

AstraZeneca drops direct distribution

COMMUNITY pharmacies will soon no longer be able to order any AstraZeneca medicines via DHL, under a further shift in the company's Australian distribution strategy announced this morning.

Effective 01 Oct 2019 pharmacies will continue to be able to order any of the items via their preferred full-line wholesaler, in the latest evolution of the controversial direct supply model which was introduced two years ago (PD 31 Oct 2017).

At the time there was a chorus of outcry about the move, which affected the way about nine of AstraZeneca's high-cost medicines were distributed to pharmacies.

Initially the direct supply deal was exclusive, but late last year AstraZeneca introduced a two-channel system (PD 05 Dec 2018), which made the products available through existing wholesalers as well as via DHL.

This latest backflip "is a response to feedback from numerous community pharmacists, following our decision to make our medicines available directly to pharmacy," a spokesperson said.

"Everyone asked for choice, a reliable easy way to order and access all our medicines, and this



updated distribution model will address your requirements."

Arrow Pharmaceuticals will be AstraZeneca's authorised reseller, and will be providing support to pharmacists during the transition.

"We know the importance of supporting you on the ground and Arrow Pharmaceuticals has the presence and relationships across the country to help all involved," the company said.

AstraZeneca added that pharmacies may wish to take this opportunity to review their ordering of its products, including reviewing any pre-set point-of-sale (POS) template ordering.

"Under the new arrangements, pharmacy will need to ensure that

POS systems are re-directed to first line wholesalers for AstraZeneca medicines," a statement advised.

Symbion CEO, Brett Barons, said pharmacists and patients would be the major beneficiaries of the change, adding: "exclusive-direct supply arrangements add an unnecessary layer of administrative complexity for pharmacists and offer no protection for patients because there are no service standards."

Today's issue of PD

Pharmacy Daily today has three pages of news plus a full page from TerryWhite Chemmart.



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Evolution, not revolution

EMPOWERING pharmacists to work to their full scope of practice is not a revolutionary change for the profession, Pharmacy Guild of Australia NSW Branch Committee Member, Paul Jones, believes.

Jones (**pictured**) told delegates at Pharmacy Connect in Sydney last week that the development of pharmacist-delivered services was simply an evolution of the role that pharmacists have been providing for generations.

"I don't think it's some earth-shattering change," he said.

"Our scope of practice is actually evolving."

He urged pharmacy owners to take proactive steps to train pharmacy assistants and dispensary technicians to provide non-clinical services to free up their time to deliver professional services and support patients.

The Bathurst-based pharmacist said it was essential that "we define what our scope of practice is not somebody else".



"You've got to train your staff to support what you're doing," he said.

"For me it's how I free myself up from the simple things like picking up the phone... it's not actually a clinical role [although if no one else is available of course I'll answer it]."

Jones added that a review of the services his pharmacies provided showed patients were willing to pay a fee for services, highlighting his influenza vaccine campaign.

"Of the top five services [we provide] three of those were private, so patients are willing to pay," he said.

AHPRA consults

THE Pharmacy Board of Australia is taking part in a newly launched public consultation, with the Australia Health Practitioner Regulation Agency (AHPRA) seeking feedback on three newly revised guidance documents.

The proposals cover revised *Guidelines: Mandatory notifications about registered health practitioners*, as well as a revised *Guidelines on advertising regulated health services*, and a proposed *Supervised Practice Framework*, (which will not affect pharmacy or psychology).

AHPRA CEO Martin Fletcher said the role of health practitioner regulation was to support patient safety in the Australian health system.

"We are updating these core documents to make sure the guidance we provide and expect others to follow is contemporary, fit for purpose and meets the expectations of the public and needs of the health system," he said.

The consultation papers are available on the AHPRA website, with feedback invited from practitioners, other stakeholders and the community.

CLICK HERE for more details.

TWC "Man Shake"

TERRYWHITE Chemmart has introduced a new weight management product targeting men, dubbed "The Man Shake".

The product, developed by Rugby League player Adam MacDougall and his wife Belinda, is said to be "a healthy meal in a shake designed specifically for men".

Originally launching in 2016, it is high in protein, fibre, vitamins and minerals, and has up to 84% less sugar than other meal replacement shakes.

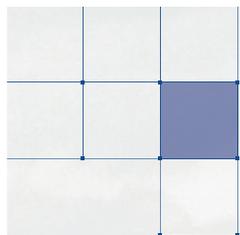
MacDougall said he was thrilled to partner with TerryWhite Chemmart to help reach new customers and "leverage the professionalism and expertise of pharmacists in the war against weight".

TerryWhite Chemmart CEO, Duncan Phillips, said The Man Shake would complement the company's own 'Tony Ferguson' brand, with a trial earlier this year in several pharmacies lifting the total weight category in both sales and gross profit dollars.

PDL update

PHARMACEUTICAL Defence Limited has released a new version of its *Guide to Incident Management for Pharmacists*.

Members can download a copy of the guide via the PDL online portal at any time - login at pdl.org.au.



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Dispensary Corner

EVEN billionaires sometimes need a little medication.

Spare a thought for the new Energy Minister of Saudi Arabia, who this week suggested he might require antidepressants due to the oil industry outlook.

Prince Abdulaziz bin Salman, was appointed by his father to the key role last week, just as the International Energy Agency lowered its growth forecast for the energy sector due to fears of a global recession triggered by the US-China trade dispute.

The Prince downplayed the projections, saying if he was to become concerned with such figures "I'll probably be on Prozac all the time".

"**NUCLEAR** mosquitos" may be on the agenda for Bangladesh, where the International Atomic Energy Agency has been advising locals on a potential high-tech method for tackling the perennial pest.

The so-called Sterile Insect Technique (SIT) uses atomic radiation to sterilise male mozzies, which are then released in large numbers to mate with females in the wild.

Because there is no resultant offspring, SIT is said to reduce the target insect population over time.

The technique involves establishing massive breeding facilities where the mozzies are exposed to radiation.

"The method is very specific to the target species and has no impact on other living organisms or the environment," officials said in a statement.

7CPA patient focus vital

THE priority for the Seventh Community Pharmacy Agreement (7CPA) should be to deliver benefits to patients ahead of anyone else, according to Shadow Minister for Health, Chris Bowen.

Speaking at the Pharmacy Guild's annual Parliamentary Dinner in Canberra on Tue evening, Bowen said the outcomes for the Australian community would guide the Labor party as it considered policy questions around pharmacy.

"Frankly, not what's good for pharmacists, or what's good for doctors, but what's good for patients and the community."

Bowen said the 7CPA should focus on two key challenges - the affordability of PBS medicines along with access to primary care.

"One-in-five Australians say they wait too long for a GP appointment.

"Women and people who live in disadvantaged areas or the bush

fare even worse," he said.

"Labour agrees that pharmacists can work to their full scope of practice without fragmenting or duplicating care - but should that include provision of a wider range of vaccinations? Access to the National Immunisation Program? Repeat prescriptions for some medicines?"

"Ultimately those are clinical questions...again we must be guided by one principle only: how is the best interest of the patient served," Bowen said.

He also addressed the very low take-up of the 'dollar discount' in the 6CPA, and the Pharmaceutical Benefits Advisory Committee's recommendation to double dispensing quantities for some medicines, saying "no Government can simply ignore the recommendations of the independent PBAC."

API hosts mental health workshops

AUSTRALIAN Pharmaceutical Industries (API) recently hosted a series of Mental Health Workshops for its Soul Pattinson, Pharmacist Advice and Club Premium member stores across Australia.

The days were facilitated by mental health specialists, Dr Clare O'Reilly and Dr Sarira El-Den, with instigo professional pharmacist trainer, Andrew Biady, also in attendance.

As well as delivering a Mental Health First Aid Training Program, the sessions focused on the ways community pharmacies can assist patients in managing their mental health, as well as strategies for better patient care

in pharmacy.

"Pharmacists play a critical role in being at the frontline for all of those living with mental health," according to API Brand Manager, Brendan Flight, in particular by assisting in the management of medication and by being a "supportive health ally".

The workshops highlighted skills required to care for patients, as well as providing the framework of what to do when handed a script for mental health medication.

Flight hailed strong attendance from across the API network, indicating a "strong desire for pharmacists to become more proactive in this space".

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 *Flo Travel Nasal Spray*.



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Book Europe flights

THERE'S no better time to plan a holiday to Europe in 2020, with a host of airlines this week releasing their "earlybird" booking deals for next year.

Deals are now on offer from Qantas, Emirates, Qatar Airways and more, with prices starting at about \$1,200 return economy class from Australia to a host of destinations.

See your travel agent and book by the end of Sep to get the best deals available.

And why not cruise?

IN CONJUNCTION with the earlybird flight deals, Norwegian Cruise Line yesterday announced a 20% discount on cruise fares along with five free offers on more than 230 sailings departing over the next 12 months.

Cruises are available in Europe, Asia, Hawaii and Alaska as well as Australia and New Zealand, with special fares on offer to 20 Sep - 1300 255 200.



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Welcome to Simon Herfort, Joseph Biddle and the team from **Crows Nest, NSW**

Welcome to Simon and Terence Herfort, Stephen Rabe and the team from **Mosman, NSW**

Welcome to Terence Herfort and the team from **Avalon, NSW**

Welcome to Johnson Zhou and the team from **Swan St Richmond, VIC**

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