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Amcal passion

PHARMACISTS with a passion for delivering healthcare to their communities are being invited to join Sigma Healthcare's Amcal banner.

See **page five** for more.

Sigma sets Amcal strategy objectives

SIGMA Healthcare is set to introduce a range of programs to support its Amcal and Guardian Pharmacy franchisees to upskill staff as part of its strategy to bring the brands together.

Following the announcement of plans to disband the Guardian banner and bring franchisees into the Amcal group (PD 27 Sep), Amcal and Guardian Brand Leader, David Preston, described the five value propositions that Sigma intends to drive success through the Amcal banner - convenience, trusted healthcare, differentiation, value and personalisation.

"During this period of change, we understand the importance of keeping our franchise network updated on the vision for the brand now and in the future, so have approached this process with transparency and collaboration," he said.

"Quarter four is a pivotal time for our brands as we make significant shifts in our strategy and



direction to ensure we are both future proofing our businesses and constantly looking for ways to innovate and thrive in a competitive retail landscape.

"Our pathway to growth has been determined by practical, scalable and sustainable strategies across the brand that allow us to drive relevancy and differentiation.

"These objectives will be met with a range of programs to support and upskill our network as well as competitive offers for our

customers," he added.

"While Amcal's strategy is diverse and progressive, it is anchored by one important goal and that is to achieve business success for our franchise network."

Today's issue of PD

Pharmacy Daily today features four pages of news, a cover page from TerryWhite Chemmart plus a full page from Sigma Healthcare.

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Health champion

PHARMACY owners who love championing a healthier community are being invited to join the TerryWhite Chemmart (TWC) network.

With more than 500 independently-owned pharmacies, TWC is Australia's fastest growing pharmacy brand.

For more information see today's **cover page**.

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*#1 selling non-prescription menopause relief product in Switzerland. References: 1. Lopatka L et al, Journal of Menopause 2007; 2:16-21. 2. IQVIA, national sales data Switzerland, sell-in (Pharmacy, Drugstore, Self-dispensing Doctors), turnover (ex-factory) in CHF, MAT June 2021.

#1 SELLING MENOPAUSE RELIEF PRODUCT IN SWITZERLAND*



New Look Same Formulation

Family, workforce impact sales timing

PERSONAL and workforce issues are the key factors pharmacy owners consider when planning the timing of a sale of a store, the latest Attain Business Brokers Market Sentiment Survey reveals.

The latest edition of the survey found that 63% of respondents are looking to buy a pharmacy, with close to one-in-four aiming to make a purchase within the next six months.

Attain Director, Natalie Sirianni, said the poll's findings showed the pharmacy business market has remained strong, with just over half of owners surveyed reporting their intent to sell a pharmacy within the next five years, and 84% saying that family and personal issues would influence the timing of a sale, while 43% said pharmacy workforce availability would have a bearing on when they would sell.

"There is very positive market



sentiment for the pharmacy business sales market from both buyers and sellers," she said.

"Also there is some good news in this iteration of the survey, which showed a significant increase in the percentage of pharmacy owners looking to sell within the next two years, up to 35.1%.

"This is the highest we have seen this rate since the survey commenced in Jul 2020."

The survey also revealed that the majority of pharmacists surveyed believe pharmacy valuations will increase over the next 12 months.

However, the proportion of pharmacists who expect pharmacy prices to grow has fallen from a high of 65% in the Mar/Apr survey period, to 53.5% in Aug/Sep, with almost one-in-three respondents forecasting that valuations will remain flat in the coming months.

EU data is key

THE European Medicines Agency's (EMA) joint Big Data Steering Group has released two documents for public consultation, covering the "quality of all data types on regulatory decision-making" and the "discoverability of real-world data".

The update is part of a firm agenda to increase access to and improve the quality of the data that underpins decision-making on the benefits and risks of medicines in the EU.

The draft Data Quality Framework for EU medicine regulation sets out quality criteria for data used in medicine regulation, with the EMA saying data quality is a critical element for realising the full potential of data-driven regulation - to view the consultation draft **CLICK HERE**.

Teen pharmacy thief avoids conviction

A SINGAPOREAN teenager who pilfered a box of chicken essence and a number of other items from a pharmacy in the city-state, has avoided a conviction.

However the teen is facing probation after pleading guilty to sharing a nude photo of her boyfriend's ex-girlfriend on Instagram.

The court heard that the Cadence Koh, had become angry that her boyfriend had sent her the photo of his former beau.

Koh confided in a female friend



about the photo and the pair decided to post the image to humiliate the victim.

Koh's friend creates a publicly accessible Instagram account and they posted a view that featured a close-up of the ex-girlfriend's genitals.

Queenslander fined over CAM ads

THE Therapeutic Goods Administration (TGA) has issued two infringement notices totalling \$5,328 to an individual from Queensland over unlawful advertising of a complementary listed alternative medicine (CAM).

The ads allegedly contained a reference to cancer and implied that the product was recommended or approved by the Australian Government.

"Cancer is a prohibited representation that is not permitted to be used in

advertising without permission from the TGA, which the individual did not have," the regulator said.

"Similarly, the use of endorsements by the government or government authorities is prohibited unless specifically permitted by therapeutic goods legislation."

The TGA added that advertisers of listed medicines must not use claims in their ads that breach the *Therapeutic Goods Act 1989* or the *Advertising Code*.

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RPS warning

BRITAIN'S Royal Pharmaceutical Society (RPS) is warning young people with gender dysphoria not to access prescription medication to alter hormone levels through online pharmacies.

The RPS said "DIY hormone transitions" being touted online posed a "serious risk" to young people, and called on politicians to crack down on the promotion and sale of the products, the *Daily Telegraph* reported.

Journalists from *The Sunday Times* reported that they had been able to purchase 45 spironolactone tablets, 12 dutasteride capsules and 28 estradiol tablets without having to provide a prescription through online pharmacies found on Reddit.

The warning came after England's only gender-identity clinic for children was closed.

NSW hospitals short on pharmacists

INADEQUATE hospital pharmacy staffing is contributing to "access block" in the NSW hospital system, Society of Hospital Pharmacists of Australia (SHPA) NSW Branch Chair, Dr Jonathan Penm, believes.

Addressing the *Impact of ambulance ramping and access block on the operation of hospital emergency departments in NSW* Inquiry last week, Penm said the State's hospital pharmacy departments were "the most poorly resourced in Australia".

"Our members are telling us that pharmacy is often the hold-up to discharge," he said.

"This is because there are just not enough pharmacists employed in NSW hospitals.

"In NSW public hospitals, there are approximately 25% more inpatient beds than Victorian public hospitals.

"However, there are 25% less hospital pharmacists in NSW compared to our Victorian counterparts.

"Addressing the workforce gap



is key to ensuring pharmacists can do their part to assist with health system capacity, emergency department overcrowding, bed flow and access block."

SPHA Head of Policy and Advocacy, Jerry Yik, told the Inquiry that unlike in other jurisdictions, hospital pharmacists in NSW fall under the purview of the Chief Allied Health Officer, and funding for additional pharmacy services often gets shared with other health providers, such as occupational therapists.

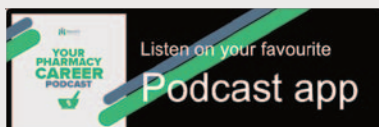
"So pharmacy, by that nature, gets a much smaller slice of the pie compared to other States where pharmacy sits by itself outside of allied health and alongside medical," Yik said.

"So I think having that recognition of pharmacy services and the importance of pharmacists under how NSW Health is structured is really, really important because the way that it's currently structured means we're just not getting enough pharmacists."



YOUR PHARMACY CAREER PODCAST

Listen to the inspirational **Dr Fei Sim**, National President of the Pharmaceutical Society of Australia (PSA), discuss leadership, challenges faced by pharmacists, engaging with passion, and career advice for pharmacists in our latest episode.





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Dispensary Corner



ANY form of exercise is good for your health, but sometimes it gets taken a little too far.

A case in point is probably a man in Idaho who has set a new Guinness World Record for balancing a guitar on his chin.

David Rush, whose mission in life is apparently to break improbable records in an attempt to promote the benefits of education in science, technology, engineering and maths (STEM) to schoolkids, described the feat as a "lesson in pain".

Rush (pictured) previously held the record for guitar-chin-balancing, but was said to be deeply dismayed when he heard that his previous mark had been beaten by Spanish man Christian Roberto Lopez Rodriguez, who outpaced him by 45 seconds with a time of 1 hour, 13 minutes and 25 seconds.

This time he made no mistake, managing to keep the instrument in the air for 1 hour and 35 minutes - so take that, Mr Rodriguez!

Fortunately the feat was captured on YouTube, and can be viewed online at pharmacydaily.com.au/videos.



Gen Z care-conscious



AUSTRALIANS born between 1995 and 2009 are emerging from the COVID-19 pandemic as the nation's most care-conscious generation, the 2022 Panadol Care Study reveals.

The survey found that the pandemic had the greatest impact on Gen Z Aussies, with 60% of respondents in that age group reporting increased feelings of isolation, and 49% said they felt a greater need for community support.

Despite the adversity of the global health crisis on Gen Z, the impact has resulted in the greatest increase in giving behaviour from any generation - towards charity (22%), and the biggest desire to care for the environment, societal causes and others in their community.

The research also found that Australian parents face a significant community support deficit, whilst their desire to care for others continues to increase.

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Guild Update

Rattle Ya' Bones Day

RATTLE Ya' Bones Day, a National Day of Awareness for all muscle, bone and joint conditions, will be held on Halloween, Monday, 31 October 2022.

Muscle, bone and joint conditions such as osteoarthritis, back pain, gout, rheumatoid arthritis, osteoporosis, and fibromyalgia are the leading contributors to disability worldwide. And yet, most people are unaware that seven million Australians live with these conditions.

Musculoskeletal Australia says that's why Rattle Ya' Bones Day was created; to make these invisible, painful conditions visible and to let people know that help and support are available.

Musculoskeletal Australia, which has been supporting people with arthritis and musculoskeletal conditions for more than 50 years, has a message on its website for patients.

"Pharmacies are Australia's most accessible health destination, and their staff are ready and willing to give you and your loved ones health advice whenever you need it. Pharmacies are expanding the range of health services they provide to their patients and are now evolving into community health hubs," Musculoskeletal Australia says.



Deciphering doctors' handwriting since

Since our beginnings in 1937, we've built our reputation on making health advice and support more available and accessible for those in need. That's how we've **grown to become one of Australia's most recognised and trusted pharmacy brands** – and redefined what pharmacists are capable of with our range of health services that bring our pharmacists out from behind the dispensary.

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