said he was very pleased to have opened the correct envelope as he congratulated the Lucy Walker Chemmart team for their win (**pictured above**).

Lucy Walker Chemmart also took out the Community Engagement category of the awards, while Capital Chemist Southlands, ACT won the Business Management

Category and Capital Chemist Wanniasa ACT took out the Professional Services Innovation award for 2017.

Guild national president George Tambassis said the Lucy Walker Chemmart Goondiwindi win not only reflected the transformation of pharmacy today but also the importance of rural pharmacy to local communities.

"It is a great example to all other pharmacies, regardless of where they are located, of what can be done with vision, commitment and a focus on the future," he said.

The Guild also confirmed that Care Pharmaceuticals had agreed to sponsor the Pharmacy of the Year award for the next three years.

Sigma night of nights

AMCAL, Amcal Max, and Guardian pharmacies were honoured at the glamorous Sigma National Retail Gala Awards on Wed night at Jupiters Hotel on the Gold Coast.

The awards were presented as the culmination of the three-day Amcal and Guardian Retail Conference which offered a mix of professional and industry speakers, retail workshops, plenary sessions, and supplier exhibits.

Western Australia's Amcal Max Albany was the Amcal Pharmacy of the Year, while Corrimal Guardian Pharmacy in NSW was the Guardian Pharmacy of the Year.

See **page five** for more details.

Apotex buys Reform vaccine portal

APOTEX late yesterday announced the acquisition of the online vaccine portal operated by Peter Nelson's Reform Management (**PD** breaking news).

Apotex sales director Ben Sullivan said the move to acquire www.reformmanagement.com.au was an investment in new opportunities to help offset impacts, such as price reform "that place ongoing pressure on dispensary margins, while creating and retaining value for pharmacy".

The acquisition will see Apotex offer pharmacies over 50 competitively priced vaccines via the single website, which Sullivan said was the "next step forward for Apotex as pharmacy's best business partner".

Peter Nelson confirmed it was business as usual for the rest of the Reform pharmacy operations which include wholesaling and product supply to over 1,950 pharmacies.

Placebo alert

THE Therapeutic Goods Administration has issued a formal warning about Placebo Tablets (**pictured**) which it has found contain the undeclared prescription-only substance clenbuterol.



The TGA has also warned about counterfeit Tadalafil 100mg tablets and African Black Ant capsules, both found to contain sildenafil.

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Leaders line up at APP2017



YESTERDAY'S State of the Industry Symposium at the APP conference saw leaders of key Australian medicines organisations give an overview of the current situation in each of their sectors.

Pictured above from left are: Alan Tillack, Generic and Biosimilar Medicines Association;

Sigma Pharmaceuticals ceo Mark Hooper representing the National Pharmaceutical Services Association; Guild president George Tambassis; Lindsay Forrest from the Australian Self-Medication Industry; Medicines Australia ceo Milton Catelin and Pharmacy Guild executive director David Quilty.

GuildCare NG partners with KnowITall

PHARMACY loyalty and marketing company, KnowITall and the Pharmacy Guild of Australia's professional services software provider GuildLink's GuildCare NG, have announced a collaboration integrating the two platforms.

The partnership will provide pharmacists with the opportunity to opt into the KnowITall loyalty program from within the GuildCare NG platform, which enables KnowITall pharmacies to experience increased patient loyalty and engagement.

Pharmacists will be able to capture a holistic view of their patient's lifetime value including recording over the counter sales as well as their professional services health record using the system.

Additionally, loyalty information will be made seamlessly available through the myPharmacyLink app.

GuildLink ceo Ross Gallagher said the KnowITall agreement maintained the company's focus on "continuing to deliver and develop tools to ensure the business of pharmacy is made easier".

Hunt pharmacy praise

THE Pharmacy Guild welcomed comments made by Health Minister Greg Hunt during his presentation opening APP yesterday, with Guild President George Tambassis saying it was the "best speech I have heard in the last three years".

Hunt spoke about his vision for Australia's health system and the key role pharmacists can play.

However the presentation was somewhat scant on concrete details, with the minister only confirming ongoing discussions regarding a range of matters including the additional \$600 million 6CPA professional services funding which is still locked away, location rules and the controversial "risk share" issue relating to payment shortfalls because of lower prescription volumes.

"I am working with the Guild on an approach which I am hopeful will win the support of my colleagues in Canberra," he said.

"My judgement is that we will find an outcome on location rules and risk share which will materially and significantly improve the circumstances of Guild members."

Guild 'lost confidence' in review

THE Pharmacy Guild of Australia seems to have little hope of a constructive outcome from the current Review of Pharmacy Remuneration and Regulation, with Guild national president George Tambassis yesterday expressing major misgivings about the process.

Speaking at APP's State of the Industry Symposium, Tambassis (**pictured**) particularly took issue with the Review's chair, Stephen King, saying he had "made major mistakes, some bad choices, he comes with some serious preconceived ideas..."

"At the end of the day we've lost confidence in this gentleman."

Tambassis said the Guild had tried to work with King, but remains very concerned about his "conflicts and all the issues that he's raised".

The Guild president also questioned the preconceptions of another panel member, Jo Watson from the Consumer Health Forum and expressed disquiet that the CHF had been involved in some background work with the Review.

More shockingly, Tambassis also confirmed the Guild had discovered that the Review had approached the Australian Taxation Office in an attempt to obtain financial details about pharmacists via tax returns.

"There are serious issues around the review," he said.

"We are still as positive as we can be...we have put in an extremely



positive submission, and a lot of the key points that we make in our submission the minister's also raised in his speech this morning which is wonderful," Tambassis said.

While a planned appearance by King at APP was cancelled, the Review will be the hot topic of a

panel discussion at the conference this morning as well as at a Guild members-only breakfast.

The Health Department last week confirmed that the planned Feb release of the draft Review report has been delayed due to the serious illness of one of the Panel members (**PD** 04 Mar).

Afluria Quad available

AUSTRALIA'S only locally manufactured influenza vaccine is now available for the private market, as well as being listed on the National Immunisation Program for the 2017 flu season (**PD** 07 Mar).

Seqirus manufactures Afluria Quad (inactivated quadrivalent seasonal influenza vaccine - split virion) in its Melbourne plant, with the company aiming to bring flu vaccine early to Australia each year.

Afluria Quad will replace the company's trivalent vaccine (TIV), Fluvax for this year's season, while the name change to Afluria brings consistency across Seqirus' global influenza brand portfolio.



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Jobs of the Week

- **Retail Manager** - Sydney Western Suburbs (Job# 200013827)
Experienced RM with 3+ years in a similar community pharmacy role.
- **Part-time Pharmacist** - Inner North Melbourne, VIC (Job# 200013791)
Are you a real "promoter of wellness"? Work every Wed, 2nd Thurs & 2nd Sat.
- **Pharmacist in Charge** - Cairns, QLD (Job# 200013845)
Shopping centre pharmacy, Sunday to Thursday roster, exp dispensary staff.

Love your work? ... SO DO RAVEN'S!

LAST night the Australian Pharmacy Professional Conference trade show opened with a gala street party where delegates let their hair down as they checked out the hundreds of APP exhibitors.

Pharmacy Daily is here too, with a photo booth that proved extremely popular - come and see us today or over the weekend to join the fun.

All these photos were taken last night, with many more on our Facebook page at facebook.com/pharmacydaily.



KOS Sclavos from Sinapse spotting someone familiar...



THE Glucogel team expressing themselves.



NOT quite Charlie's Angels - fun on the PD photobooth.



NSW Guild President Rick Samimi and pharmacist friends from WA's Pharmacy 777.



RAYDEL is showcasing its new Policosanol cholesterol product with the help of Cuba's Professor Javier Sanches Lopez (second from right), head of ICU at Havana's National Institute of Neurology and Neurosurgery.



AMNEAL'S Gavin Upiter and Justin Rolls with their furry Alpaca (get it?) friends.



THE Pharmacium team of Marta Stybowski and Emma Switzer.



BILL Kelly and Brett Simmonds, Pharmacy Board of Australia.



Dispensary Corner

THE small Canadian town of Onoway in Alberta was in the pink - literally - recently, with residents finding coloured water coming from their taps.

The pink liquid (pictured) was apparently due to a mix-up at a treatment plant which saw an accidental discharge of potassium permanganate into a reservoir.

Apparently the chemical is used to remove hydrogen sulphide and iron from water, but ended up in the wrong part of the system when a valve malfunctioned during "normal line flushing".

The town's mayor apologised for the glitch, saying the colourful chemical was harmless.

No adverse effects were reported, but Barbie-loving little girls probably had a great time.



AND while we're on the subject of pink, a new biscuit released in the USA is reportedly having similar colourful effects on bodily functions.

Peeps Marshmallow Flavoured Oreos were launched ahead of next Mon's National Oreo Cookie Day, with fans taking to social media describing the experience.

@Barbeydahl wanted everyone to know her roommate "ate a whole pack of Oreo Peeps and left a pink stain in the toilet."

CSO unsustainable - Hooper

AUSTRALIA'S full-line pharmacy wholesalers may be forced to begin charging for some deliveries, unless significant changes are made to the funding of the country's pharmaceutical supply chain.

While that's not the wholesaler's preferred option, the current Community Service Obligation (CSO) system is no longer sustainable and needs big changes, according to Sigma Pharmaceuticals ceo Mark Hooper, who is also chair of the National Pharmaceutical Services Association (NPSA).

Speaking at APP yesterday, Hooper suggested an alternative which includes indexation of the CSO, a floor on margins for very cheap items, and tiered mark-up percentages on high-cost drugs.

"Wholesaler funding is estimated to be 26% lower under the 6th Community Pharmacy Agreement than it was under the previous Agreement, while the ongoing impact of price disclosure means that less than 10% of PBS medicines are now profitable to distribute," Hooper said.

"That is putting enormous pressure on the CSO wholesalers to maintain current service delivery levels."

The NPSA engaged global consulting firm L.E.K. to analyse confidential data provided by all the full-line wholesalers.

The alarming findings revealed the wholesalers were still distributing PBS medicines at a loss of 23 cents per unit so that a funding shortfall of up to \$500m will emerge over the life of 6CPA if no changes are made to the funding structure.

This is in spite of the fact that the research also unearthed 17.6% improvement in labour productivity, 16.2% reduction in operating costs per unit and millions of dollars invested in new technology and facilities.

"Doing nothing is not an option. We have to protect the sustainability of a supply chain model that has proven to be robust, inclusive and effective for communities across Australia," Hooper concluded.

WIN WITH DESIGNER BRANDS

This week Pharmacy Daily and Designer Brands are giving away the entire Brilliant Skin Duo range every day - a prize valued at \$60.

Instantly add warmth and dewiness to your complexion with the all NEW Brilliant Skin Duos from Designer Brands. There are two types of Duos in the range: Bronzer & Illuminator and Blush & Illuminator - including two stunning limited edition shades. The highly pigmented and blendable formulas are perfect for creating a naturally glowing complexion, and you get double the value with a 2-in-1 product. Enriched with Chamomile, Hyaluronic Acid and Aloe Vera, these buildable powders can be used alone or in tandem to create subtle to intense definition and illumination that lasts. With an included mirror, they are the ultimate handbag hero. **CLICK HERE** to see more.

To win, be the first person from TAS or VIC to send the correct answer to the question to comp@pharmacydaily.com.au

What is the name of the Duos?

Congratulations to yesterday's winner, Diane Potuszynski from South Plympton Chemplus.

Events Calendar

WELCOME to *Pharmacy Daily's* events calendar, opportunities to earn CPE and CPD points.

If you have an upcoming event you'd like us to feature, email info@pharmacydaily.com.au.

31 Mar-2 Apr: Extension Seminar in Clinical Medication Management; Novotel Melbourne; register here: www.shpa.org.au

29-30 Apr: Victorian Pharmacy Conference 2017; Monash University, Parkville; register here: www.psa.org.au

4-5 Jun: Naturally Good Expo; ICC Sydney; pre-register for free or \$30 at the door - details here: naturallygood.com.au

16-18 Jun: ConPharm 2017; Hotel Grand Chancellor, Hobart; find out more: www.aacp.com.au

28-30 Jul: PSA17; Hyatt Regency, Darling Harbour, Sydney; for details see: www.psa17.com

5-9 Aug: Medici Capital Pharmacy Snow Business Conference 2017; Mt. Buller, Victoria; register your interest here: www.medicic.com.au

1-3 Sep: Pharmacy Connect; Hilton Hotel Sydney; register here: www.pharmacy-connect.com.au

26-28 Oct: Pharmacy Assistant National Conference; QT Gold Coast; for details see: www.pharmacyassistants.com

16-19 Nov: Medicines Management Conference 2017; ICC Sydney; details tbc: www.shpa.org.au

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SIGMA AWARDS GALA HONOURS TOP AUSTRALIAN PHARMACIES

Some of the country's top pharmacies were honoured on Wednesday night at the Sigma Retail Conference Gala Awards Dinner on the Gold Coast. The big winners of the night included Amcal Max Albany in Western Australia which took out 'Amcal Pharmacy of the Year' and Corrimal Court Guardian Pharmacy in New South Wales was named 'Guardian Pharmacy of the Year'. "Our Pharmacies play an integral role in providing health solutions in our community. That is why we take the time and effort to support the pharmacy and pharmacy staff, and also recognise their contributions to the brands and communities in which they serve. Pharmacists are amongst the most trusted professionals, so we are particularly pleased to be able to recognise their achievements at this year's Retail Conference Awards Night," said Gary Dunne, (*Sigma's Chief Operating Officer*).

Other award winners on the night included:

Guardian Community Engagement Pharmacy of the Year
Gayndah Guardian Pharmacy - QLD

Amcal Community Engagement Pharmacy of the Year
Community Pharmacy - WA

Professional Services Pharmacy of the Year
Mundaring Amcal Chemist - WA

Amcal Retail Manager of the Year
Erica Currie - Haynes Amcal Pharmacy - WA

Guardian Retail Manager of the Year
Karina Ribeiro - Corrimal Court Pharmacy - NSW

Amcal Pharmacy Assistant of the Year
Rebecca Hoffman - Amcal Max Wadalba - NSW

Guardian Pharmacy Assistant of the Year
Ali Greenhalgh - Kings Pharmacy Walcha - NSW

The awards were part of the 3-day Amcal and Guardian Retail Conference which offered up a mix of professional and industry speakers, retail workshops, plenary sessions, and supplier exhibits.

For more photos visit sigmaco.com.au