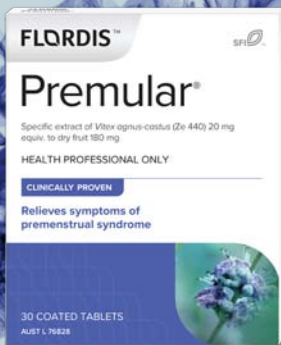
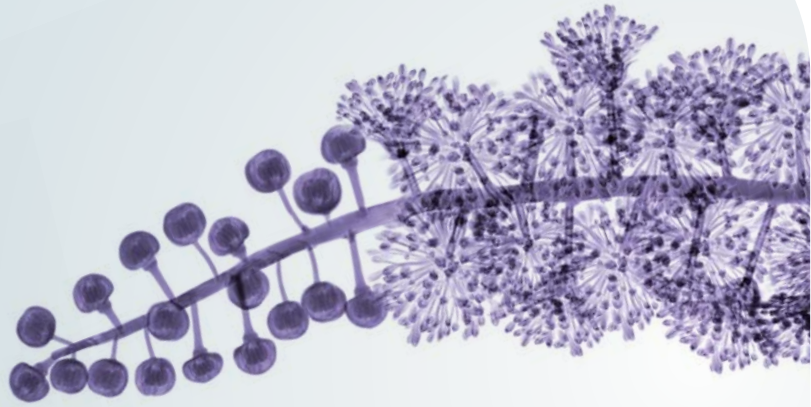


# Clinically proven for PMS and menopause



## Menstrual cramps, bloating and irritability? Recommend the Premular® difference

- Clinically researched herbal extract of chaste tree Ze 440
- Reduces PMS symptoms, including mood swings, menstrual cramps and bloating, and breast pain
- Easy 'one a day every day' dosing across the entire menstrual cycle



## Mild hot flashes or night sweats? Recommend the Femular® difference

- Clinically researched herbal extract of black cohosh Ze 450
- For mild menopause symptoms; usually seen in late to post menopause stages
- Research on Femular has been conducted in hundreds of menopausal women<sup>1-3</sup>



## Constant hot flashes or night sweats? Recommend the Femular® Forte difference

- Clinically researched herbal extract of black cohosh Ze 450
- For moderate to severe menopause symptoms; usually seen in perimenopause and early menopause stages
- Research on Femular Forte shows the higher 13mg dose is effective for severe menopause symptoms<sup>1</sup>

## Offer your customers the Flordis™ difference today!

To discover the Flordis™ integrative medicine pharmacy specials, contact your Flordis™ representative. Contact details are available at [www.flordis.com.au/health-professionals/](http://www.flordis.com.au/health-professionals/) or by contacting customer service on 1800 334 224.

**These medicines may not be right for you. Read the label before purchase.**

**Follow the directions for use. If symptoms persist, talk to your health professional.**

## Today's issue of PD

*Pharmacy Daily* today features three pages of news, plus a front cover page from **Flordis**, and a full page from **Willach**.

## AHPRA warning

**REGISTERED** health professionals are being reminded of their obligations to comply with their profession's Code of Conduct in all settings, including online.

The Australian Health Practitioner Regulation Agency (AHPRA) issued a notice this morning reminding health professionals of their responsibility to maintain professional and ethical standards when using social media.

AHPRA noted concerns had been raised over the conduct of some health professionals in online discussions.

## Flordis difference

**INTEGRATIVE** medicine specialist, Flordis, is offering pharmacists a range of "clinically researched" products to treat the symptoms of PMS and menopause.

Using herbal extracts the Flordis range provides relief from menstrual cramps, bloating and hot flushes.

See **cover wrap** for more.

## NSW/Vic border boost welcomed

**MOVES** to ease restrictions along the NSW/Victorian border from Fri, will aid access to healthcare for patients in the region, Pharmacy Guild of Australia Victorian Branch President, Anthony Tassone, believes.

Under the new 'border region resident' permit system announced by NSW Premier, Gladys Berejiklian, yesterday, a single border region, extending 50km on either side, will be reinstated from 12.01am on Fri.

The new permit will allow Victorian residents to cross into NSW to attend work, obtain necessary goods or services, and for care or other compassionate reasons.

Speaking with *Pharmacy Daily*, Tassone said the move would benefit patients and pharmacy workers living in the region.

"The Guild welcomes the announcement by the NSW government of increased mobility around the NSW and Victorian



border to help support local businesses and residents during the COVID-19 pandemic," he said.

"This is a sensible move that was much needed to reduce the risk of patients having disrupted access to healthcare and stopping healthcare practitioners and other workers from attending their place of employment.

"The Guild along with the Pharmaceutical Society of Australia in collaboration have been very active in advocating for changes to the border zone order to help

increase mobility for residents and pharmacy staff including representations to the NSW Minister for Health, Brad Hazzard and the Federal Minister for Health Greg Hunt."

"Whilst these revisions in the border order do not resolve all of the issues that are being experienced for these communities - they will hopefully go some way in helping the region operate as normally as they can and start the recovery from the COVID pandemic."

## Perfect packing

**HAVING** the right layout in your pharmacy's packing area can help save time, boost efficiency, reduce medication errors, improve medicine management and maximise returns, Willach Pharmacy Solutions believes.

See **page four** to find out more about FAMA Worktops and how they can optimise your pharmacy's packing area.



Sue Raven

Pharmacy Business Sales



### Thinking of Selling?

Please contact Sue Raven on 0407 759 736 or email [sue.raven@srpbs.com.au](mailto:sue.raven@srpbs.com.au)  
Over 20 years' experience

"I couldn't think of anyone I'd rather have dealt with for my Sale & purchases of my pharmacies, Sue is professional hardworking and reliable - Marty"



Please join us for a live webcast with **Joyce McSwan**

**CPD points** \*accreditation pending

## STRESS DURING THE COVID-19 ERA: Identifying and managing post-herpetic neuralgia in your pharmacy



**Facilitator:**  
Chris Campbell, B. Pharm, MPS



**Wed 7<sup>th</sup> Oct, 8:00 PM AEDT**

Join Joyce McSwan as she examines the development of post-herpetic neuralgia in the context of stress in the COVID-19 environment and the importance of frontline pharmacy in recognising, advising and managing these patients.

Date of preparation: August 2020. SEQ/NVD/0820/0118b.

**Register at:**

[www.stressandnervepain.com.au](http://www.stressandnervepain.com.au)

**Access code: PD0710**

## Capital Chemist signs Symbion deal

**CAPITAL** Chemist Group has announced the extension of its trading partnership with pharmaceutical wholesaler, Symbion.

After signing a new five-year deal with the EBOS-owned wholesaler, Capital Chemist Group Business Manager, Andrew Topp, told *Pharmacy Daily*, the two businesses had fostered strong ties over the last seven years, with Symbion's support during the bushfire crisis earlier this year highlighting the "deep mutual respect" the companies have for each other.

"We have been trading with Symbion since 2014.

"The main reason we originally moved to Symbion was to access their 'retail execution excellence' such as planograms, promotional calendars, retail-ready programs and the like.

"These elements are still of great importance to us.

"Whilst Symbion's support



to Capital Chemist during the bushfires was overwhelmingly generous, this was a manifestation of the deep mutual respect and friendship held by both parties for each other.

"This respect and friendship, and a collaborative spirit was the main driver for us to engage directly with them to build a new agreement.

"Our group is proudly different; we make our conversations all about health (and less about price); Symbion understand this and this

is enormously valuable to our partners.

"With the timing of the signing of the Seventh Community Pharmacy Agreement, and the uncertainty caused by COVID-19, signing a new deal was definitely the right thing to do."

In a comment posted on LinkedIn in response to the new deal, Symbion CEO, Brett Barons said the wholesaler was proud of its partnership with Capital Chemists and its role in connecting the group with the communities they work in.

### 'Trumpian rants'

**COALITION** backbenchers who have criticised restrictions on the prescribing of hydroxychloroquine imposed by the Therapeutic Goods Administration (TGA), have been accused of making "Trumpian rants", by Shadow Health Minister, Chris Bowen.

Speaking in the House of Representatives yesterday, Bowen urged Liberal MP, Craig Kelly, and Nationals MP, George Christensen to "reflect on why the TGA exists and why they are continuing on their dangerous crusade".

"Trumpian rants have no place in our public health response, and the Prime Minister and the Minister for Health need to care more about defending and protecting the TGA than they do about protecting their rogue backbenchers," Bowen said.



## Free CPD App.

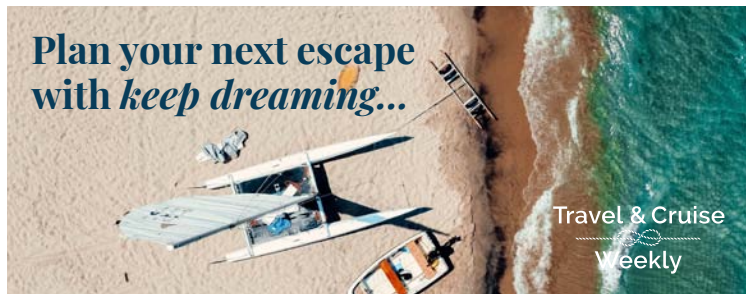
Easiest way for pharmacists to manage CPD.

Join For Free



"CPD documentation made easy!"





## Dispensary Corner

**FOR** months health authorities around the globe have been urging people to limit their intimate interactions to “just one” partner, in a bid to combat the COVID-19 pandemic.

However, this message appears to have fallen on deaf ears among visitors to the Mediterranean resort of Cap d’Agde - Europe’s largest naturist holiday destination, which has seen a dramatic spike in COVID cases.

Local authorities have reported that the infection rate among visitors staying in the resort was four times higher than in the local town.

Despite face masks being mandatory in the nudist village, it appears social distancing measures are not enforced, with one visitor telling the *BBC*, “everyone is in close contact all day long, and of course naked”, while others confessed that the health advice had not completely brought polyamorous activity to a halt.



## CDC rolls out new pricing strategy

**ADVANTAGE** Group banner, Chemist Discount Centre (CDC) is rolling out a new long-term pricing strategy, which is forecast to deliver margin improvement of 0.5% in non-dispensary revenue.

Announcing the new strategy, Advantage Group Chief Operating Officer, Hugo Ortiz, said the updated pricing rationale was based on four category roles - buying and marketing strategy, inventory and pricing management, pharmacy execution and customer interaction, and pricing.

“The CDC pricing strategy is able to be implemented with confidence through sophisticated data analytics and systems,” he said.

“CDC pharmacies utilise a proprietary inventory management system, Buy-It-Right which powers its order automation, maintains consistent and accurate stock files, and provides comprehensive reporting.



“Combined, these allow for managed pricing.

“This ensures that we can implement our own unique competitive pricing strategy as a true discount pharmacy, without detrimental effects on our growth.”

The company reported franchise numbers increased 40% in the last financial year and projected to continue growing at a rate of

around 30% year-on-year, with two new stores set to open in Wallan and Kilmore, Victoria, later this month.

Ortiz said the growth rates reflected the holistic brand offering and robust franchise solution focused on building trust with consumers by providing access to affordable products and services from CDC as a health destination.

## Natalis partners with Miracle Babies

**PREGNANCY** support multivitamin brand, Natalis, has formed a partnership with the Miracle Babies Foundation to support families of premature or sick babies.

The products is formulated in line with Australian health and dietary guidelines to help women to obtain key vitamins and minerals to support them from preconception through pregnancy and breast-feeding.

“Miracle Babies Foundation does invaluable work supporting the wellbeing of expectant and new parents with a baby requiring specialised care, ensuring that those in need



receive vital, emotional support and resources to help them through their experience,” a spokesperson said.

Under the partnership every purchase of a Natalis product will support a family with a baby in a neonatal intensive care unit.

## Fathers day gift

**PUBLICIST**, Max Markson, has backed a device which claims to prevent COVID-19 as a “great gift for Fathers Day” despite being hit with a \$26,640 fine for unlawful advertising of the product.

The Therapeutic Goods Administration (TGA) alleged Markson’s Markson Sparks business sent an email promoting the Bionic Air Plasma Medical Device to subscribers in breach of the *Therapeutic Goods Act 1989*.

In a statement issued to *Mumbrella*, Markson said “every home should have one”.



# Time to rethink your packing area?

For the past 15 years, Willach Pharmacy Solutions has been creating spaces and systems that save time, optimise efficiency, reduce errors, improve medicine management and ultimately maximise your returns.

**Call our team on (03) 9429 8222 to find out more about the FAMA Worktops.**



Designed, engineered and manufactured in Germany



Ready for immediate installation



Instant asset write-off\*



**Willach** | Pharmacy Solutions

WHERE THERE'S A WILLACH THERE'S A WAY

[www.willach.com.au](http://www.willach.com.au)

Tel: (03) 9429 8222

[info@willach.com.au](mailto:info@willach.com.au)

\* To find out if your business is eligible for the instant asset write-off, consult your financial adviser.