

Over 1,000 Australian pharmacies have trusted Willach to create their perfect dispensaries.



Why?

- Over 1,000 solutions throughout Australian dispensaries
- Over 220 automated dispensaries nationally
- 13 years in Australia supporting the industry
- Over 155 years combined pharmacy experience within our local team
- The only company and manufacturer owned automation supplier in Australia

So, when it comes to your dispensary, you can rely on us.

Willach – 1,000 reasons why.



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Willach has announced its 2018 APP marketing campaign will celebrate the milestone achievement of 1,000 Willach solutions in Australia.

The global Willach Group first established its Asia-Pacific headquarters in Melbourne in 2005 and has worked tirelessly to develop strong relationships with pharmacy owners and the industry. Over the past 13 years, the company has reinvested significantly into a state of the art training facility and built a dedicated local team of consulting pharmacists, designers,

trainers, solutions consultants and technicians. This enables them to provide an unbeatable level of service and support to clients as well as industry partners.

The 4th generation company owner Dr Jens Willach, will again be attending the APP conference to meet with delegates at what is shaping up to be one of Willach's best trade displays to date.

Today's issue of PD

Pharmacy Daily today has two pages of news plus a front full page wrap from **Willach** and a full page from **HealthPoint**.

BD steps in for Rowa

BECTON, Dickinson and Company has entered into a licensing agreement with the administrators of the collapsed Dose Innovations Pty Ltd (**PD** 23 Jan 2018), with the aim of minimising disruption to affected customers.

Dose Innovation was placed in the hands of administrators Cor Cordis last week, with partner Darryl Kirk confirming his team was working to establish a way forward for the business which was "not able to continue trading in its own right".

"We are in the process of reviewing all existing customer orders, and will be in contact directly with customers as soon as possible," he said.

Kirk confirmed Cor Cordis was seeking to sell the business as a going concern, with industry participants to be contacted in the coming days to determine their interest in acquiring the assets.

Becton Dickinson country gm Hilary Crilly told **PD** the company was currently working on implementation of plans to assist Rowa customers, but wasn't able to give further details at this stage.

20% stockpiling

ONE in five people currently using codeine are stockpiling supplies, according to a survey conducted this month by "genetic interpretation company" MyDNA.

The poll was carried out to highlight a new MyDNA test which analyses an individual's genetic code to determine how their body reacts to different pain medications.

The swab provides insights into how drugs such as codeine are likely to affect the patient and help determine appropriate treatments.

The poll also found 33% of people had used codeine to manage pain in the last year, with a quarter of those using codeine admitting their pain was not under control.

Guild leader blasts CMO

DAVID Heffernan, president of the NSW branch of the Pharmacy Guild, has called on Chief Medical Officer Brendan Murphy to resign if he does not correct statements claiming OTC codeine causes 100 deaths per year in Australia.

Murphy repeated the claims on *ABC Radio* yesterday, echoing other statements by Health Minister Greg Hunt, doctors groups and TGA officials which Heffernan says are "misleading, defamatory to pharmacists and must stop".

"If there is any data to back up such an overblown claim, those making the claims should produce it - but I doubt that they can because I do not believe it exists," Heffernan told **PD** yesterday.

"The public deserve better than having our Chief Medical Officer

being just a mouthpiece for the AMA and the RACGP," he fumed.

Heffernan said the evidence shows the vast majority of deaths involving opioid drugs occur because the victim has taken a number of different drugs and alcohol, with the death caused by the collective action of the medications being used.

Where codeine was thought to be the sole cause of the death the figure is more like 25 annually in Australia - and this includes both OTC items and codeine obtained under prescription which was the cause of the majority of the deaths.

What's more, Heffernan said, the data being cited predates MedsASSIST and relates to studies undertaken between 2000 and 2013 where for the majority of the time codeine was S2.

"The Federal Health Minister relies on expert advice, yet Mr Hunt's statement that 'we're losing over 100 lives a year through over the counter codeine...' is false and defamatory to honest and decent pharmacists Australia wide," Heffernan concluded.

API plots CSO action

AUSTRALIAN Pharmaceutical Industries has warned that it will "pull the levers available to us" in relation to pharmacy distribution if current funding gaps in the Community Service Obligation (CSO) are not addressed.

Speaking at the API annual general meeting yesterday, ceo Richard Vincent said the company was focused on working with the government to develop a sustainable funding model.

"We would prefer a solution that invests in the national medicines supply chain, however we are prepared for all options," he said.

Outgoing API chairman Peter Robinson cited the recent moves by AstraZeneca and Amgen shifting to direct distribution for their higher margin and higher volume medicines outside the CSO wholesaling model.

"Exclusive arrangements such as these provide no ability to monitor and enforce minimum standards for delivering the community service," Robinson said.

Vincent also confirmed the tough retail market (**PD** 22 Jan 2018), with Priceline Pharmacy's market share remaining stable although the overall health and beauty market showed "little to no growth".



Willach milestone

PHARMACY dispensary systems specialist company Willach has announced its 2018 APP marketing campaign will celebrate the milestone achievement of delivering 1,000 dispensary solutions for Australian pharmacies.

The campaign - '1,000 reasons why' - engages current customers who have benefited from Willach designed and equipped dispensaries and will culminate in a flagship display at this year's APP conference in May.

"Backed by a global brand and with 13 years in Australia supporting the industry, Willach has developed a reputation for delivering dispensary and workflow solutions that benefit modern pharmacies for the long-term," Willach md John Koot said.

"While Willach is most often associated with the market-leading CONSIG robotic dispensing system, our many success stories and continued repeat business with non-automated solutions reflect our ability to provide a complete solution and we have established ourselves as leaders in this space."

See the **cover page** for more.

Pharmacy windfall for govt

THE Health Department's latest PBS Expenditure and Prescriptions Report shows that pharmacy remuneration in 2016-17 was \$2.42 billion, nearly \$400m less than the Department estimated at the time of the signing of the Sixth Community Pharmacy Agreement (6CPA) in May 2015, according to Pharmacy Guild of Australia executive director David Quilty.

Writing in *Forefront* yesterday, Quilty said this figure was "close to double the \$200m increase in the administration, handling and infrastructure (AHI) fee that will be paid to community pharmacies over the last three years of the 6CPA as a result of the negotiation of the Pharmacy Compact."

"This deficit for pharmacies - which is a windfall for the Federal Government - is as a result of the combination of lower than anticipated PBS prescription

volumes and the ongoing impact of PBS reforms on the average per script pharmacy gross profit for dispensing medicines."

More alarmingly, the percentage of PBS payments to community pharmacy have fallen from 93% in 2011-12 to 77% in 2016-17, while the percentage going to public hospitals has increased from 5% to 19%..., he wrote.

In addition, the percentage of community pharmacies PBS costs are doing all the "heavy lifting" as the scheme focuses on subsidising lower volume, higher cost new medicines dispensed primarily through hospitals, while lower cost higher volume generics are growing in community pharmacy.

Quilty also drew a "stark contrast" between the PBS as a "fiscal master class" and the MBS, public hospitals and aged care funding growth rates higher than both CPI and GDP.

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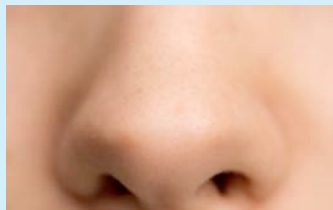


Dispensary Corner

WHILE it is advised you not go around tweaking the honkers of other people to test the theory, a new study suggests the temperature of a person's nose may be linked to how hard they are working their brain.

Scientists at the University of Nottingham in the United Kingdom examined the neurological functions of 14 volunteers and found the more a person was using their brain to solve a problem, the colder their nose was under thermal imaging.

The final proof of the study was reached when someone was badly burnt after inadvertently touching the schnoz of US President Donald Trump.



IF YOU'RE interested in surviving your next trip to hospital then statistics suggest you should try to avoid having your medical emergency on a weekend.

What doctors refer to as the "weekend effect" is a genuine phenomenon, seeing a greater number of patients flat lining on Saturday and Sunday.

The reason? Well, that's where the data falls down somewhat, with no discernible cause given as to why this might be the case.

Theories postulated include doctor fatigue, understaffing, and perhaps fewer witnesses to a medical episode due to fewer patients present in wards.

Biologics and barcodes

THE Therapeutic Goods Administration (TGA) has published 34 submissions to its 'Nomenclature of biological medicines' consultation.

Opinions were divided, with a number focusing on the barcode option and others on the suffix option for the naming of biologics, both originator (or "reference") brands and their biosimilars.

The main problem with the nomenclature tradition is that, unlike with small molecule generic medicines which are identical molecules, albeit sometime with differing excipients, the "extreme complexity and large molecular size of biologic medicines means even minor differences between two similar biologics can cause unexpected reactions in patients," says Safe Biologics in its submission.

Safe Biologics is an alliance of around 15 medical and academic groups which have been working together on this issue.

"Additionally, biologics are extremely sensitive to changes in their manufacturing process, which has the potential to change how

the medicine behaves in the body," the submission explained.

"A consistent and transparent naming system that clearly and distinctly identifies each individual product by manufacturer can help manage these risks and increase physician comfort with biosimilars."

Safe Biologics does not support the barcode option, where healthcare facilities, prescribers, and dispensers record information by scanning the barcode, but prefers the suffix option, where a "distinguishable suffix is added to the end of a shared root name".

Medicines Australia, the Pharmacy Guild and NPS MedicineWise all support the machine readable barcode option citing the value of being able to trace the product through the distribution chain and reduction of ambiguity and human error risks.

NPS was critical of the suffix option because it could identify a product as 'not the original' and undermine uptake and the equivalence messaging around biosimilars - see tga.gov.au.



Travel Specials

WELCOME to *Pharmacy Daily's* travel feature. Each week we highlight a couple of great travel deals for the pharmacy industry, brought to you by *Cruise Weekly*.

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Win with Wean Meister

Each day this week Pharmacy Daily and Wean Meister are giving readers the chance to win a Freezer Pod, Bib Set and Sippy Skillz Cups Set valued at \$77 per pack.

These stunning high-quality silicone feeding products will transform your weaning routine!

Pack comprises of: Freezer Pod tray for freezing your nutritious home-made baby food quickly and easily, 2 Easy Rinse Baby Bibs - designed to catch everything so less cleaning and more fun and 2 Sippy Skillz - Baby's First Cup - Dentist approved to prevent tooth decay.

www.weanmeister.com.au

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

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