



Powerful DAA Medication Management Software

Seamless Dispense Integration
SOH ↓ Cashflow ↑
FREE ongoing support

LEARN MORE

Today's issue of PD

Pharmacy Daily today features three pages of news, plus a full page from Direct Chemist Outlet.

Rival the big guys

WITH more than 70 stores across the country, the Direct Chemist Outlet group is helping pharmacies take on the big guys.

The rapidly growing network is celebrating the addition of four Victorian stores over the last two months.

See **page four** to learn more about the group.

Vale Reynolds

AUSTRALIAN community pharmacy is mourning the passing of the Founding Father of Pharmacy Alliance, Robert Reynolds, who passed away on Mon 09 Nov.

In a LinkedIn post, Pharmacy Alliance has shared its deepest sympathies and condolences to the Reynolds family.

CLICK HERE to access an online book of condolence.

Pharmacy critical to primary care

PHARMACISTS are playing a crucial role providing essential health services to keep communities safe and healthy through the COVID-19 pandemic, the International Pharmaceutical Federation (FIP) believes.

In a statement to the 73rd World Health Assembly, which resumed online this week following a de minimis assembly in May, FIP Policy, Practice and Compliance Lead, Zuzana Kusynova, said the profession has demonstrated its value around the world during the ongoing crisis.

She added that temporary measures, which expanded pharmacists' scope of practice during the pandemic should be implemented on a permanent basis.

"Earlier this year, we launched the FIP Development Goals as a key resource for transforming pharmacy over the next decade," she said.

"These goals will serve as a basis for investment in pharmacy healthcare by governmental agencies and funding authorities, and for the planning and delivery of policy initiatives in order to transform primary healthcare (PHC).

"They align with wider global imperatives underpinning the UN

Sustainable Development Goals.

"This transformation is timely as the COVID-19 pandemic has created an even greater reliance on pharmacists to ensure that people get their treatments and professional advice as part of PHC.

"Pharmacists' scope of practice has increased with new measures speedily adopted by pharmacists' organisations, allowing much needed continuity of pharmaceutical care.

"FIP has called on governments to swiftly authorise such changes.

"One of the expanded roles with which pharmacists have proven to provide an effective and essential public service is vaccination.

"FIP has urged policy makers to recognise and fully harness the potential and convenience of community pharmacies for vaccination, including against COVID-19 once a vaccine is available.

"In addition to community pharmacists' response to the pandemic, pharmacists in hospital, research and laboratory settings are also playing their part, for instance working on clinical trials.

"To support all pharmacists in responding to the pandemic, FIP has published COVID-19 guidance.



"We are planning to supplement this with the latest information on COVID-19 diagnostic tests later this month.

"To conclude, pharmacists across healthcare settings are critical to strong PHC.

"As countries must cope with caring for the acutely ill while maintaining care for chronic patients, many innovative pharmaceutical care practices have been deployed.

"FIP appeals for such innovations to be captured with a view to promoting their wider adoption as PHC systems adapt and move into the pandemic recovery phase and beyond."

Make yourself more attractive (to customers) with MediMe

MediMe personalised medication packs, a DAA with benefits you'll love!

- Script loyalty
- Aged care solutions
- Increased OTC sales
- 7CPA opportunities

Call us now on 1300 306 748 to learn more about MediMe, DoseAid's new and improved DAA.

SR Pharmacy Business Sales

M: 0407 759 736 E: sue.raven@srpbs.com.au
www.srpbs.com.au

Thinking of Selling?
SR Pharmacy Business Sales has a number of keen buyers ready to go. Sue Raven has been connecting buyers & sellers for over 20 years. No Obligation FREE ASSESSMENT Please [Click here](#) Strictly confidential

"Sue went out of her way to help precipitate a sale that not only was satisfactory to all parties but helped build relationships. Sue always made herself available to us and was very generous and frank with her advice. Her service is top rate and as an industry veteran has an absolute wealth of knowledge that she is more than willing to dispense" Huss

BLUEJACAR CHRISTMAS GIFT SETS

AUSTRALIAN MADE · COMBINATION OF SCIENCE AND NATURE · TRENDY AND YOUTHFUL DESIGNS · 100% NATURAL INGREDIENTS · FREE OF PARABENS
GUARANTEED QUALITY AND AFFORDABILITY OF PRODUCTS

To place an order, please contact Power House Pharmacy Brands via www.powerhousepharmacybrands.com.au



Policy delivery lag hurts Australians

DELAYS in implementing healthcare measures including the National Mental Health and Wellbeing Pandemic Response are leaving Australians without urgently needed support, Federal Australian Labor Party MP, Emma McBride, believes.

Speaking in the House of Representatives yesterday, the registered pharmacist said, "there is a gap and lag between announcements and delivery, and this is hurting Australians".

McBride noted that a recent Senate Estimates hearing was told the National Children's Mental Health and Wellbeing Strategy announced in Aug 2019 will not be finalised until Jun 2021, while details of the Productivity Commission's report into mental health are yet to be published, five months after it was submitted.

"Before coming to this place, I worked as a pharmacist, for much of the time in acute adult mental health inpatient units," she said.

"Every day I saw firsthand circumstances of people's lives that led to mental health crisis, emergency and acute admission.

"I was part of a team stretched and at times buckling under the strain



of growing demand and scarce resources.

"Minister, I'm not sure if you know what it feels like to be part of a team where you see someone who needs help, and you know that help should be available, but in a wealthy country like Australia we can't provide it.

"Minister, why do we have this narrowcast view of health which means that vulnerable people in acute crisis, particularly in regional and remote Australia, cannot get the help they need when they need it?"

"Teams are under extraordinary strain, and people are discharged to the circumstances that made them sick.

"I've seen people discharged to

caravan parks and to caves.

"Why, in a wealthy country like Australia, in the middle of a pandemic, is the only safe place for someone sometimes a public hospital bed? It's just not right.

"The Productivity Commission report gives the chance to address the issues at the cause—the underlying problems of unemployment, education, housing, the burden of which is carried disproportionately by those in our society who have the least. Where you are born, live and grow up in Australia matters.

"This is urgent; it matters, I know you are genuine and you care.

"What we now need to see is action."

PharMIBridge expansion

RESEARCHERS from Griffith University and the University of Sydney are recruiting community pharmacists in Gippsland, Victoria, and Northern Sydney, NSW, as part of the expansion of the Bridging the Gap between Physical and Mental Illness in Community Pharmacy (PharMIbridge) Randomised Controlled Trial.

Project co-lead, Dr Claire O'Reilly, said the program will allow researchers to expand the role of pharmacists in providing mental health services.

"The awareness of how pharmacists can help with mental health has been growing, so this project is a great opportunity to expand that and develop a support service for people with more severe mental health problems," she said.

Participants in the ACT and Hunter New England study sites have completed training and are supporting patients.

Pharmacists in the new site can find out more by emailing pharmibridge@griffith.edu.au.

Qld Guild welcomes D'Ath appointment

THE Pharmacy Guild of Australia Queensland Branch has welcomed the appointment of Yvette D'Ath as the State Government's new Minister for Health and Ambulance Services.

Branch President, Trent Twomey, said the organisation was "confident that with D'Ath's appointment, Queenslanders who are crying out for community pharmacies to deliver more local

primary healthcare services will continue to be heard".

"D'Ath has a strong reputation of being engaged and diligent at getting the job done for the people of Queensland," he said.

"Her belief in building an even stronger public health system will benefit all Queenslanders."

Twomey thanked Deputy Premier, Steven Miles for his efforts as Health Minister.

BULK BUY AND SAVE WITH FREE UNITS

2 FREE FOR EVERY 10!

- Non Greasy Formula
- Australian Made
- 25% Urea – Gold Standard
- Visible results in 3 days



CALL THE NOVA TEAM TODAY ON:
1300 904 541

Offer available to 30th November 2020



Our TerryWhite Chemmart Own Range adds up to more.

- + Great Quality
- + Great Range
- + Great Margin

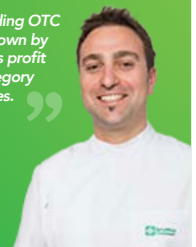


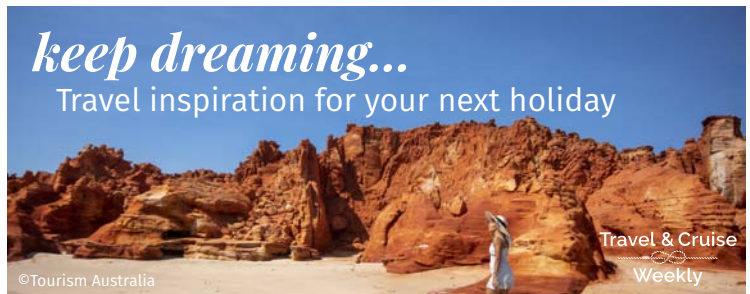
To find out how TerryWhite Chemmart can bring real chemistry to your business, visit www.realchemistry.com.au

"Sales of the TerryWhite Chemmart range including OTC medicines and Weight Loss products have grown by over 55% in the last 12 months and the gross profit even faster by 60% plus driving higher category growth and profitability in my pharmacies."

Michael Burdelf
TerryWhite Chemmart Playford,
Angle Vale and UniHealth, SA

TerryWhite Chemmart
that's real chemistry





Sibling success for TWC Milton

TERRYWHITE Chemmart (TWC) Milton has marked a challenging 2020 that has seen the NSW South Coast pharmacy impacted by bushfires and COVID-19, by winning the 2020 Small Business Award for Outstanding Pharmacy in Illawarra and South Coast.

Since taking over the store in late 2018, brother and sister duo, Andy and Leeza Vuong, and their team have delivered significant growth, with sales up 18.28% for the

financial year to date.

A spokesperson for the TWC Group told **Pharmacy Daily** that the Vuongs demonstrated leadership during the bushfires earlier this year, ensuring patients retained access to medicines when much of the town was closed.

The spokesperson added that the siblings also raised funds to support the Rural Fire Service, and also ran a breast cancer awareness campaign through Oct which raised \$1.200.

Accepting the award, Leeza, praised the commitment of the store's staff during the recent crises.

"Our team innovated our system so we could still reach everybody," she said.

"We delivered for free, accessed roads that weren't easy and we



implemented click and collect and online shopping so that we could still provide services beyond the bricks and mortar store."

The TWC Milton pharmacy was not the only store within the network to start Nov with a win, as TWC Chester Pass Albany, Western Australia, picked up the Albany Chamber of Commerce and Industry Best Business of 11+ employees Award at the weekend.



Dispensary Corner

US PHARMACIST, Hardik Patel, is facing 40 years behind bars after being convicted of 18 charges relating to money laundering and illegal distribution of medicines from his former pharmacy in Virginia.

The Free Lance-Star reported that Patel was busted after repeatedly selling prescription drugs to a police informant, who admitted that he went to police with information about the pharmacist in the hope of easing his own legal issues.

Patel's lawyers claimed he had felt intimidated by the informant and unable to say no, adding he was the victim of entrapment by the police.

Win with Plunkett's

Everyday this week Pharmacy Daily and Plunkett's are giving away both a NS 8 Heel Balm 250ml and NS 8 Deo Foot and Shoe Spray 100ml worth RRP\$37.90

Get your feet summer-ready!

Give your feet some love with soft, smooth heels and odour-free feet and footwear. NS 8 Heel Balm is not greasy, so you don't need socks and natural exfoliants gradually remove dry, thickened skin, so you don't need foot files.

Deo Foot and Shoe Spray is a natural treatment with a light, fresh fragrance.

Recommended by podiatrists and diabetes friendly.

Australian owned and made.



Q: Why don't you need to use socks with NS 8?

To win be the first to send the correct answer to comp@pharmacydaily.com.au

NEW PRODUCTS

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

Blistex - Lip Infusions Soothing

A new sensitive soothing lip care formula that is gentle on your lips but tough on dryness, to soothe chapped lips and keep them soft, smooth and conditioned with maximum comfort.

Infused with advanced ingredients to provide luxurious care for your lips. With Cucumber Seed Oil and Calendula to help soothe chapped lips as well as Coconut Oil and Natural Beeswax to moisturise and protect lips.

The advanced formulation is dermatologically tested and mineral oil free.

Try today and enjoy the freshness of Cucumber and Mint Flavour!

Stockist: Priceline

RRP: \$5.95

Website: www.priceline.com.au/blisex-lip-infusions-soothing-3-7-g



**DIRECT
CHEMIST
OUTLET**

Discount Chemist™

WELCOME TO DIRECT CHEMIST OUTLET!



DCO FEATHERBROOK - OPENED SEPTEMBER 2020



DCO WALLAN - OPENED SEPTEMBER 2020



DCO LANGWARRIN - OPENED OCTOBER 2020



DCO BRUNSWICK EAST - OPENED OCTOBER 2020

ARE YOU TRYING TO COMPETE WITH THE BIG GUYS & NOT HAVING ANY SUCCESS?



Direct Chemist Outlet
has successfully converted:



**OVER 70 STORES
AND GROWING**

**DIRECT
CHEMIST
OUTLET**
Discount Chemist™

Want to know more?

Please call our General Manager
Sarah Brooks on **0422 070 730**
or Ian Tauman on **0417 113 851**

JOIN THE DCO FAMILY HERE ▶

www.directchemistoutlet.com.au/franchise-information