

Be part of something better.

To the pharmacists of Australia,

It will come as no surprise to any of you that Australia's healthcare landscape and pharmacy in particular is changing. Lifestyle and preventable illnesses remain high, misinformed health advice persists online, and changes in our industry are threatening to put profit ahead of the delivery of world-class care and advice.

At Sigma, we're intimately aware of the impact of these changes. We live them every day, as we have for the last 106 years. Our brand offerings and world class wholesale service will help you to weather these shifts – by taking advantage of new skills and technologies and helping you to run better businesses.

Our offerings give power back to each and every pharmacist within our powerhouse of five brands, and provide a number of options for those who wish to remain independent. They allow pharmacists to run their pharmacies as they see fit, equipped with proven pharmacist-led brand strategies and programs that are good for the health of your communities and for your business.

At the core of Sigma Healthcare's business is the belief that healthy pharmacy partnerships are vital for healthy communities. It's our mission to achieve this by helping pharmacists to run better businesses, and by providing connected solutions to the broader healthcare community.

We would like to talk to you about Sigma's offerings one-on-one, and so I've established a dedicated phone line that the Sigma Healthcare Senior Leadership Team will share. I invite you to call us at a time of your convenience for a conversation about our shared future.

You can call us on **0413 804 898**, or you can email
somethingbetter@sigmahealthcare.com.au

We look forward to hearing from you.

Sincerely,



Mark Hooper
CEO & Managing Director, Sigma Healthcare

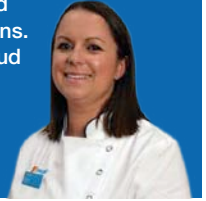


Paperless

"I can not recommend MedView Paperless enough! My staff love that they no longer have to spend time manually sorting prescriptions. Retrieving script details from cloud storage when we need them is quick and simple. We love it."

CARLIE STREETER
Horsham Amcal Pharmacy

MedView



Today's issue of PD

Pharmacy Daily today has three pages of news including our weekly **Health & Beauty** feature plus a front cover wrap from **Sigma Healthcare** and a full page from **Flo**.

SHPA calls for safety

THE Society of Hospital Pharmacists of Australia (SHPA) has reiterated that the safe and effective use of medicines should be the main consideration in maintaining of Australia's hospital pharmacy departments.

The Society was responding to ongoing discussions with ACT Health regarding pharmacist-to-patient ratios across the territory's three hospitals.

Professionals Australia is representing the pharmacists, with SHPA ceo Kristin Michaels highlighting the key Standard of Practice which stipulates 30 as the maximum number of patients per pharmacist in a hospital.

"To provide safe and quality care, inpatients require medication reconciliation on admission, daily medication chart review and medication counselling on discharge...these are unattainable in facilities where pharmacists are not adequately supported," she said.

"On behalf of our members, who play a key role in patient safety and ensuring high quality care, we will continue to advocate for all health professionals in hospital pharmacy and the importance of fostering clinical environments that minimise any risk of clinical error or sub-optimal patient services."

Sigma pushes for growth

SIGMA Healthcare ceo Mark Hooper is expecting a "big reaction" to an open letter issued to Australian pharmacists urging them to consider being part of the company's retail offering.

The letter, which features as the **cover page** of today's issue of **Pharmacy Daily**, highlights Sigma brands

including Amcal, Guardian, PharmaSave, DDS and Chemist King, with the company highlighting strong like-for-like sales growth across the network over the last six months - in contrast to a flat performance across the overall industry during the same period.

"There is real momentum at Sigma...we have a strong core of pharmacy brands that provide flexible solutions for our pharmacy customers," said Sigma executive general manager, Retail Pharmacy, Jeff Sells.

"We are confident that as more pharmacists see the benefit of being part of the Sigma group that we will continue to expand our retail footprint, which already stands as Australia's largest pharmacy network," he said.

The strategy sees an even stronger focus on Sigma's own retail brands, following confirmation that the company's longstanding supply agreement with the My Chemist/Chemist

Warehouse group will cease on 30 Jun 2019 (**PD** 06 Sep).

When he reported the Sigma Healthcare annual result last month, Hooper said while there would be an impact from the end of the contract, "we are confident that we have the pipeline to grow organically across



retail pharmacy, hospital pharmacy, 3PL

[third party logistics] and through services such as MPS".

Hooper's letter details the establishment of a dedicated hotline for interested pharmacists to discuss Sigma's offerings one-on-one with the company's Senior Leadership Team.

"At the core of Sigma Healthcare's business is the belief that healthy pharmacy partnerships are vital for healthy communities...it's our mission to achieve this by helping pharmacists to run better businesses, and by providing connected solutions to the broader healthcare community," he said.

Part of the Sigma offering is the LEAPP Dispensary Excellence Program, which has seen some participating Amcal and Guardian pharmacies record revenue growth of up to 10%.

The Sigma hotline is 0413 804 898 and the campaign also includes a dedicated email contact on somethingbetter@sigmahealthcare.com.au.

Flo for hayfever

FLO is today highlighting its preservative-free nasal relief range, urging pharmacists to "get hayfever wise" in the current spring season.

Products include the Sinus Care Starter Kit, Flo Saline Plus Nasal Spray and Flo Kids Saline Nasal Spray - for more information or to order stock see the **last page**.

Cannabis courses



AUSTRALIAN medicinal cannabis supplier AusCann has announced it has released a series of online courses for Australian health professionals, as a part of its Medical Outreach Program.

The company had earlier committed early to an outreach program to support Australian medical practitioners and health professionals with the necessary information to confidently make decisions regarding use of cannabinoid medicines.

The online courses were developed with the assistance of Dr Danial Schecter, a Canadian clinician with expertise gained from working in the Canadian medical cannabis market and managing his own cannabinoid medical clinics.

Experts in online pedagogical resources were used to structure the format and help guide the content together with input from AusCann chairman Dr Mal Washer.

Access the courses under the Medical Portal on AusCann's website - auscann.com.au.



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FIP issues biologics policy

PHARMACISTS' dispensing expertise that enables them to substitute generic medicines for different brands qualifies them to substitute biosimilar medicines as well, according to a statement by the International Pharmaceutical Federation (FIP).

The Federation has published a revised Statement of Policy on "Pharmacists' authority in pharmaceutical product selection: Therapeutic interchange and substitution".

The policy update now covers the introduction of biologicals and their biosimilars into the market.

In addition, the FIP calls for pharmacists to be provided with bioavailability data by regulatory authorities and manufacturers.

The revision also recommends that, to ensure safety, information about excipients should be taken into account when making decisions on substitution.

"To date, no major safety issues with the use of biosimilars as alternatives to the original biological medicine have been reported," the statement says.

A significant recommended condition for the substitution of a biologic medicine is that it should only be allowed with a product containing a different active ingredient when there is consent

from the prescriber.

The statement of policy also calls for "adequate pharmacovigilance to ensure identification of a biological medicine should any product-specific safety (or immunogenicity) concerns arise, as well as for post-marketing safety studies by companies marketing generic medicines or biosimilars, with safety updates to be made publicly accessible".

"The purpose of this policy is to guarantee quality and good pharmacy practice," said FIP vice president Eeva Teräsalmi.

Corum cloud experts

CORUM Group has reiterated its strong expertise in cloud services, which now underpin the pharmacy software provider's new platforms developed over the last three years.

The company's annual report, released last week, saw ceo David Clarke confirming that cloud deployment is the "future of pharmacy software," noting that Corum's Safeguard Plus, ScriptARC and Corum Clear Reports products are all based in the cloud.

He said cloud-based security and data protection risks had been strictly addressed, placing Corum Health at the "forefront of health data security".

Chemists' Own launches

CHEMISTS' Own, Arrow Pharmaceuticals' OTC generic specialist brand has announced the release of two new products:

Clozole Vaginal Cream 3 Day Treatment, and Chemists' Own Oral Rehydration.

Clozole promises to deliver effective relief from vaginal candidiasis, commonly referred to as "thrush".

This product is a range extension to Chemists' Own Clozole Vaginal

Cream 6 Day Treatment.

It is supplied in a 20g tube with three applicators - RRP \$12.49.

Chemists' Own Oral Rehydration

acts to treat and prevent dehydration due to diarrhoea and traveller's

gastroenteritis in children and adults.

The product can also be taken proactively to prevent dehydration and is presented as 10 sachets with 200 mL measure - RRP \$9.99.



Health Care Homes online training

GUILD Learning and Development and the Pharmaceutical Society of Australia (PSA) have announced the development of online training modules to support community pharmacies and their staff, as they enter the planned Health Care Homes Trial Program inter-professional workshops announced by the Health Department (**PD** yesterday).

The PSA is also developing new *Guidelines for pharmacists participating in the Community Pharmacy in Health Care Homes Trial Program*.

Health Minister Greg Hunt said "Community pharmacies are being presented with the opportunity through the Community Pharmacy in Health Care Homes Trial Program to work collaboratively with general practices to deliver integrated medication management for high needs patients.

"This is a key part of the 2017 Pharmacy Compact agreed between the Pharmacy Guild and the Australian Government."

Community pharmacies within the Health Care Home trial regions will be sent an invitation to attend the workshops, which will highlight the integration process and patient benefits to doctors and pharmacists, as well as providing a "valuable networking opportunity among the professions".

More info is at 6cpa.com.au.

NDARC Symposium

THE National Drug and Alcohol Research Centre (NDARC) at the University of Western Sydney is set to host its Annual Research Symposium on 08 Oct, with the theme "Clinical, community and policy responses to emerging problems in drug and alcohol use".

Speaking at the event will be Professor Julie Bruneau, author of the recently published Canadian guideline for treating opium disorders, as well as keynotes from Professors Louis Fiore and Hayden McRobbie.

The 2018 National Drugs Trends Report will also be released at the event - for more info, **CLICK HERE**.

TGA sedative alert

THE Therapeutic Goods Administration has confirmed it is working with sponsors of "certain inhaled or injected anaesthetic agents and sedative medicines" to update information about the potential risks of deficits in learning and behavioural development in children which may be associated with repeated or prolonged exposure to the products during late pregnancy or early childhood.

The concern applies to all items that block N-methyl-D-aspartate (NDMA) receptors or potentiate gamma-aminobutyric acid (GABA) activity.

A fact sheet for parents and carers has been published about the potential concern - **CLICK HERE**.

Pharmacies For Sale

The Voluntary Administrators invite offers for the purchase of pharmacies operated by the Country Wellness Group in Melbourne, Brisbane and Darwin.

PBS approvals, aged care and government contracts, NDSS access point, lice clinics Australia, methadone and webster packs. Quality care accredited.

Financials, script and other data available through our data room.



CountryWellness Group
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Please email pharmacies@brifsq.com.au for an information memorandum and access to the data room.

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Pharmacy Daily



Dispensary Corner

THE mayor of Houston, Texas has pushed back against the opening of a “robot brothel” in the city, where men could pay \$60 for sex with a life-like silicon doll.

Mayor Sylvester Turner said the brothel is “not the sort of business” people wanted in the city, after the plans sparked outrage among residents and community groups.

The “love dolls brothel” is the brainchild of Yuval Gavriel, who runs a similar “warehouse” in Toronto where patrons “try before they buy” at around \$2,000 to \$5,000 each.



COULD you face a challenge to shed 100,000 kg of bodyweight?

Local doctor, Carlos Pineiro, 63, has thrown down the gauntlet to the 40,000 people of Naron, perched on the coast of Spain’s Galicia region, known for its often gargantuan dishes.

Naron counts 9,000 overweight residents, while a further 3,000 are obese, Pineiro says.

“In Spain where people say that you can eat everything in the pig, from the tip of the tail to the tip of the nose, the first food I stripped from my diet are tripe, pork belly and cold cuts.

“The rainy weather means people stay at home a lot with a huge daily ingestion of calories.”

A study by the Spanish Society of Cardiology highlighted the issue, stimulating Pineiro’s initiative, which includes field exercise programs.

Health, Beauty and New Products

Welcome to our weekly promoted feature with all the latest health, beauty and new products for pharmacy. Suppliers wanting to promote products in this feature should email newproducts@pharmacydaily.com.au

Super Magnesium+ from Blackmores

Blackmores **Super Magnesium+** contains magnesium forms as well as chromium, and vitamins C and D. Magnesium contributes to electrolyte balance and helps relieve muscle cramps due to inadequate dietary magnesium. Chromium helps support normal metabolism during exercise and helps maintain muscle health. Vitamin D helps support muscle health for men and women under 70 years of age as well as helping support energy production for exercise. Vitamin C helps maintain healthy immune function.



Stockist: 1800 803 760

RRP: \$28.99

Website: www.blackmores.com.au

Banana Boat Baby Finger Spray 50+

Banana Boat **Baby Finger Spray 50+** is specifically designed to be appropriate for the delicate skin of babies. The convenient finger-trigger spray with a gentle fragrance-free formula will help ensure the product doesn’t run into baby’s eyes. Banana Boat Baby Finger Spray 50+ provides up to four hours water-resistant broad spectrum protection from UVA and UVB rays. Please note: it is important to remember that this product is recommended for infants six months and older - not recommended for newborns. Always read the label and use only as directed.



Stockist: 1800 761 186

RRP: \$9.29

Website: www.bananaboat.com.au

Body Wash – Citrus Bloom

Olive Oil Skincare **Body Wash – Citrus Bloom** is a body wash that creates a creamy lather to leave skin cleansed, toned, deeply hydrated and youthful. The formula is blended with a fresh and energising medley of floral and citrus essential oils. Rich in vitamins E and K, Olive Oil Skincare Body Wash – Citrus Bloom will also help stimulate circulation, improve elasticity and balance the skin’s natural oils. This naturally-smooth olive-based product is gentle enough to use daily.



Stockist: 02 9476 3844

RRP: \$27.99

Website: www.oliveoilskincare.com.au

SPF 30+ Face Moisturiser by Natio

Offering broad spectrum protection, not only does this double-duty men’s formula help shield skin from the harsh dehydrating and burning rays of the sun, but **SPF 30+ Face Moisturiser** also contains a synergistic blend of vitamin E and aloe vera to help nourish and hydrate the skin. Suitable for all skin types, the advanced non-greasy lotion offers broad spectrum protection and simultaneously helps to avoid sunburn and premature lines. Always read the label and use only as directed.



Stockist: 03 9415 9911

RRP: \$14.95

Website: www.natio.com.au



Get hayfever wise!

With preservative-free flo daily!



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For more information about Flo's preservative-free nasal relief range, visit www.flo.com.au

Always read the label. Use as directed. Consult your healthcare practitioner if symptoms persist. Flo proudly supports the work of Asthma Australia. The Asthma Australia logo in this advertisement does not in any way constitute an endorsement by Asthma Australia of Flo products.