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## Med cannabis

PHARMXCHANGE has added Health House, an international distributor of medicinal cannabis, to its network.

Visit their APP stand 17 and see more on the [back page](#).

## TWC's new brand promise

TERRYWHITE Chemmart pledged a new customer promise to over 800 network and supplier partner delegates at their national 'Ignite' Network Partner Conference on the Gold Coast yesterday.

The brand promise - dedicated to care - underlines TerryWhite Chemmart pharmacists and their teams' understanding of and supporting the changing and often complex health needs of their customers at different life stages.

TerryWhite Chemmart Executive General Manager Nick Munroe said the time was right to evolve the brand promise, with strong foundations laid in 'that's real chemistry', of an authentic and trusted relationship between a pharmacist and their customers.

"In creating our new brand promise, we have worked closely with our network partner advisory group, to ensure it portrays the work they and their teams do every day," said Munroe.

The event includes updates on the myTWC app, CareClinics, and support for pharmacists as changes by state governments come into effect allowing pharmacists to practice at full scope.

This year more than 800 delegates and 80 supplier partners heard from a number of expert guest speakers, including Stephen Koukoulas, economic visionary; Morris Misel, global business futurist; Carolina Ferreira, Intelligence Director, Dentsu; Nic McClanachan, The Human Experience Whisperer; Nigel Phair, Director, Institute for Cyber Security; Shane Hatton; Maz



Farrelly, and TV and film producer.

The conference that commenced yesterday runs through to 02 Mar with an event highlight being the HEART Awards Gala on Wed.

**Pictured** L-R: Nick Munroe, TWC Executive General Manager; David Bryan, Key Account Manager, Sandoz; Trent Twomey, National President Pharmacy Guild of Australia; Karen Hood, MD Australia/New Zealand Sanofi; Brett Barons, CEO, Symbion; and Rhonda White, pharmacy pioneer and founder.

## Today's issue of PD

Pharmacy Daily today features three pages of news as well as a full page from PharmXchange.

## Beauty and wellness launch!

PHARMACY Daily is excited to launch its dedicated beauty and wellness page this Thu for all pharmacy assistants.

Coming to your pharmacy staff is the latest news on product launches to market and trending news in this competitive and ever-changing space of beauty and wellness.

Pharmacy Daily will help pharmacy assistants stay up-to-date and learn more about this front-of-shop category.

If you are a manufacturer or supplier, and are keen for our readers to know about your beauty and wellness products, contact **Pharmacy Daily** on: [beauty@pharmacydaily.com.au](mailto:beauty@pharmacydaily.com.au)

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**BOOK A ONE ON ONE APPOINTMENT WITH SUE RAVEN!**

Are you heading to the APP this year at the Gold Coast Convention Centre?

Why not book an appointment with Sue Raven and grab a coffee together to discuss our exclusive listings and request an information memorandum.

Or just have a chat in general, to talk about the industry and about our other services that you could very well be interested in. We still have availability for March 23rd, 24th and 25th.

JUST CLICK THE 'BOOK NOW' BUTTON BELOW TO BOOK AN APPOINTMENT TIME!

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AUSTRALIAN MEDICINES HANDBOOK

## MedAdvisor reports record result

**LISTED** medication adherence technology provider MedAdvisor Limited is in the black, having this morning reported a \$4.6 million profit for the six months to 31 Dec. The result was achieved on record sales which rose 66% to a hefty \$64.1 million, while gross profit and margins also improved.

MedAdvisor's Australian business performed strongly with revenue of \$9.2 million, up 40%, due to the strategic acquisition of GuildLink last year (**PD** 25 Jul 2022).

Combined with MedAdvisor's existing network, GuildLink gave the company access to more than 90% of the pharmacy market in Australia "and supports MedAdvisor's strategic goal to be the leading medication information and management platform within the Australian market".

MedAdvisor's Australian pharmacy network has now grown to about 5,700 stores, with 3.1 million patients on the platform.

"The integration of GuildLink is progressing well and to play, focused on transitioning Australian pharmacy customers to a single medication management platform and patient mobile app designed to improve workflow efficiency in pharmacies and lower costs," the company noted.

Australian pricing for the system



is being aligned with broader MedAdvisor charges, with annual subscriptions reverting to monthly.

In the USA total revenue rose 71% to \$54.9 million, underpinned by expansion of vaccine awareness programs combined with increased US pharmacy participation in the digital platform.

MedAdvisor said it had made significant efforts to diversify and expand its US customer mix, adding 17 new brands over the last year and running 57 brand campaigns during the six month period.

The company now has more than 30,000 pharmacy locations in its US network, with an ability to reach over 60 million individuals.

In New Zealand the MedAdvisor

rollout continues, with 211 pharmacies in the Green Cross Health network migrated thus far, representing 24% of the market.

A detailed strategic review of the UK market has also seen the company advance plans to expand in Britain, with MedAdvisor working with business partners and the UK National Pharmacy Association to "rapidly drive sales growth".

The company warned that, notwithstanding the strong result, access to patient prescription data is "critical to the successful continuation of the group's platforms...this is dependent on permissions given by the pharmacy or retailer (as well as the patient in Australia, NZ and the UK)."

## Aspirin lowers risk of ovarian cancer

**USING** aspirin regularly may help lower women's risk of ovarian cancer, regardless of whether they are more genetically susceptible or not, according to Australian and international research.

The research, which grouped eight previous studies, found that having known genetic variants linked to ovarian cancer doesn't appear to impact the protection women get from taking aspirin daily or with almost daily use for six months or longer.

Across the board, women who took aspirin frequently had around a 13% lower risk of ovarian cancer.

Learn more **HERE**.

## Pill testing sites

**THE** Queensland Government has announced that fixed and mobile pill testing sites will be introduced to chemically test illicit drugs to check for potentially dangerous substances.

The Royal Australian College of General Practitioners Vice President and Queensland Chair Dr Bruce Willett said "with pill testing sites available, people using drugs including young people at music festivals in Queensland, will be able to access information so that they can make a reasoned and informed decision".

## Paid home care traineeships in aged care

**THE** at-home aged care sector is set to get some relief from widespread skills shortages affecting the industry, thanks to a new traineeship launched last week by non-profit organisation SSI in partnership with Group Training Organisation, Apprenticeship Careers Australia.

The Home Care Traineeship will equip workers with the information and skills needed to work in home care - a sector that estimates over 100k additional support workers will be required by 2028, the same as Coffs Harbour's current population.

The new talent development program is designed for people



looking to start a career in home care but have limited or no industry experience.

The paid traineeship provides both full and part-time, hands-on practical learning and gives participants the opportunity to train with an employer.

Learn more **HERE**.

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Find out more about Dermal Therapy's latest innovation. **CLICK HERE**

## Dispensary Corner

**PEOPLE** who are paranoid about germs may be intrigued at a new device released in China which allows long-distance lovers to kiss remotely.

The gadget (pictured) is being promoted as a way of sharing “real physical intimacy” while separated, with special pressure sensors and actuators which allow it to replicate the “pressure, movement and temperature of a user’s lips”.

It’s also able to transmit the sound the kisser makes while they are puckering up, according to the manufacturer.

To send a kiss, users have to download a smartphone app and pair the device to their mobile, before initiating a video call to their loved one.

The *GlobalTimes* quoted inventor Jiang Zongli as being inspired by having to endure a long-distance love affair while he was a university student.

As well as real-time smooches, the device somewhat creepily also allows users to upload their kisses for others to download and experience for themselves, while a “kissing square” function also allows exchanges of kisses with strangers using the app.



## Harm reduction a must



**THE** Harm Minimisation Stream at the Australian Pharmacy Professional Conference and Trade Exhibition (APP2023) continues to be relevant, with facilitator and community pharmacist, Angelo Pricolo, ready to unpack key topics with expert presenters.

Pricolo said “as we endeavour to practise to our full scope, the list of medicines we can inject in our pharmacy is expanding.

“Leading experts from around the country will cover a range of harm minimisation medicines and strategies to learn from.

“We are fortunate to again have two of our dedicated sponsors, Indivior and Camurus, assist in pulling together the program with a quality line-up of presenters from around the country.”

The sessions’ presenters include Dr Jacinta Johnson, University of South Australia’s Advanced Practice Pharmacist, who will discuss one of the first non-vaccine injections and the current way it is administered in different jurisdictions in Australia.

Johnson will also update attendees on the use and availability of the different forms of naloxone and its relevance in

conjunction with high-dose opioid pain medication and the risks involved with overdoses in this cohort.

Dr Jeremy Hayllar will present a session on alcohol and the drugs used to treat acute withdrawal, as well as those currently in use to minimise cravings.

Dr Susan Baidawi, a researcher and fellow pharmacist, will discuss criteria around Adverse Childhood Experiences.

This is a session not to be missed for its power and relevance to so many people treated regularly in pharmacies.

Dr Paul MacCartney, an Addiction Medicine Specialist, will unpack the societal issues faced with the increase in illicit fentanyl being circulated.

This trend has been realised in Canada and North America, and MacCartney wants to prepare a system for reducing risk in Australia.

The harm minimisation stream will be held from 4-5.30pm on Fri 24 Mar.

For further details about this and other program content at APP2023, visit [HERE](#).

## Guild Update

### APP's Top 20

**APP** Chairman Kos Sclavos A.M. had the unenviable task of trying to pick the top 20 things to do and see at this year’s APP conference, which is now less than a month away. Here are his picks:

#### Wednesday (22 Mar)

- Ownership, Operations and Oversight workshop

#### Thursday (23 Mar)

- Opening Address & Pharmacy of the Year Award announced
- Alan Russell Oration
- ‘Your Pharmacy’s Risk of CyberAttack is Real’
- Rural Pharmacy Forum: Innovation and Access
- Adaptability Quotient
- Hot Topics in COVID-19 Vaccination

#### Friday (24 Mar)

- Guild Member (Proprietor) Only Breakfast: Industry Update
- The Panel: State of the Industry
- The Power of Perspective
- Turning Customers into Advocates
- Aboriginal & Torres Strait Islander Health & Cultural Safety

#### Saturday (25 Mar)

- The Future Pharmacy Workforce – what does it look like?
- A Step Towards Better Children’s Pain Management
- Ann Dalton Address: Unmask Your Potential
- Buying and Selling a Pharmacy Today
- Full Scope: What it Means for your Business
- Pharmacists Supporting Patients Impacted by Urinary Tract Infection (UTI)
- De-mystifying the Picture of Financing a Pharmacy

#### Sunday (26 Mar)

- Sunday Professional Stream
- More details [HERE](#).



## Health House Now Available with PharmXchange!

**PharmXchange is pleased to announce that the Health House product range is now available for Pharmacies to purchase from our platform!**

In line with this partnership, PharmXchange has developed a bespoke workflow to enable procurement between Australian pharmacies and Health House International scheduled medicinal cannabis products.

Health House International Limited (formerly VPCL Limited) is an ASX listed international distributor of medicinal cannabis and was founded to pursue opportunities in the burgeoning global medicinal cannabis market. In March 2019 Health House International Limited acquired HHI (Australia) Pty Ltd, a business that was granted the first licence in Australia to import and distribute medicinal cannabis.

HHI (Australia) Pty Ltd is fully operational wholesale distribution business serving the expanding Australian market and is well positioned to expand globally.

Health House international commercialises a number of brands of medicinal cannabis lines:

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