

Monday 13 Mar 2017

## Today's issue of PD

**Pharmacy Daily** today has two pages of news plus full pages from:

- Amcal+
- Guardian Pharmacy

## New RUM deal

THE Return of Unwanted Medicines (RUM) Project will be commencing a national awareness campaign during the month of Jun, with the aim of educating consumers about disposal of medicines via their local pharmacy.

A recent research study by Griffith University of over 4,300 Australians revealed more than 60% had unwanted medicines in their home with the majority of respondents (over 80%) not knowing how to dispose of them and completely unaware of the RUM initiative.

"We have a big job ahead of us to raise consumer awareness of RUM, and we are calling on the pharmacy industry to support our efforts. Every interaction with a pharmacy customer - especially at the dispensary counter - presents an opportunity to remind them to return their medicines back to the pharmacy, in the event it expires or is not used," said RUM project manager Toni Riley.

## ALP supporting pharmacy

THERE appears to be strong bipartisan support for the current community pharmacy model in Australia, with shadow health minister Catherine King telling APP delegates the Labor Party is "acutely aware of the important role community pharmacy plays in the health of our communities".

Speaking on Fri morning, King confirmed the ALP's support for the "current system of community pharmacy, including pharmacy ownership by pharmacists, as the best means to achieve a well-distributed network of pharmacies providing professional advice and support".

She also said a future Labor government would honour the Sixth Community Pharmacy Agreement and conduct "early and inclusive negotiations towards the Seventh CPA" - hinting at a wider involvement in the 7CPA from other parties because the agreements increasingly affect other parts of the health sector.

King promised an ALP government would "negotiate an unambiguous deal and honour it" - noting the current disputes and delays on some items in the 6CPA.

She said while the Labor Party



was interested to see the findings of the current Review of Pharmacy Remuneration and Regulation, these would be "just one consideration" in negotiations.

Catherine King is pictured above with Pharmacy Guild president George Tambassis.

## Bexsero vax release

GLAXOSMITHKLINE (GSK)

Australia has announced that with global and Australian demand high, intermittent stock-outs may occur, but confirms that another delivery of Bexsero has been released into the private market.

Families can expect to pay in the range of \$120-140 per dose of Bexsero depending on which pharmacy they attend.

Visit [tga.gov.au](http://tga.gov.au) for supply details.

BOOKKEEPING, PAYROLL,  
ONLINE DOCUMENT  
MANAGEMENT

Only a pharmacist can truly  
understand your business

[Click here for more info or  
call 1800 961 962](#)

## Major concerns over 6CPA funding

THE Pharmacy Guild has expressed significant misgivings about the timing of the release of further funds allocated under the Sixth Community Pharmacy Agreement, with doubts around \$600 million due this year.

Speaking on a panel at APP on Fri, Guild executive director David Quilty said "the agreement makes it clear that the \$600 million for new expanded professional programs should commence from 01 Jul 2017.

"That point is very close, and we've been concerned that cost effectiveness reviews that precede the expansion of existing programs are very late," he said.

Quilty said the first tranche of the cost-effectiveness reviews was still being completed, while "some of the programs have effectively not even commenced being reviewed.

"The process the Health Department has put in place has clearly not worked," he said.

Quilty emphasised that "it is vital this money flows in full and on time...for the viability and the transformation of pharmacy," welcoming comments in the Health Minister's APP speech which he said showed "Greg Hunt recognises this".

## They swiped your pen again?

Join a pharmacy group that keeps an eye on your inventory so you can keep an eye on better service



(AND FOCUS ON WHAT'S IMPORTANT ▶ YOUR CUSTOMER)

[CLICK HERE](#) [to.meet.the.family](http://to.meet.the.family)

✓ SIX MONTHS ABOVE THE LINE CAMPAIGN TO DRIVE SALES

✓ 3.8 MILLION CONSUMER REACH

✓ EDUCATE CONSUMERS ON THE BENEFITS OF LIFESTREAM

✓ INTEGRATED CAMPAIGN ACROSS FOUR MEDIA CHANNELS

Lifestream NUTRITION TO LIVE BY

### Lifestream Consumer Campaign

KADAC: 1300 762 025 | [orders@kadac.com.au](mailto:orders@kadac.com.au)  
 BSA: 03 9939 4190 | [admin@bsaus.com.au](mailto:admin@bsaus.com.au)

ORDER NOW  
TO SECURE  
RANGING AND  
A GREAT DEAL!

## The original probiotic PLUS

Always read the label. Use only as directed.



Monday 13 Mar 2017

## Guild offers forecasting tool

**ADDING** to its suite of tools "designed to help transform community pharmacies into a model providing more viable professional health advice and services", the Pharmacy Guild of Australia has released ScriptMAP 2020.

The product is promoted as "the industry's leading financial forecasting product," delivering a customised analysis, based on the pharmacy's own dispensing data for 12 months, of changes to the PBS predicted out till 2020.

A Guild spokesperson said ScriptMAP 2020 forecasts business remuneration out to 2020 and assesses the expectation for alternative business strategies to suit the community pharmacy.

"Prescriptions account for an average 66.5% of pharmacy revenue - making intelligence on projections the necessary first step in helping owners manage their pharmacy business and minimise



risk," the spokesperson said.

"By analysing a pharmacy's dispensing data, ScriptMAP combines volume growth, substitution rates, discounting data and trading terms to evaluate the expected gross margin for the business to 2020."

The system is said to lend itself to supporting business planning or applying for finance.

"ScriptMAP is utilised by pharmacies in making business decisions, improving and sustaining pharmacy profits, and is widely respected and utilised by valuers, accounting groups, banking and political arenas," the Guild said.

### Pharmacists key post-codeine - Maxigesic

AFT Pharmaceuticals has hailed the results of a survey it commissioned which found pharmacists will have a major role in guiding consumers about painkiller options after codeine becomes prescription-only.

Speaking to **PD** at APP last Fri, AFT ceo Hartley Atkinson said the survey had found the majority of consumers (55%) said they would seek advice from their pharmacist.

Doctors, at 49%, came in second place, while other sources such as the internet (23%) or family & friends (15%) were seen as likely to be less useful.

"This survey reinforces the opportunity for pharmacists to become involved and lead the patient discussion that will arise from the upcoming rescheduling," Atkinson said.

"Once this change comes into place on 1 February next year - and likely even before that - many consumers are going to be looking to pharmacists to give them advice around what products give effective pain relief that doesn't require a visit to a GP for a prescription".

Atkinson said while some patients may visit a GP, the time and expense of that option may be less attractive "when pharmacists are able to recommend a viable OTC alternative like Maxigesic".

### APC appointments

THE Australian Pharmacy Council (APC) Council has finalised its biennial election process, declaring Professor Debra Rowett re-elected as president and Sue Kirsa elected as vice president.

Professor Nick Shaw did not seek re-election as vice president, but remains chair of the APC Accreditation Committee.

Meanwhile the APC has announced its office relocation to Level 1, 15 Lancaster Place, Majura Park, with the same phone number.

### Monash ranks high

THE 2017 QS World University Rankings by Subject have placed Monash second in the world for pharmacy and pharmacology.

Maintaining its number one status in Australia and within the AsiaPacific region, the new ranking represents an improvement of two places on 2016, when Monash was ranked #4 behind Harvard University, The University of Cambridge and The University of Oxford.

Harvard still retains the top spot.

LOTS of fun at APP2017



### My Chemist top again

THE Roy Morgan Customer Satisfaction Awards for Jan 2017 have once again seen My Chemist and Chemist Warehouse take out the top two spots.

Priceline Pharmacy moved up in the rankings to third position, followed by Terry White and then Soul Pattinson.

The monthly results are based on a rolling annual survey under the Roy Morgan Single Source, with a sample size of 8,427.

My Chemist and Chemist Warehouse have ranked at the top of the list every month since Oct.

### Swansea loves rural pharmacy

SWANSEA Pharmacy on the East coast of Tasmania (pictured) is the winner of the Pharmacy Guild's video competition for rural and remote pharmacies across Australia to tell the world about their experiences and why they are so passionate about working in rural and remote areas.

Wallumbilla Pharmacy, Queensland, was selected as the People's Choice winner.

Rural and remote pharmacists were invited to submit a 45 second video about work and experiences in their unique pharmacies to



complement the Rural Pharmacy Forum at APP2017 and its #iloverruralpharmacy theme.

Pharmacy Guild of Australia national president George Tambassis said the quality and creativity of the videos submitted was amazing.

"This competition gave PHARIA 4-6 pharmacies and their staff the opportunity to share their passion

and they certainly did this," Mr Tambassis said.

Pictured is the Swansea Pharmacy team at a training session.

**CLICK HERE** to access the video entries.



Monday 13 Mar 2017

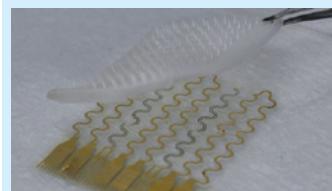


## Dispensary Corner

**PINPRICK** tests for blood sugars in diabetics could become a thing of the past, after a breakthrough by scientists in South Korea who have developed a sweat sensor.

The team from the Seoul National University don't need a gym-soaked T-shirt, reports the *BBC*, but rather just one thousandth of a millilitre of perspiration to measure blood sugar via the gadget which also analyses sweat humidity and acidity to come up with a result.

The electronics are encased in a porous layer (**pictured**) which allows the sweat to soak through, with trial results showing the results from the sensor "agree well" with those from blood tests.



**ARCHAEOLOGISTS** working on a site in northern Spain are thanking their lucky stars that Neanderthal Man had poor dental hygiene.

They have managed to figure out lots of interesting information on how our antecedents lived - by analysing DNA found in the tooth plaque of the former inhabitants of El Sidron Cave.

Intriguingly, the scientists from the University of Adelaide, South Australia and the University of Liverpool in the UK have concluded the Neanderthals possibly used plants to self-medicate, with DNA from poplar trees (a source of salicylic acid) and penicillium mould (used to make penicillin) found in the teeth.

**Pharmacy Daily** is Australia's favourite pharmacy industry publication. Sign up free at [www.pharmacydaily.com.au](http://www.pharmacydaily.com.au).

**Postal address:** PO Box 1010, Epping, NSW 1710 Australia

**Street address:** Level 2, Suite 1 64 Talavera Rd, Macquarie Park NSW 2113 Australia

**P:** 1300 799 220 (+61 2 8007 6760) **F:** 1300 799 221 (+61 2 8007 6769)

Part of the Business Publishing Group.

**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.



Follow us  
on social media

Just one click away from keeping up to date with all the **Pharmacy Daily** breaking news as it comes to hand



## GSK, Bayer to pull OTC codeine

**GLAXOSMITHKLINE** and Bayer

Pharmaceuticals have both confirmed their intentions to withdraw from the OTC codeine combination analgesic markets next year, following the TGA's decision to upschedule the products to prescription-only next year.

A GSK statement said the company had undertaken a "thorough assessment of the strong pain environment" and decided that Australians already have access to a wide range of high quality codeine-containing analgesics via prescription.

"Based on this we have taken the decision not to move our codeine-containing analgesics (Panafen Plus, Panadeine, Panadeine Rapid Soluble and Panadeine Extras) from S3 OTC to S4 prescription only medicines.

"This means that they will no longer be available in the Australian market," the company said.

GSK said it was working on an exit plan to manage the transition.

Bayer has also confirmed it will pull its OTC products telling *Pharm in Focus* that "the up-scheduling affected our cold and flu products and these will be deleted post 1st

February 2018".

These items include Demazin PE Cold & Flu Relief, Demazin Cold & Flu Day & Night Relief and Demazin Day & Night Cold & Flu tablets - with Bayer saying it plans to replace the products with new codeine-free formulations.

**MEANWHILE** Pharmacy Guild president George Tambassis has confirmed progress with the Therapeutic Goods Administration on "giving access to codeine-containing products that will be upscheduled to prescription only".

Speaking on a panel at APP on Fri, Tambassis said he had met with TGA chief John Skerritt who had "agreed to work with us on a solution...that way we can propose an evidence-based solution to the regulatory authorities so people using these medicines appropriately, for the right conditions, can still access those medicines.

"The TGA has agreed to work with the Guild to bring that solution to life," Tambassis promised.

"Our position is quite clear that we're going to work with the TGA to find an alternative model, and we're doing that, full steam ahead".

## WIN WITH PLUNKETTS

This week Pharmacy Daily and Plunketts are giving away a John Plunkett Dark Spot Eraser and Facial Cleanser everyday.

New John Plunkett Dark Spot Eraser is a concentrated serum with Eventone ComplexTM – a blend of multiple actives to visibly lighten pigmentation and boost your skin's health and radiance, plus it's easy to incorporate into your daily skincare routine with guaranteed results. RRP \$39.95.

Visit: [www.JohnPlunkett.com.au](http://www.JohnPlunkett.com.au)

To win, be the first from NSW or ACT to send the correct answer to the question to [comp@pharmacydaily.com.au](mailto:comp@pharmacydaily.com.au)

What is Eventone ComplexTM?

Check here tomorrow for today's winner.



Publisher/Editor in chief: Bruce Piper

Managing Editor: Jon Murrie

Reporter: Mal Smith

Contributors: Matt Bell, Rebecca Le Bas, Jasmine O'Donoghue

Advertising and Marketing: Sean Harrigan and Melanie Tchakmajian [advertising@pharmacydaily.com.au](mailto:advertising@pharmacydaily.com.au)

Business Manager: Jenny Piper [accounts@pharmacydaily.com.au](mailto:accounts@pharmacydaily.com.au)

Editorial: [info@pharmacydaily.com.au](mailto:info@pharmacydaily.com.au)

Travel Daily CRUISE travelBulletin Pharmacy DAILY

WEEKLY

business events news

Travel Daily TV



## Weekly Comment

Welcome to PD's weekly comment feature. This week's contributor is **Teresa Di Franco**, Pharmacist and CDE, Perth Diabetes Care.



### Discussing injection technique with customers

**DIABETES** requires a multi-disciplinary approach which combines both specialist and generalist healthcare professionals. Pharmacy is often the primary and most regular point of contact for people living with diabetes. An often-overlooked area of diabetes education is injection technique, which is an area pharmacists can help with.

Pharmacists and their teams are ideally placed to engage their customers for pen needles and syringes, and to review injection technique and safe sharps disposal. Even people who have been injecting their diabetes medication for many years are simply unaware that shorter needles exist and may be more comfortable for them.

Addressing issues surrounding injection technique relies on pharmacists and select staff initiating a conversation with their customers. Some conversation starters I've shared with my team include:

- How often do you experience pain, bruising or bleeding when injecting your insulin or injectable medication? How often are you changing your needle?
- Do you know there are shorter needles now available that may be more comfortable to use?
- When was the last time you saw a credentialled diabetes educator?

# When you need advice you can count on.

Amcal is all about delivering expert advice to the people of Australia. That's why our pharmacists are so important to us, and why they are at the heart of everything we do.

If you're interested in becoming a member, just ask Amcal.



## Contact

Call 03 9215 9215 or email [peter.lane@signet.com.au](mailto:peter.lane@signet.com.au)



Just ask // **Amcal+**



## BE A PART OF OUR *Community*

If you want to be a part of something special, become a Guardian Pharmacy member. We're all about giving you the advice and tools you need to support your local community.

- Be at the heart of your local community, helping the people you know
- We place you at the centre of personalised patient-focused healthcare
- Educate and inform with professional services campaigns, supported by catalogue campaigns and local area marketing

At Guardian, we care about your customers because you care about your customers, and what's important to you is essential to us. If you're interested in becoming part of the Guardian community, please don't hesitate to get in touch.

### CONTACT

Call 03 9215 9215  
or email [peter.lane@signet.com.au](mailto:peter.lane@signet.com.au)

 **Guardian**  
Let's talk about you.