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AMA claims Guild bullies minister Hunt

AUSTRALIAN Medicine Association President, Dr Tony Bartone (**pictured**), has accused the Pharmacy Guild of Australia of bullying Federal politicians, on ABC Radio's *Nightlife* program.

When challenged by Guild National President, George Tambassis, to back up assertions that pharmacists had administered influenza vaccines inappropriately, and that they were not suitably trained to provide services that pharmacists in the UK and Canada provide, the AMA chief claimed the Guild used bullying tactics against the Federal Health Minister.

"This is typical of the pharmacy where you have this bullying type arrangement," Bartone said.

"It might work with the minister, [but] it's not going to work with me," he fumed.

"When we've argued that we should be able to double pack size [prescriptions] where the patient is stable... [the Guild] came out loudly

with full page ads in the papers and the minister removed that as a point of discussion, just on the eve of the election."

Tambassis refuted the allegations. "It's not bullying," he said.

"There's no such thing as bullying in pharmacy, there's no such thing as bullying in GP practices... we work closely with our doctors and we offer our patients the choice [of healthcare provider]."

Tambassis added that the Guild wanted to see pharmacists practice to their full scope, but stressed "pharmacists don't want to be doctors".

Speaking on the same show, Grattan Institute Health Director, Stephen Duckett, backed pharmacists to provide a greater range of services, despite Bartone's insistence that they did not have the appropriate training.

"Where I start from is that GP time is a scarce resource, and we ought to be using GP time to the



best extent possible," he said.

"They should be doing some things that currently only a GP can do. My view is that the pharmacists do have skills.

"They've got this four or five years of training...they understand about drug interactions and what goes with what," Duckett added.

"They already provide advice to consumers so that in, as part of, the health team."

Today's issue of *PD*

Pharmacy Daily today has three pages of news plus a front cover wrap from **Sigma Healthcare**.

DOAC PI update

THE Therapeutic Goods Administration (TGA) has advised that Product Information (PI) documents for direct acting oral anticoagulants (DOACs) registered in Australia are being updated to include new information about increased risk of recurrent thrombotic events.

The alert relates to patients diagnosed with antiphospholipid syndrome (APS), with the update applying to DOACs sold under the brand names Eliquis, Pradaxa and Xarelto.

The TGA said the updated PI would reflect current evidence, after a review by the European Medicines Agency.

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References:

¹ Glasier, A. F. et al. Ulipristal acetate versus levonorgestrel for emergency contraception: a randomized non-inferiority trial and meta-analysis. *Lancet*. 2010 Feb 13;375(9714):555-562. Erratum in: *Lancet*. 2014;384(9953):1504.

² Glasier A. et al. ISGE Statement of Emergency Contraception. *Gynecological Endocrinology Informa Healthcare*. 2014; 30(10): 681-682

³ Brache, V. et al. Ulipristal acetate prevents ovulation more effectively than levonorgestrel: analysis of pooled data from three randomized trials of emergency contraception regimens. *Contraception* 2013; 88(5): 611-618.

EllaOne ulipristal acetate 30mg 1 tablet is an emergency contraception which can be taken within 120 hours of unprotected sexual intercourse or contraceptive failure. ALWAYS READ THE LABEL. ASK YOUR PHARMACIST – THEY MUST DECIDE IF THIS PRODUCT IS RIGHT FOR YOU. ELLA15 August 2019

Ramsay puts brakes on pharmacy

RAMSAY Health Care has slowed down its push into the community pharmacy sector, according to an update issued on the ASX yesterday.

Announcing a \$590.9 million core net profit after tax for the 2019 financial year, Ramsay Managing Director, Craig McNally, said over the last 12 months the group had shifted its focus from expanding its pharmacy offering to strengthening the existing network.

"We slowed the roll-out of the Ramsay Pharmacy franchise network, as we continue to focus on enhancing the capability of the network through investments in infrastructure - notably IT - and resources," he said.

"This resulted in only five new retail site added in FY19."

The group did not reveal the impact its Australian pharmacy franchises had on its overall annual results.

The company reported group revenue climbed 24.4% to \$11.4 billion, with Australian revenues up 4.1% on FY2018, to \$5.18 billion, while earnings before



interest, tax, depreciation and amortisation grew by 6% to \$950.5 million in Australia.

The Supreme Court of NSW Equity Division dismissed proceedings against Ramsay and five of its pharmacy franchisees, earlier this month (**PD** 20 Aug).

The Pharmacy Guild of Australia and four pharmacy owners from across NSW claimed Ramsay and its franchisees had breached pharmacy ownership laws, claiming franchise fees being charged were "diverting all or substantially all of the profits from businesses" to Ramsay.

Meanwhile, real estate investor website *Property Observer* this week reported a Ramsay Pharmacy has signed a five-year lease for a store at Tunstall Square Shopping Centre in Doncaster East, in Melbourne.

Corum on the "cusp of change"

THE recent release of Corum Group Limited's new Corum Clear Dispense software (**PD** 16 Jul) has seen a "significant increase in interest from large banner groups in the Corum product portfolio".

Announcing the company's annual results yesterday, CEO David Clarke said with the new branded product suite and deep industry engagement, "Corum is on the cusp of significant change".

The delayed release of the dispense product saw Corum's revenue drop about 10% to \$11.2 million, and the underlying profit after tax was \$339,000.

However, a write-off of \$4.5 million in "legacy goodwill" meant the overall result was a

\$4.2 million loss, Clarke said.

He noted that Corum had a long-term and loyal customer base using its existing LOTS products, and was "committed to maintaining this platform" with several upgrades to clinical and retail products during the year including a link to the My Health Record system and integration with Victoria's SafeScript scheme.

Clarke said development of Corum Clear was ongoing, with initial releases of products for point of sale and head office solutions expected in 2020/21.

He added that the company was seeking additional funding, citing a "significant opportunity for growth over the next two to three years" if short term capital challenges can be addressed.

GuildCare **NG**

Integrated PPA Portal is now live

Find out more +



DB MAFS mascara star

DESIGNER Brands this week showcased its new "Centre Stage Curl & Volume Mascara" at an event in Sydney - with the help of former *Married at First Sight* participant Sarah Roza.

With RRP of \$14.99, the all new product is enriched with hyaluronic acid along with aloe vera, vitamins A & E, green tea and a Q10 infusion.

"The hourglass wand enables you to wiggle this tubing formula right from the root to the tip of each individual lash, while separating and flaring out lashes for a panoramic effect that will let your eye look take centre stage," the company enthused.

Also new is a limited edition Gold Lash Topper, as well as Un-Brow-Lievable clear brow gel and a new look Pro Brow Kit with stencils.

More info on 1300 765 332.

Sarah Roza is **pictured** centre



with Markeeta King and Michelle Audsley from Designer Brands.

Guardian wins

GUARDIAN Pharmacy has once again come out on top in the Roy Morgan Customer Satisfaction Awards for Jul 2019, coming out as Pharmacy Brand of the Month for the fifth month running.

TerryWhite Chemmart was in second position in Jul, followed by Chemist Warehouse, Priceline Pharmacy and then Discount Drug Stores.

The results are based on a rolling annual sample of 8,823 pharmacy customers.

Cannabis factory

THE opening of a new medicinal cannabis manufacturing facility in Southport, Qld yesterday showed the Government's "commitment to boosting local industry and helping those living with chronic or terminal illnesses," according to Health Minister Greg Hunt.

The new THC Global factory will have the capacity to produce the equivalent of 120 tonnes of medicinal cannabis in oil or capsule form annually.



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Jobs of the Week

- **Pharmacist in Charge** - Coastal mid NSW (Job# 200032692)
42+ hrs roster; join a small professional team who simply love what they do.
- **Pharmacist in Charge (part-time)** - Townsville, QLD (Job# 200033048)
59 hrs/f/night; \$45/hr plus weekend rates; medium scripts; supportive team.
- **Pharmacist** - Goulburn Valley, VIC (Job# 200033035)
Work/life balance; high scripts; Monday-Friday roster w/optional weekends.

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Dispensary Corner

YOGA is good for your health - in theory - but that certainly didn't prove to be the case for a young woman in Mexico who barely survived a 25m fall from her balcony while attempting an extreme pose.

Images posted on Twitter just before the horrific incident (**below**) have gone viral, taken by a companion from the lady's sixth floor apartment.

Local media reports say 23-year-old Alexa Terrazza was rushed to hospital after slamming into the driveway below, undergoing 11 hours of surgery after apparently breaking 110 bones.



HERE'S a great way to get some Vitamin C.

A couple from the US state of Louisiana have set a new Guinness World Record by growing what appears to be the biggest ever grapefruit.

The monster citrus nurtured by Doug and Mary-Beth Meyer weighed more than 3.5kg, and had a whopping 73cm circumference.

That's bigger than many newborn babies, with the Meyers confiding that the secret of their horticultural success was a "fairy garden" created by their grandchildren around the base of the grapefruit tree.

MedAdvisor "dominates"

MEDICATION management platform, MedAdvisor, is continuing to lead the Australian market, with more than 55% of community pharmacies using its PlusOne system, the company's annual report reveals.

MedAdvisor saw more than 1.2 million Australian patients process in excess of \$300 million worth of medications orders through PlusOne, in the 2019 financial year.

The company grew the number of government-funded professional services recorded in PlusOne by 76%, delivering 58 health programs, up from 30 in 2018.

MedAdvisor posted a net loss of \$8.2 million for 2019 to the Australian Securities Exchange (ASX), compared to a loss of \$4.5 million in 2018.

The company said the increasing losses reflected "the decision to scale the team to pursue global markets and develop a globally scalable technology platform and infrastructure".

Operating revenue climbed 25% to \$8.2 million, driven by a combination of recurring Software as a Service (SaaS) revenue through a growing pharmacy network, and use-based revenue from health services and programs that promote health literacy and improved medication adherence.

MedAdvisor CEO, Robert Read, said 2019 was a landmark year for the business's international expansion, signing partnerships in the US (**PD** 25 Mar), the UK and Asia (**PD** 08 May).

Read said the expansion would enable the company to lower costs while accelerating market entry, creating a shorter path to revenue.

"The Australian market continues to grow strongly, and we have increased our network and revenue



per pharmacy," he said.

"FY19 also saw us take the decision to invest capital in developing scalable US-ready technology and infrastructure to open the US market.

"We now have landmark deals in three significant markets, being the US, Asia and most recently the UK.

"The revenue opportunity over the medium term is significant and the quality of partners and customers is testament to the fact we have built something that helps solve a global problem in a unique way," Read added.

"Through these global partnerships we will be able to help tens of millions of patients better manage their medication and therefore have better health outcomes."

The company also noted it had strengthened its leadership team with the appointments of Global Head of Product and Chief Technology Officer, Victor Kovalev, and new Chief Financial Officer, Simon Glover.

Going forward the Australian community pharmacy sector remains a key focus in continuing to drive patient uptake, with MedAdvisor also exploring other ways of boosting patient numbers including through hospitals and general practitioners.

PBAC agenda

THE Pharmaceutical Benefits Advisory Committee is seeking comments on the agenda for its upcoming meeting in Nov which will consider 56 new & revised listings - pbs.gov.au.



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.

05 - 07 Sep: Pharmacy Connect; Hilton Hotel, Sydney; for details and to register visit: www.pharmacy-connect.com.au

09 Oct: 2019 Annual Conference & 20th Annual Industry Awards; Doltone House, Sydney; register here: www.cmaustralia.org.au

11 - 13 Oct: Pharmacy Assistant National Conference; Sofitel Brisbane Central; for more info and to register see: www.pharmacyassistants.com

27 - 30 Oct: Pharmacy Alliance Members' Forum; Pullman Cairns International; early bird ends 31 Aug: www.pharmacyalliance.com.au

14 - 16 Nov: SHPA Medicines Management 2019 (MM2019); GCCEC, Gold Coast; early bird registrations close 16 Sep: www.mm2019shpa.com



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EDITORIAL

Editor in Chief and Publisher – Bruce Piper
Senior Journalist – Nicholas O'Donoghue
Reporter – Mal Smith
Contributors – Jasmine O'Donoghue, Adam Bishop, Sarah Fairburn, Myles Stedman
info@pharmacydaily.com.au

ADVERTISING AND MARKETING

Sean Harrigan, Hoda Alzubaidi and Melanie Tchakmadjian
advertising@pharmacydaily.com.au

BUSINESS MANAGER

Jenny Piper
accounts@pharmacydaily.com.au

Suite 1, Level 2, 64 Talavera Rd
Macquarie Park NSW 2113 Australia
PO Box 1010 Epping NSW 1710 Australia
Tel: 1300 799 220 (+61 2 8007 6760)

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