

# Looking for a reason to switch? Here's five.



- 1 Industry-leading support**  
Mitigating 60DD impacts to your business with personalised business plans for your pharmacy
- 2 Vaccination leadership**  
Join the #1 vaccination program in community pharmacy - helping new customers discover your pharmacy
- 3 Health innovation**  
myTWC puts your pharmacy in the hands of customers helping to build loyalty, increase your customer base and grow your average transaction size
- 4 Deeper connections**  
Continued investment in national media - keeping the brand, products and your health services top of mind to drive foot traffic to your pharmacy
- 5 World-class education**  
Ensuring you and your team are trained and ready to deliver on full scope of practice

We know that making a decision to switch brands is incredibly personal. We're here to work through your questions together

**Give our team a call**

Richard Jensch	(QLD, NT)	0401 560 712
Fiona McKenzie	(ACT, NSW)	0437 599 920
Peter O'Brien	(VIC, TAS)	0427 352 902
Jordan Hall	(WA)	0419 866 587
Gary Flynn	(SA)	0488 223 155



Visit [dedicatedtocare.com.au](https://www.dedicatedtocare.com.au)  
to find out more

 **TerryWhite  
Chemmart.**

**Dedicated to** *Care*



## Mag-Sup powder

A better way to absorb magnesium.

Pharmacy only.

Available in **200g pack size** (40 doses) from Symbion, Sigma, API and CH2.

Always read the label and follow the directions for use.

### Today's issue of PD

*Pharmacy Daily* today features three pages of news, including our **Beauty & Wellness** page plus a cover wrap from **TerryWhite Chemmart** and a full page from **G&M Cosmetics**.

### Reasons to switch

**TERRYWHITE** Chemmart is highlighting five reasons to make the switch today, including its promise to provide industry-leading support - see the **cover page** to find out more.

### Australian Creams

**G&M** Cosmetics is spotlighting its Australian Creams range, which contains natural active ingredients and no parabens.

See the **back page** for a special discount offer.

## Sigma to reverse list CW

**SIGMA** Healthcare (SIG) is reportedly about to close on a deal which would see it reverse list the \$3 billion Chemist Warehouse business on the ASX.

Last night Sigma entered a trading halt, with both *The Australian* and the *AFR* reporting it was looking to raise around \$350 million via Goldman Sachs in order to backdoor list the well-known pharmacy brand.

The ASX released a statement yesterday afternoon confirming the trading halt request from Sigma, pending "it releasing an announcement".

Chemist Warehouse made \$3.1 billion in revenue in FY23 and \$302 million net profit thanks to its network of almost 550 pharmacies across Australia.

Those figures position Chemist Warehouse as a significantly bigger business than Sigma, leading the *AFR* to suggest that a reverse listing would likely be followed by a sizeable equity raise, which would



be seen as an IPO roadshow.

The situation has been made more probable since Chemist Warehouse awarded Sigma its \$2 billion wholesale pharmaceuticals contract in Jun, shifting it from EBOS, and giving Chemist Warehouse a 10.7% stake in Sigma.

It's expected that Sigma and Chemist Warehouse have essentially agreed on terms with the structure to be announced imminently, with Rothschild having provided Chemist Warehouse owners, Jack Gance and Mario Verocchi, with guidance.

Sigma is no stranger to pharmacy, with brands Amcal, Guardian and Discount Drug stores falling under its umbrella. *DF*

### APC Committee

**THE** Australian Pharmacy Council (APC) has appointed new members to its Examinations Committee, including Professor Lisa Pont as its incoming Chair.

Pont, who is the Professor of Pharmacy at the Graduate School of Health at University of Technology Sydney, has been an active member of the APC since 2020 as an Accreditation Assessor and chair of several assessment teams.

"We are thrilled to welcome someone of such high regard and experience," APC Chair and Associate Professor Sue Kirsas enthused.

The Committee held its first meeting on Tue, where it also welcomed Associate Prof Liza Seubert, University of WA; Dr Jacob Pearce, Australian Council for Educational Research; Michael Soriano, Chris O'Brien Pharmacy; and Daisy Cheung, TerryWhite Chemmart Kogarah.

## Epaderm® Dry skin relief for the whole family

Clinically proven ingredients to improve skin hydration in 2 weeks!

**For the management of dry skin conditions, eczema and psoriasis.**  
Suitable for all ages, including babies.

PRODUCT	CH2	API	SYMBION	SIGMA	DEAL
Epaderm Ointment 125g	2260640	41624		10005801	<b>3 units @ 10% OFF</b>
Epaderm Ointment 500g	2260658	41625	049271	10005799	
Epaderm Cream 50g	2260631	41627	049298	10005798	
Epaderm Cream 500g	2260623	41626	049255	10005800	

ALWAYS READ THE LABEL AND INSTRUCTIONS FOR USE. IF SYMPTOMS PERSIST CONTACT YOUR HEALTH CARE PROFESSIONAL  
1. Waring, M. et al. An investigation of the effect of six emollients on skin characteristics. Journal of the Dermatology Nurses' Association. 2014 6:1  
The Mölnlycke Health Care name and logo and Epaderm® Ointment, Epaderm® Cream are registered globally to one or more of the Mölnlycke Health Care Group of Companies. Mölnlycke Health Care AB. Mölnlycke Health Care, Level 4, 12 Narabang Way, Belrose, NSW 2085 Australia. AUWC\_001013



**COMING SOON**  
molnycke-pharmacy.com.au

Product Information, How to Videos, Wound Care Education, PDE codes, Request a Visit and more.

**Register now online to be the first to know when it launches**

Spend up to 75% less points for the same flight.

www.pointrs.com  
Earn More. Spend Less. Travel Better.

pointrs



## Dispensary Corner

**A DRUG** deal gone wrong on Mon night led to what police are calling a “farical debacle”, which saw around \$40,000 in cash scattered across a busy freeway in Western Australia.

WA Police Commissioner Col Blanch, who said officers were flooded with calls from motorists travelling on the Mitchell Freeway around 9.30pm, described the movie-like scene as though “the Cash Cow has come out”.

The police chief revealed that a 34-year-old man from Clarkson was arrested and charged with possessing cocaine with intent to sell or supply, among other offences.

It’s believed the crook had led a “suspicious meeting” on the side of the freeway, although it wasn’t revealed what, exactly, caused the cash splash - butter fingers, or an ill-timed gust of wind, perhaps?

One can assume it wasn’t a charitable giveaway...

“Members of the public did in fact come forward and hand some of that cash in that they did pick up and find, so we thank them for that,” Blanch said.

Police are urging anyone with information, dashcam or mobile phone footage of the area between the hours of 8.30-10.30pm to contact Crime Stoppers on 1800 333 000.



## Latest ED stats show full scope need

**NEW** data showing that 44% of Australians wait four hours or more in emergency departments (ED) has highlighted the urgent need for health professionals including pharmacists to work to their full scope of practice, The Pharmacy Guild of Australia has argued.

The number of people who have been seen to within four hours in emergency has slumped from 70% in 2018/19 to just 56% in 2022/23, according to the latest figures from the Australian Institute of Health and Welfare (AIHW).

There were 8.8 million presentations in 2022/23 - up from 8.79 million in 2021/22.

“In the five years prior to the COVID-19 pandemic, presentations to public hospital emergency departments steadily increased by an average of 3.2% per year,” AIHW spokesperson Clara Jellie said.

“However, in more recent years the numbers have fluctuated and increased at an average annual rate of 1.3% over the most recent five years,” she revealed.

In 2022/23, 65% of patients were seen on time for their urgency category, representing a fall from 67% the year prior.

Pharmacy Guild National VP



Anthony Tassone said the statistics are a powerful example of why pharmacists and other health professionals should be enabled to work to their full scope of practice.

“Pharmacists are widely acknowledged as the most accessible health professionals in the country,” Tassone said.

“If we are enabled to work to our full scope of practice, we will be able to diagnose and treat more Australian patients, minimising the number of people who otherwise are unnecessarily clogging our emergency departments and GP surgeries,” he explained.

The comments come just a week after the Guild backed calls by physiotherapists and other allied

healthcare professionals to work to full scope of practice (**PD 29 Nov**).

Pharmacists in other countries are empowered to do more for their patients than their Australian counterparts, Tassone highlighted.

“In the UK for example, pharmacists and the government have reached a new agreement where they have widened their scope to treat and diagnose an additional seven health conditions.

“The benefits of this are projected to see an additional 2.1 million people going to their pharmacist each week instead of clogging up hospitals and doctors’ surgeries.

“Unfortunately, there is enough illness in Australia to keep all health professionals busy.” *JM*

## Ex-TGA boss joins Medicines Aus Board

**FORMER** TGA boss Professor John Skerritt has been appointed to the Medicines Australia Board to provide strategic leadership as an Independent Selected Director.

Board Chair Dr Anna Lavelle said the announcement comes at “a pivotal time for the pharmaceutical industry”, adding that Skerritt’s “knowledge of the Australian therapeutics regulatory environment is unmatched”.

In addition to heading up the



TGA as Deputy Secretary Health Products Regulation Group before retiring earlier this year (**PD 06 Feb**), Skerritt was also previously the Deputy Secretary of the Australian Department of Health and Aged Care.

## Interpharma recall

**INTERPHARMA** Pty Ltd is recalling all batches of Sodium Chloride 0.9% 30ml ampoules, the Therapeutic Goods Administration (TGA) has announced.

The product, which has been distributed to pharmacies, healthcare facilities, and medical clinics around Australia, is potentially contaminated with the bacteria *Ralstonia pickettii*.

quality products

AUSTRALIAN OWNED 25 YEARS

brilliant low prices

Same effective relief, same active ingredient as the branded option.

Pharmacy Choice

Available through Symbion and CH2 Wholesale  
pharmacychoiceproducts.com.au

Always read the label and follow the directions for use. Incorrect use could be harmful.

## Editor's choice: the little moments of luxury in personal care

**WITH** over one million units claimed to be sold worldwide, Gem, an Australian-made, dentist-driven and high-performing oral care range, has launched into 461 Priceline stores nationwide and online recently.

Gem's ranging in store signals a move towards the beautification of oral care with health-conscious consumers looking for little moments of luxury in their personal care routine to make themselves feel better.

"We are very excited to be launching our products in so many Priceline stores across Australia," remarked Forbes 30 Under 30 lister & Gem founder and CEO Georgia Geminder.

"We believe that our focus on better-for-you, efficacious ingredients sets us apart in the market, and we're looking forward to introducing our



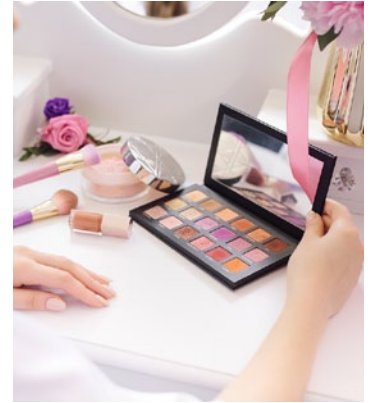
products to a wider audience," she enthused.

The Gem range includes electric toothbrushes, toothpaste,

mouthwash, and breath spray, all of which have oral probiotics, natural oils, and earth minerals.

The Gem range retails from \$50.

## War on beauty dips



**ESTEE** Lauder Companies (ELC) said that first-quarter sales fell 10% to \$3.52b, due to a slower-than-expected recovery of prestige beauty in mainland China, as well as a poor performance from the company's Asia travel retail business, reported Vogue Business.

By region, Europe, Middle East, and Africa saw the biggest decline.

Net sales fell 27%, with global travel retail sales down double digits, due to ELC resetting retailer inventory levels.

It plans to reduce excess and obsolete inventory through its regionalised supply chain network, particularly across Asia.

Sales in Asia-Pacific decreased by 3%, thanks to a slowdown in overall luxury beauty in mainland China, with the decline partially offset by increases in other countries within the region including Hong Kong, Japan and Australia.

The American market rose 6%, with gains in North America and Latin America.

CEO Fabrizio Freda also told investors that the Israel-Hamas war had impacted operations.

"We are reflecting the risks of business disruptions in Israel and other parts of the Middle East," commented Freda, with skincare as a category hit the hardest.

## Upstroke for eco duo

**THE** EcoTools Blush & Highlight Duo brings together a blush brush and a curved highlighter brush.

The duo retails for \$25.99 and is designed to apply pigment to the cheeks to enhance facial features for a soft, minimalist glow.

The brushes are made with synthetic hair which can be cleaned with EcoTools' brush + sponge shampoo.

The handles are made from renewable bamboo with recycled aluminium ferrules, showing a commitment to sustainability.



## No need to sweat over natural pits with MooGoo



**SKINCARE** brand MooGoo hopes to inform Australians that they should know and love what is being absorbed into their skin, rather than the common nasties put into most standard deodorants.

After research, the brand understood that the purpose of a standard deodorant is to block the pores using aluminium to stop the production of sweat.

MooGoo stated it has aimed to create a deodorant to encourage the body's natural process to sweat but without any odour and interference with the body's natural cooling system.

Made with soothing ingredients like milk of magnesia, lemon myrtle leaf oil, and witch hazel extract, MooGoo added that its deodorants not only prevent odour but also promote calming benefits to the underarm area.

So natural, in fact, that MooGoo's Founder Craig Jones insisted on drinking each sample that arrived at his warehouse just to prove how natural the formula was.

The Australian-made MooGoo Natural Fresh Cream deodorant, 60ml, retails from \$8.90 and is also 100% aluminium free.

# Australian Creams



AUSTRALIAN  
CREAMS


- ✓ Australian Made & Owned
- ✓ Natural Active Ingredients
- ✓ No Parabens





**NEW**  
Pharmacy Orders  
in December  
Will Receive **10% Off**

Australia's favourite heritage range Australian Creams® has been formulated by carefully selecting a mix of Australian Native & Botanical ingredients. The range contains a variety of active ingredients to moisturise, nourish and repair skin. They are lightweight and have a quick absorption rate on the skin, which means they are an excellent option for both face and body.

For further information and sales please contact:

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

 0404 383 724

 [reception@gandmcosmetics.com.au](mailto:reception@gandmcosmetics.com.au)