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Mon 1st May 2023



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() Petrus

#### Today's issue of *PD*

Pharmacy Daily today features four pages of news plus a front cover wrap from SFI Health and a full page from Andi-Co.

#### Patients rely on it

SFI Health - home of Flordis - has the Ther-Biotic range of therapeutic probiotics that your patients can rely on.

The range helps with gut health, IBS, vaginal health and stress and mood issues.

See more on the cover page.

#### Sale is on now!

ANDI-CO Australia observes all the stringent safety and temperature control requirements, and has Liebherr, one of the highest pharmaceutical-grade appliances.

See more on page four.

### Expand scope, funding \$19 per vax

IT'S been a busy few days for the profession as it grapples with major policy changes.

The latest coming from Federal Health Minister Mark Butler who announced last Fri reforms to deliver the recommendations made in the Strenathenina Medicare Taskforce Report, which include supporting workforces such as pharmacists to work at the top of scope.

To that effect, commencing in late 2023, the National Scope of Practice Review will address barriers and incentives for all health professionals to work to their full scope of practice.

The Commonwealth will also expand the National Immunisation Program to pharmacies.

Eligible people will be able to get immunisations on the program at their local pharmacy at no cost.

The Australian Government will fund pharmacies \$19 per administered vaccine.

This, Butler noted, will optimise



the use of the health workforce across a stretched primary care sector, and improve patient access, particularly in rural and remote areas.

"Australians will be able to walk into one of the thousands of community pharmacies around Australia and get safe and convenient access to any vaccine on the National Immunisation Program," Butler said.

"The Government is strengthening Medicare for future generations by addressing current challenges and seizing opportunities to improve the health and aged care system."

The Minister added that the PBS Opioid Dependence Treatment program will broaden access to treatments in community pharmacies from 01 Jul.

This too he thinks will give patients looking to end their dependence on opioids another option to access treatment outside GP clinics and hospitals that are already under immense pressure.

#### PATY deadline

THERE are just two weeks left before nominations close for the Pharmacy Assistant of the Year (PATY) award, which recognises and celebrates the best of the best.

Now in its 17th year, PATY acknowledges outstanding pharmacy assistants' skills, knowledge and customer service over the past year.

Nominees can either selfnominate or be nominated by a third party, HERE.

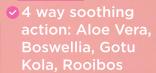


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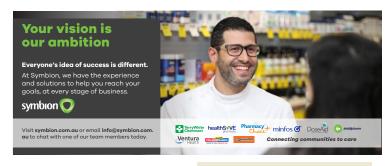
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### The vaping opportunity for pharmacy

PHARMACIES searching for new revenue opportunities in the wake of last week's shock 60-day dispensing decision (*PD* 26 Apr) must expand their product and service offering or face significant viability issues, according to Wilhelm David, CEO of From The Fields Pharmaceutical.

David, whose company is an innovator in medicinal items including medically prescribed Nicotine Vaping Products (NVPs), said already implemented prescription model changes and post-COVID impacts in the UK and NZ had contributed towards many pharmacy closures in both nations.

World Pharmacy Council data indicates there are now 1,100 fewer pharmacies in the UK and 70 fewer in New Zealand, with David noting local estimates of as much as \$900 million per annum in Australian pharmacy revenue reductions.

"One pathway for local pharmacy sustainability would be better, more proactive support and proper adoption of the prescription model for medically prescribed vaping products," he said.

"We believe this will particularly be the case across peri-urban, regional and rural centres, where the new common medicine prescription changes are likely to have the greatest impact on normal retail pharmacy foot traffic



and commercial turnover in these areas," David added.

He noted that Australia continues to have around 2.6 million adult smokers, with GP-prescribed and pharmacy-distributed NVPs legitimately supporting improved smoking cessation practices.

"Too many Australians continue to smoke," he said.

"Vaping, ideally offered through a prescription model, can produce better individual health, as well as improved community health outcomes longer term.

"Medically prescribed vaping products, retailed in volume through pharmacies, would make counter-cyclical commercial sense for community pharmacy as common prescription purchase volumes fall."

David noted that just one monthly lost script for a blood pressure

medication, at a \$10 dispensing cost, could easily be replaced with one smoker purchasing a monthly legal NVP script, with a margin of as much as \$56.

He highlighted the Government's intentions to address the \$1 billion-plus vaping industry in Australia, which is currently being fuelled by a black market.

"We argue for bolder thinking by both the Pharmacy Guild and individual local community pharmacy to capitalise on the \$400 million in estimated retail margin on offer through vaping today in Australia," the Fields Pharmaceutical CEO added.

More than 90% of vape products now consumed in Australia remain unregulated in both their purchase and use, with many young people, in particular, accessing the product.

Meanwhile, smoking remains the leading cause of preventable death and disease in Australia.

"Through controlled use, vapes have a clear purpose and role in helping Australians stop smoking cigarettes and other tobacco products, which continue to cause major health and financial harm."

He said community pharmacies can achieve positive health outcomes and improve commercials by supporting GP-prescribed vapes provided to people wanting to stop smoking.

### SA expands pharmacist jabs

**SOUTH** Australia's expansion of its official Vaccine List (*PD* breaking news Fri) puts the state at the forefront of immunisation availability through pharmacies.

As well as being able to administer 10 additional types of vaccinations, SA pharmacists are also now able to give the measles, mumps and rubella vaccine, as well as the diphtheria, pertussis and tetanus vaccine (dTpa) and the diphtheria, pertussis, tetanus and polio vaccine (DtPa-IPV) to South Australians aged 10 years and older.

SA Health Minister, Chris Picton, said the simple change would lessen the load for general practitioners while increasing vaccine access.

"South Australians will now have the most extensive access to pharmacy-administered vaccines in the country.

"We want to do what's within our power as a state government to lessen the load on our incredibly burdened GPs...this is one simple measure to do just that, with pharmacists as trusted health professionals ready and willing to step in," Picton said.

Other vaccines now available through South Australian pharmacies include the Japanese Encephalitis vaccine for people five years and older, as well as inactivated polio, Hib, meningococcal ACWY, meningococcal B, hepatitis A and hepatitis B, HPV, Varicella for those 10 years and up, and the herpes zoster vaccine for patients 50 years and over.

#### MyHealth1st sold to HealthShare

THE appointment booking engine operated by ASX-listed 1stGroup has been purchased by HealthShare for \$1.25m.

1stGroup CEO Joshua Mundey said the deal would "considerably reduce net cash outflows" with the sale including assets, client agreements supplier deals, intellectual property, goodwill, business names & domain names.

MyHealth1st is considered to have the third largest share of the doctor appointment bookings behind HealthEngine and HotDoc.

#### Zeposia listing

TODAY marks the new PBS availability of Zeposia (ozanimod) from Celgene, a once-daily oral selective sphingosine-1-phosphate recceptor modulator for adults with moderately-to-severely active ulcerative colitis.



## Did You Know?



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Mon 1st May 2023





### Dispensary Corner

NO DOUBT stealing food is bad for humans and animals.

Blackpool Zoo officials in the UK are recruiting people to wear giant inflatable bird costumes to scare off seagulls.

The zoo posted the advert for 'Seagull Deterrents' after a spate of food thefts from visitors and enclosures.

One requirement is candidates must be 'outgoing' as they 'need to be comfortable wearing a bird costume'.

The full job advert reads: 'At Blackpool Zoo it goes without saying that we love all animals! And as a seaside resort, Blackpool is not short of seagulls. The successful candidate must also be focused, energetic, friendly, and flexible.

The ad comes after a seagull had to be put down after it was dragged along the streets of the seaside town on a leash.

Lancashire Police were called to Bispham Road in Blackpool and arrested the man in his 50s for being drunk and disorderly.

The RSCPA said the incident was 'distressing' and 'totally inappropriate'.

Brambles Wildlife Rescue, which covers the local area, similarly decried the incident and said, "goodnight little gull, may the next world be much kinder".



### 456 Club to stay visible

PRICELINE has collaborated to launch '456 Club', a new Mamamia podcast that celebrates women in their 40s, 50s and 60s.

In the eight weekly episodes, co-hosts Cathrine Mahoney and Narelda Jacobs (pictured), will dive deep into the topics that matter to women such as menopause and ageing bodies, motherhood and not-motherhood, dating and ambition, and much more.

Gabby Tully, Head of Marketing at Priceline Pharmacy, explained that "recent research from a YouGov study of over 1,000 Australian women aged 40+ revealed that this group of women felt progressively less valued by society as they age.

"Yet the value they place on themselves increased.

"The hosts will be joined by a variety of guests in the 456 club,



such as Alison Brahe-Daddo, as well as a Priceline pharmacist.

"Cathrine, Narelda and their guests will be those confidants who remind us that invisibility isn't a path we need to go down if we don't want to," commented Tully.

"I'm a 456 Club member, and I can't wait to see who joins me!"

456 Club is available, HERE, in the Mamamia app, or wherever you get your podcasts.



### Comment Welcome to

Weekly

Pharmacy Daily's weekly comment feature. This week's contributor is Mark Churchill, Director - Banking & Investment, Kizmet Capital



#### **Navigating finance** through change

THE 60-day dispensing proposal from the federal government has sparked gueries and concerns from many. We have been inundated with calls from our customers concerned about the impact this will have on their businesses and their ability to meet financial commitments.

We're not here to comment on the impacts to patients and the broader pharmacy community, however as a specialised pharmacy finance provider we understand that these changes impact you and your business and we want to support in the way we know best - finance!

Having worked for, and with, the major lenders for over 20 years, my first piece of advice is - don't panic. The bank will hold for the outcome of the federal budget on o7 May.

They will then form an opinion based on industry commentary and real data and projections before acting.

My second piece of advice is be informed. If you are unsure of your position, take the time to speak with an impartial third party, like your accountant or Kizmet about your options.

Talk to us today.



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#### ADVERTISING AND MARKETING

Sean Harrigan & Nicki Harford advertising@pharmacydaily.com.au

#### **BUSINESS MANAGER**

accounts@pharmacydaily.com.au

Suite 1, Level 2, 64 Talavera Rd Macquarie Park NSW 2113 Australia PO Box 1010 Epping NSW 1710 Australia Tel: 1300 799 220 (+61 2 8007 6760)

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info@pharmacydaily.com.au

