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Today's issue of PD

Pharmacy Daily today features four pages of news, plus a full page from **WholeLife Pharmacy & Healthfoods** and a fact sheet from **Kizmet Capital**.

Kizmet for finance

PHARMACY finance specialist Kizmet is showcasing its experience and expertise in a special *Pharmacy Daily* Fact Sheet today - see the **last page**.



MedView Chat

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MedView

Sim urges workforce growth

PHARMACISTS will continue to be in strong demand in the Australian health sector despite the short-term impact of policies like 60-day dispensing, according to Pharmaceutical Society of Australia National President, Fei Sim.

Speaking to *Pharmacy Daily* in the lead-up to next month's Pharmacy Careers Summit, Sim said that while not wanting to downplay the negative consequences of the Government's policy backflip, the fundamentals of the industry remain unchanged.

"I remain optimistic," she said, noting that overall medicine use in Australia is on the rise, with more than \$16 billion in PBS spending last year, not to mention billions more in the private market.

"We know that whenever medicines are used there is a risk of misadventure, and that at least 50% of medication-related hospitalisations can be avoided with the involvement of a pharmacist," she said.

Secondly Australia's ageing population also means there will be an upward trajectory on medication needs, highlighting the importance of equitable and safe access.

And finally, there's the key issue

of Australia's GP access crisis.

"We know pharmacists and GPs work very well together on the ground, and we are fully supportive of our colleagues," she said.

"But when you look at primary care in Australia, pharmacists are key players...the average wait time to visit a GP has increased significantly, while just 14% of medical graduates plan to stay on the front line in general practice long term," PSA's President noted.

Sim highlighted the massive contribution made by pharmacists during the pandemic, with the profession having served patients across the community on the front line - including delivery so far of over 10.5 million COVID-19 jabs.

"COVID demonstrated the key role of pharmacists across a range of settings...our profession is vital wherever medicines are used."

Hundreds of people from across the industry have already signed up for the Pharmacy Careers Summit, with the free online event taking place on 07 Jul with presenters from banner groups, industry organisations, suppliers and more showcasing the opportunities in pharmacy - see pharmacycareerssummit.com.au.

Hepatitis strategy

THE Department of Health and Aged Care yesterday opened a consultation for the Fourth National Hepatitis B and Sixth National Hepatitis C strategies for 2023-2030.

Feedback is sought from health professionals, researchers, community organisations and people living with or affected by hepatitis B or hepatitis C - for details see consultations.health.gov.au.

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Training Schedule	Time (AEST)
Tuesday, 13th of June 2023	8.30 - 9.15pm
Wednesday, 28th of June 2023	7.30 - 8.15pm
Wednesday, 12th of July 2023	8.30 - 9.15pm

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EBOS: Minimising impact from CWH loss

EBOS Group Limited says it has been working on plans to mitigate the loss of its massive \$1.9 billion annual revenue PBS supply contract with Chemist Warehouse (PD yesterday), which will be taken over by Sigma Healthcare from 01 Jul.

In the wake of the decision, EBOS CEO John Cullity said "we have always recognised that the contract renewal was a risk to our business, and, therefore, we have been developing strategies to minimise the earnings impact from this potential outcome and create alternative opportunities for growth".

"We are confident in the growth strategies we have for both our healthcare and animal care sectors and in the overall diversity of the Group's earnings," he said.

Cullity noted multiple growth drivers across the EBOS Group, including expanding its pharmacy wholesale services to "numerous other branded and independent pharmacy customers".

"As a leading wholesaler we



are positioned favourably with pharmacy customers and expect to be able to capitalise on the changed industry dynamics."

There is also the potential to continue to expand the TerryWhite Chemmart network, which now comprises about 550 stores and has grown by 150 outlets since 2019.

Cullity also noted possible further growth to EBOS' medical technology distribution business organically and inorganically, expansion of its medical

consumables distribution business and continuing growth as a "leading wholesaler of medicines to hospitals including specialty drugs for treating of serious illnesses".

Contract Logistics and Animal Care are also growth drivers, while EBOS is exploring opportunities to expand its activities in Southeast Asia and are "reviewing our cost base to identify efficiencies in both our Community Pharmacy division and more broadly across the Group".

SHPA abstracts

THE Society of Hospital Pharmacists of Australia (SHPA) is calling for submissions for abstracts [HERE](#), ahead of its 47th national conference - Medicines Management 2023.

SHPA Vice President Dr Kate O'Hara says demand is high for the event as specialty pharmacy practice continues to thrive.

"We're thrilled to open the call for abstracts for our amazing annual conference, which continues to grow in scope and influence in an evolving pharmacy landscape.

"We've listened to members, who have told us they value the space to connect at their own pace and on their own terms, and we look forward to delivering our full-scale conference with an individualised feel when we return to regional Australia," shared O'Hara.

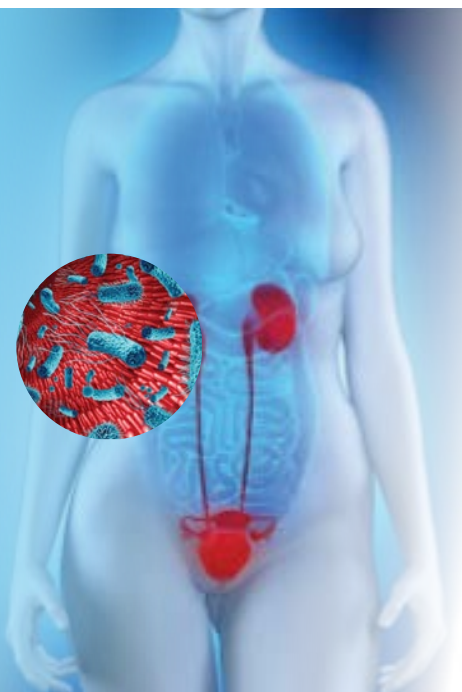
Learn more [HERE](#).



Health Professional Live Webinar Treating Genitourinary Syndrome of Menopause

Join us to explore hormonal & microbial influences on this commonly experienced syndrome of menopause.

Presented by
Sandra Vilella &
Moira Bradfield Strydom



DATE: Wednesday 21st June 2023 TIME: 6.30 pm AEST

Register Now To Secure Your Place



Living with SVT

ARRHYTHMIA Alliance has announced the launch of the first Supraventricular Tachycardia (SVT) Awareness Day today during World Heart Rhythm Week (05-11 Jun) to raise understanding of this heart rhythm disorder.

SVT is a rapid increase in the heart rhythm that leaves people breathless and anxious and can go as high as 250 beats per minute.

These episodes can be short-lived for just a few minutes, or last several hours, with approx 35 people in 100,000 suffering from SVT.

Arrhythmia Alliance will launch new SVT patient resources, host a virtual coffee morning, and release a series of Living with SVT webinars.

Hit per pharmacy 200k, job losses 10k

RSM Australia has released a paper outlining the impact of 60-day dispensing that will cripple many pharmacies, and questions whether savings will accrue to concession-card holders (**PD** breaking news).

The impact of the Federal Government's initiative of 60-day dispensing for prescriptions for certain drugs from 01 Sep has the potential to "blow a huge hole in a healthcare system the rest of the world envies", according to RSM Australia's national health leader Peter Saccasan.

"On the Government's own numbers, this measure is saving patients \$1.8b, saving the Government \$1.2b - and the statement that no Government MP will make is that this entire \$3b is coming straight out of the pockets of pharmacy owners, all \$3b of it."

Saccasan and RSM's national pharmacy leader Kian Ghahramani's report looks closely at the data and the detail around the Govt announcement, in particular at suggested efficiency savings and the impact of the decision on Australia's 6,000 pharmacies.

"The likely profit loss per pharmacy outlined in our report is more than 50% of net profit and for most pharmacies a loss of over \$200,000 when all impacts are considered," Saccasan said.

"Additionally, the cutback in hours and that pharmacists will likely charge for other services to mitigate the profit hit means concession-card holders could be worse off under this proposal.

"Our analysis shows pharmacy staff reductions could be 5,000 employees, and it could be as many as 10,000 employees, based on the assessment that at least 5,000 pharmacies may need to cut one to two staff to go some way towards saving costs in their business," Ghahramani said.

"Many pharmacies may have to cut more: how else do you find over \$200,000 in savings?"

"This is real money coming out of businesses owned by families who have put their lives, and most likely their homes (to buy the business -



just like any other business owner) on the line," Ghahramani said.

The RSM paper outlines how the speed and extent of these changes will cripple pharmacy businesses, with the Health Department itself noting "there will be little time for business owners to transition to other income sources".

Saccasan said the Government's insistence that they are returning efficiencies to pharmacy and that this should overcome all problems is "mischief-making at best and is contributing to an anti-pharmacy sentiment that prevails in some quarters on this issue".

"The 60-day dispensing is being promoted as a cost-of-living measure providing savings to more than six million Australians.

"However, there are many concession-card holders who will not save a cent," Saccasan said.

"Once a concession-card holder hits \$262.80, they get free medicine," he shared.

"This 60-day dispensing measure eliminates \$43.80 of that spend - however, the safety net has not been changed and according to Federal Health Minister Mark Butler it won't be changed, so concession-card holders who take many medicines a year will still be spending that extra \$43.80 before they are eligible for free medicine," Saccasan said.

"The Dept's own analysis projects a loss of \$158,000 in the dispensary.

"RSM's data is also showing there will be a 24% drop in store visits and a 22% reduction in script volume.

"We assess lost visits will result in a loss of gross profit of around \$39,000 per pharmacy (at least \$27,000 lost from sales of general medicines and other retail categories and around \$12,000 in lost professional services income), giving a total loss of \$197,000.

"Pharmacies make no more than any other small business on the bottom line, and this measure means over 50% loss of profit before they have paid the bank and paid their taxes," Saccasan concluded.



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Dispensary Corner

MALE babies “talk” more in the first year than female babies do, confirmed a new study that analysed more than 450,000 hours of audio recordings of nearly 6,000 babies, as reported in *iScience* recently.

In general, they found that male infants “talk” more than female infants in the first year.

While the research confirms earlier findings from a much smaller study by the same team, they still come as a surprise.

That’s because there’s a common and long-held belief that females have an advantage over males in language.

They also have interesting implications for the evolutionary foundations of language, the researchers say.

“Females are believed widely to have a small but discernible advantage over males in language,” says D. Kimbrough Oller of the University of Memphis.

“But in the first year, males have proven to produce more speech-like vocalisation than females.”

However, male infants’ early advantage in language development doesn’t last.

“While boys showed higher rates of vocalisation in the first year, the girls caught up and passed the boys by the end of the second year,” Oller said.

Overall, the data showed that male infants made 10% more utterances in the first year compared to females.

In the second year, female infants were making about 7% more sounds than males.

First Nations PSA grants

THE three recipients of the inaugural PSA Faye McMillan Conference Grant are NSW’s Alexander Burke and Kirra Natty, and SA’s Scott Bates, which funds them to attend PSA’s National Conference, PSA23.

The grant is named after Prof Faye McMillan AM, a Wiradjuri woman originally from Trangie, NSW, who is a dedicated community pharmacist recognised as the first Indigenous Australian to hold a Western degree in pharmacy in this country.

The PSA Faye McMillan Conference Grant will be awarded each year to an Aboriginal and/or Torres Strait Islander pharmacist to attend the pharmacist education conference hosted by PSA that will run from 28-30 Jul in Sydney.

Burke said attending this conference will allow him to

network with leaders of the profession, be a role model for First Nations professionals, and share his research on how to train pharmacists to be more culturally safe with First Nations patients.

Natty added that as an intern, attending PSA23 will enable her to broaden her horizons, experience, and improve her network.

Bates shared that the conference will be a “great way to develop my skills and leadership in Aboriginal Health; particularly attending the Deadly Pharmacist panel”.

The grant’s inspiration and supporter McMillan said, “creating spaces of belonging is a critical component for reconciliation in this country”.

“Grant opportunities such as this allow us to hold this space for others to come into.”

Natalis training

PHARMACY Club and Arrotex have united to produce a new 30-min Quality Care Pharmacy Program (QCPP) module for Pharmacy Assistants called Natalis Pregnancy and Health QCPP Training Module.

Natalis is the pregnancy multivitamin to support increased nutritional needs right across the motherhood journey.

The online learning module has been designed to help pharmacy assistants build an understanding of pre-conception, pregnancy health and the use of appropriate supplements.

The module is available online **HERE** in the new Arrotex Learning Hub which hosts other activities, and resources from Arrotex.

PRODUCT SPOTLIGHT

Suppliers wanting to promote products in this feature should email newproducts@pharmacydaily.com.au

Revive Tears - now PBS listed

Revive Tears lubricant eye drops provide long lasting and soothing relief against burning, irritation and discomfort due to dry eye.

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3. Concerned that you don't seem to be tapping into the latest trends in the health and wellness market?
4. Keen to introduce new categories, new services and new products for the changing market, but don't know where to start?
5. Looking for the next big thing in pharmacy?

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MIKE MCKENNA - HEAD OF NETWORK DEVELOPMENT
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Thank You, Mike McKenna

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