

Willach's latest innovation ready to transform Australian DAA market



Willach – Australasia's leading provider of dispensary solutions – is set to shake up the DAA market with the launch of its CONSYS Automated Tablet Packagers (ATP), which are now available to community pharmacies across the country.

Willach will offer three core variants of its CONSYS.ATP system locally, with flexible configurations that can be adapted to suit the individual requirements of customers wanting to pursue growth and opportunities in the DAA market.

"Australia's ageing population is fuelling demand for DAAs and pharmacists are increasingly realising that there is a unique opportunity to capitalise on this trend," Willach Australasia Managing Director John Koot said.

"As the leader in wholistic solutions for the dispensary we identified the growing need not only for high quality DAA systems for our clients, but also for a comprehensive level of support pre and post installation."

The CONSYS.ATP system is designed for filling unit-dose or multi-dose pouches with medication for individual patients, sorted by day and time of medication intake.

The system features numerous drawers fitted with cannisters which are calibrated to specific medication and offers unrivalled speed and accuracy, with the ability to fill up to 60 pouches per-minute.

"Pharmacists who supply a large number of DAA customers will benefit from the flexibility and scalability of this new solution, which is backed by Willach's unrivalled customer service and support," Mr Koot said.

"It fills the void that smaller manual in-house packaging systems and outsourced DAA suppliers cannot service – and Willach has the market knowledge, resources and infrastructure to deliver a solution.

"CONSYS.ATPs are fast, accurate and vastly superior to any other comparable product on the market – it's a proven system for thousands of pharmacies across the globe."

In keeping with its reputation of offering market leading service, Willach will offer training, implementation and technical support, as well as the convenience of quick and easy consumables replenishment through its online shop.

Its partner business Pharmacium will also offer workflow design and marketing kits for pharmacists wanting to entice everyday customers to consider DAAs.

"The CONSYS.ATP system adds to Willach's already impressive portfolio and we are also in the final stages of bringing another exciting DAA innovation to Australia," Mr Koot said.

"This will see us offer the fastest, smallest and most accurate pouch checking systems in the country and completes the Willach offering to provide a full workflow and automation solution for Australian pharmacies.

"It's a really exciting time for Willach in Australia – so watch this space."

To view the full range of CONSYS.ATP systems, visit the Willach website: www.willach-pharmacy-solutions.com/AUS/



About Willach

Willach is the market leader in pharmacy dispensary solutions in Australia – including CONSYS robotic and dose systems and FAMA drawer and shelving systems. For a confidential and obligation free consultation contact Willach on (03) 9429 8222 or visit www.willach.com.au

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Today's issue of PD

Pharmacy Daily today has three pages of news, a front cover wrap from Willach and a full page from Dermal Therapy.

Paris promotion

DERMAL Therapy is offering pharmacy customers the opportunity to win a trip to Paris, with pharmacies encouraged to stock up on the products to give their clients more chances to win. For more details see the **last page**.

Big Penis USA and more TGA drug alerts

FAKE and illegal body-building, weight-loss and erectile dysfunction products have entered the Australian market via online purchases, the Therapeutic Goods Administration (TGA) has warned. Big Penis USA tablets have been found to contain sildenafil and chloramphenicol, the TGA said. Other health-risk products include YK-11 Capsules (containing tadalafil), BFB Be Fast Block Capsules (with the banned substance clenbutarol) and Lanky Genuine caps (containing sibutramine and phenolphthalein) - more info at tga.gov.au.

AHA wins 6CPA contract

AUSTRALIAN Healthcare Associates (AHA) has been awarded a services agreement by the Australian Government to administer the 23 Community Pharmacy Programs funded under the Sixth Community Pharmacy Agreement (PD breaking news).



The contract includes Dose Administration Aids, Staged Supply, Home Medicines Reviews, RMMRs, MedsChecks, Diabetes MedsChecks, rural support programs, and Aboriginal and Torres Strait Islander support. A competitive tender process managed by the Department of Health saw AHA take the contract from 01 Feb 2019, with most of the programs previously managed by the Pharmacy Guild since 2014.

The Guild also bid for the tender, through a newly created company which would have operated independently from the Guild. The Pharmaceutical Society of Australia will be engaged by AHA to advise on and support the administration of the programs.

AHA Founding Director Richard Stock said, "Our aim is to build on the committed work of the Guild which has administered these programs over many years, to ensure professional and efficient payment for services to pharmacies and other stakeholders." AHA currently administers the Community Service Obligation (CSO) Funding Pool and the Chemotherapy Compounding Payment Scheme on behalf of the Department of Health. PSA President Dr Shane Jackson said the society would provide subject matter know-how to assist AHA to ensure program administration is efficient and effective for pharmacies. The Guild said it was proud of the work of its staff "who have worked and continue to work tirelessly in administering the program. "We are committed to doing everything we can to help facilitate a smooth transition to AHA." AHA will manage the 6CA programs under the name Pharmacy Programs Administrator (branding logo is pictured) adding it would establish a support centre and website early in 2019.

Willach DAA launch

WILLACH is today formally launching new Consis Automated Tablet Packagers (ATP), with the systems expected to "shake up the Dose Administration Aids market".

The company will offer three core variants of its CONSIS.ATP system in Australia, with a range of configurations which can be adapted to suit the requirements of customers wanting to pursue growth and opportunities in the burgeoning sector.

Willach Australasia MD John Koot said Australia's ageing population was fuelling demand for DAAs. "Pharmacists are increasingly realising that there is a unique opportunity to capitalise on this trend," he said.

The system is able to fill up to 60 unit-dose or multi-dose pouches per minute with medication for individual patients, sorted by day and time of medication intake.

Koot said CONSIS.ATP filled the void that in-house packaging systems and outsourced DAA suppliers could not service. "Willach has the market knowledge, resources and infrastructure to deliver a solution." For more information on the new Willach Automated Tablet Packagers see the **cover page**.

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LAST weekend's Pharmacy Assistant National Conference on the Gold Coast saw Alice Vanderpol from Moama Village Pharmacy in NSW named as the 2018 Pharmacy Guild of Australia/Maxigesic Pharmacy Assistant of the Year.

More than 750 nominations were received this year, with Vanderpol saying she was proud to have been chosen as the overall winner.

"I'm looking forward to embracing new opportunities in the next 12 months and encouraging pharmacy assistants from all over Australia to not only value the work we do, but also the contribution we make to community pharmacy.

"It's important and we make a difference," she said.

Pharmacy Guild of Australia Group Executive Pharmacy Transformation and National Judge, Colm Maguire, said the award aimed to highlight the key role of pharmacy assistants.

"The work of pharmacy assistants is integral in ensuring that community pharmacies are patient-focused health care providers and successful, community-minded small businesses," he said.

The award was sponsored by AFT Pharmaceuticals, with GM Calvin Mackenzie commending all participants for their achievements.

Vanderpol is pictured with Pharmacy Guild National President, George Tambassis and Calvin Mackenzie of AFT Pharmaceuticals.

AZ in the kitchen

ASTRAZENECA has formed a partnership with the Stephanie Alexander Kitchen Garden Foundation to develop an integrated kitchen garden program for secondary schools in Australia.

The move is part of AZ's Youth Health Programme which aims to address risk factors that lead to non-communicable diseases such as diabetes and heart failure.

In Australia the efforts focus on fostering healthy eating habits in adolescents.

MA appointment

MEDICINES Australia has named Jamie Snashall as its new Director of Public Affairs.

Snashall commenced his new role last week, moving from his former position as Director of Public Health at the Australian Medical Association, and prior to that an extended period with Telstra as Group Manager of Government Relations.

Keytruda PBS for LC

MINISTER for Health Greg Hunt has announced the funding of immunotherapy medicine Keytruda (pembrolizumab) for first-line treatment of metastatic non-small cell lung cancer (NSCLC) to take effect 01 Nov.

Without PBS subsidy it would cost over \$11,300 per script or \$188,000 a year, Hunt said.

This indication-extension listing was recommended at the Jul 2018 Pharmaceutical Benefits Advisory Committee (PBAC) meeting.

See more at health.gov.au.

Zytiga patent loss

JOHNSON & Johnson has lost a key court case in New Jersey, USA, opening up the market for its Zytiga prostate cancer drug to generic competition when the patent lapses tomorrow.

J&J wanted to extend the intellectual protection of Zytiga by introducing prednisone to reduce pain and side effects in cancer patients, but the judge ruled that this was not a novel idea.



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Dispensary Corner

PRICES for some drugs in the USA are so high that authorities in the state of Utah are paying patients to travel to Mexico to purchase their medications.

The "pharmacy tourism" program has been created by health insurer PEHP which currently covers about 160,000 public sector employees and their family members.

Patients who need certain costly drugs to treat cancer, multiple sclerosis and autoimmune disorders are being offered plane tickets to San Diego, transport across the Mexican border to Tijuana plus \$500 for expenses.

For example, Avonex for multiple sclerosis costs about US\$6,700 for a 28-day supply within the USA, versus \$2,200 through a "top-notch" clinic in Tijuana which has been contracted by the health insurer.

Other drugs covered by the program include Amypyra, Forteo, Humira, Orencia, Gilenya, Stelara, Tecfidera and Zytiga according to the *Salt Lake Tribune*.

MILITARY drills in the Baltic Sea last week caused a significant supply chain issue, with troops on a R&R break in the Icelandic capital of Reykjavik reportedly drinking the city dry.

The American soldiers are participating in a massive exercise involving about 50,000 servicemen and women from all 29 NATO members.

Local news site *Visir* said local breweries received emergency calls from bars across the capital, seeking urgent restocking of the local brew Gull which proved particularly popular.

Tribunal rulings on Register

THE Australian Health Practitioner Regulation Agency has confirmed changes to the National Register of practitioners, which will see any publicly available tribunal and court decisions linked to individual health professional records.

Earlier this year the Medical Board of Australia started publishing links to disciplinary decisions by courts and tribunals where there had been an adverse finding about a doctor.

This approach will now apply to all registered health professionals - including pharmacists - where serious allegations have been proven.

However AHPRA has confirmed no information would be published in relation to notifications received by National Boards.

"The change is simply helping to make already publicly available information easier to find," said AHPRA CEO Martin Fletcher, who added that the move was fair and in the public interest.

"Consumers, employers and practitioners will be able to find public information more easily, to inform healthcare choices and

employment decisions," he said.

"Members of the public are encouraged to check the register as part of deciding to see a health practitioner...checking the register is an additional assurance that their practitioner is complying with their legal obligations and meets the standards set for their profession."

Links will be added for any new decisions or rulings as they are received, and by early 2019 the Register will include links for all relevant decisions dating back to when each National Board joined the National Scheme.

Cardiovascular plan

HEALTH Minister Greg Hunt yesterday announced \$170,000 in funding for the National Heart Foundation of Australia to develop a National Strategic Action Plan for heart disease and stroke, with assistance from the National Stroke Foundation, to guide measures required to improve awareness, understanding, diagnosis and treatment of cardiovascular issues.

Win with SkinB5

This week **Pharmacy Daily** & **SkinB5** are giving away each day the NEW SkinB5's Clear Skin Superfood Booster valued at \$63.90.

Specifically formulated for acne / blemish prone skin, SkinB5's Clear Skin Superfood Booster delivers over 63 key skin health ingredients including Vitamins B5, A, C, D, E, minerals, essential fatty acids, amino acids, digestive enzymes, probiotics and prebiotics, Marine Collagen, Australian Organic Hemp protein, Organic Zinc, Maca, probiotics, prebiotics, Turmeric, Ginseng, Ashwaganda, Alkalisng Greens and colourful super fruits. Follow www.facebook.com/skinb5pro for more.

To win, be the first person from QLD to send the correct answer to comp@pharmacydaily.com.au

What ingredient do you need for Immunity strength starting with "L"?

Congratulations to yesterday's winner, Katie Hoskins.



Shake off the weight

PHARMACISTS should keep selling those weight-loss shakes based on the latest report from the World Health Organization (WHO).

Worldwide obesity has nearly tripled since 1975, with 1.9 billion of us overweight in 2016.

See the WHO report at who.int.

Guild Update

Christmas is coming

THE Reduced Activity Period (RAP) for the Department of Human Services starts on the last working week day before Christmas Day and runs until New Year's Day. For 2018-19, the RAP is from Monday 24 December 2018 to Tuesday 1 January 2019 inclusive.

Over this period, PBS prescription stationery and other stationery orders received by the department will not be processed. To ensure prescribers and allied health practitioners have sufficient supplies over this period, they should place their order by 26 November 2018.

Details regarding the timeframes and order cut off dates can be found at "Make sure you don't run out of PBS stationery over Christmas" on the department's website at www.humanservices.gov.au/healthprofessionalsnews.

Should you have any questions please contact the PBS Stationery team at: **PBS.STATIONERY.POLICY@humanservices.gov.au**.



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