

Top 10 reasons to make the switch

- 1 Take your sales to the next level
- 2 Benefit from a strong national promotional program
- 3 Simplify tasks and ordering with an automatic inventory replenishment model*
- 4 Boost your competitive advantage with our nationally recognised brand
- 5 Drive visitation through Australia's biggest health and beauty loyalty program
- 6 Give your pharmacy a clear point of difference with exclusives and first to market product launches
- 7 Get access to deeper supplier scan promotional funding
- 8 Opportunity to improve net profit and diversify your sales
- 9 Increase armoury against industry competition
- 10 Maintain professional and clinical pharmacy offers alongside an exciting retail offering

Ready to take your business to the next level?

Contact JoinPricelinePharmacy@api.net.au

Find out more

“Priceline has a really strong following and their Sister Club really draws customers in. I wanted to be a part of a forward-thinking brand, a brand that listened to customers, what they want and what Franchise Partners want as well. With Priceline, I feel heard.

Veronica Ferraro

Franchise Partner Priceline Pharmacy Mitcham and The Avenues, SA

“I wanted to take my business to the next level. I wanted to make my pharmacy a destination, so it needed to stand out from the competitor in my local area. Our front of shop sales doubled within the span of 2 years after converting to Priceline Pharmacy.

Tri Vo

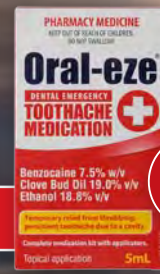
Franchise Partner Priceline Pharmacy Kwinana, WA



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Tracker tool out

HEALTHCARE analytics solutions company NostraData has released its Double Dispense Tracker to pharmacies through its Informacy portal, **HERE**.

Building on its Double Dispense forecasting tool, which has been used by over 3,500 pharmacies, NostraData is extending its commitment to equip pharmacies with comprehensive and personalised analysis for navigating the evolving landscape of Double Dispense regulations post 01 Sep.

The tracker also features continuous monitoring of the policy's impact, month by month & varying across stores, as older scripts are replaced with newer double-dispense eligible scripts; enabling pharmacies to monitor and adjust to evolving conditions.

Nick Biggs, spokesperson for NostraData, emphasises the importance of empowering pharmacists with their own store-specific data and analysis saying, "in these turbulent times, it's crucial to be equipped with personalised insights, not just as a single snapshot but ongoing too".

"While the focus is on understanding impacts, our tool also provides tailored opportunities, such as prescription loyalty and an OTC performance dashboard."

HIV co-pay waiver in Qld

THE co-payment for all patients living with HIV in Qld will be waived, allowing access to free HIV treatment, confirmed the Qld Minister for Health, Mental Health and Ambulance Services, Shannon Fentiman, this week.

The Pharmacy Guild of Australia, Qld Branch stated it welcomes the announcement which became effective from 03 Oct.

The waiver applies to patients who live with HIV regardless of their Medicare status.

Acting President for the Guild's Qld Branch, Rick Xynias (**pictured**), commended the Qld Govt for implementing this "important" public health initiative.

"We have been working with the Qld Govt on this initiative and we are urging all community pharmacies to participate in the program, so patients can be assured that when they visit their local community pharmacy, they will receive free treatment and not miss out on receiving the vital medication for HIV."

Xynias explained that waiving the co-payment will help those living with HIV by removing the cost barrier and improving access to the medication.

"Through the strong network of community pharmacies, patients living with HIV, regardless of their circumstances, will be able



to access free HIV medication, which ultimately helps reduce the risk of HIV transmission in the community," explained Xynias.

To submit the HIV co-payment waiver claims and receive reimbursement from Queensland Health, community pharmacies must use the Guild's online claiming portal, available from 01 Nov, to accept registrations and claims.

The Guild reported that Queensland Health is committed to the virtual elimination of HIV transmission by 2030, and supports the achievement of the UNAIDS HIV 95-95-95 targets which seek to ensure that 95% of HIV-positive people know their HIV status; and those who know their status are on antiretroviral therapy and maintain an undetectable viral load to reduce onward transmission. *JG*

Today's issue of PD

Pharmacy Daily today features two pages of the latest news, plus a front cover wrap from **Priceline Pharmacy**.

10 real reasons

PRICELINE Pharmacy has given 10 considered reasons to help take your business to the next level with insights from pharmacist colleagues.

See more on the **cover page**.

Padcev is listed

ASTELLAS Pharma Australia has announced that its Padcev (enfortumab vedotin) is now available on the PBS as a monotherapy for the treatment of adult patients with locally advanced or metastatic urothelial cancer, who have previously received a platinum-containing chemotherapy, and a programmed death receptor-1 or programmed death-ligand 1 inhibitor.

Enfortumab vedotin is a first-in-class antibody-drug conjugate that is directed against a protein, nectin-4.

Lab studies have shown that anticancer activity occurs when the drug enters the cell and releases the cell-killing medicine that works to damage the cell expressing nectin-4.

"The availability of enfortumab vedotin in Australia is a significant milestone for people living with advanced urothelial cancer who have had limited treatment options and poor survival rates," said Lizzie Marett, Managing Director, Astellas, ANZ.

Lloyd Sansom lecture & Sainsbury awards

THE Australian Pharmacy Council (APC) 2023 Emeritus Prof Lloyd Sansom Distinguished Lecture Series is on 13 Nov with registrations still open, **HERE**.

Paul Sinclair, President of the International Pharmaceutical Federation will be the speaker at this year's event.

Sinclair is the first Australian in this global leadership position, and will draw on his international experience to discuss pharmacy education and regulation, and the impact it has on practice.

APC will also announce the recipients of the Dr Erica Sainsbury Awards.



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SR Your Success Is Our Passion
Pharmacy Business Sales — Sue Raven

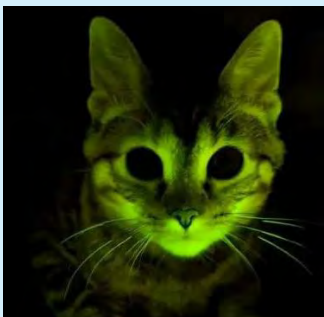
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Dispensary Corner

VETERINARY researchers have discovered that cats “glow” in the dark, according to a new study published in the journal *Royal Society Open Science*. Scientists in Australia analysed a museum’s collection of dead mammals to see how many glow in the dark with a UV light turned on. They also tested the glow to see if it was actually fluorescence and not a different phenomenon. Lead author Kenny Travouillon, a paleontologist and acting curator of ornithology at Western Australian Museum, tested frozen and preserved mammal specimens. The findings were then sent to Curtin University researchers in Perth for analysis under a range of UV lights. They found that 125 species had the fluorescent properties that allow them to glow in the dark under a UV light, including the domestic species of cat. “We report fluorescence for 125 mammal species, from half of all mammalian families and representing almost all clades in the mammalian phylogeny,” the scientists wrote.



Priceline crushing top beauty brands

PRICELINE Pharmacy showcased launches from 64 brands, including 11 exclusives, to more than 200 media and influencers at its 11th bi-annual health and beauty tradeshow event this week, The Beauty Prescription Live in Sydney. The media breakfast and trade show highlighted brands such as Cake Haircare, Clear Skincare, Georgiemane, Good Dye Young, MPCosmetics, Revolution Beauty, Software Skin, Tanologist, and tbh Skincare; as well as new brands Dr. PawPaw and Polished London, available at more than 465 Priceline and Priceline Pharmacy stores around the country.

Priceline pharmacist Amy Sabatini (pictured: below right) was inviting guests to understand their blood pressure, body composition, BMI, heart rate, heart age, and other conditions, at medically-certified Health Stations.

Samantha Frost, Category Manager, Cosmetics, commented “we’re still crushing on a luminous complexion thanks to glowy primers and setting sprays and skin-loving foundations, as we see more products with skincare benefits for hybrid solutions.

“Pops of colour are having a



renaissance, with bright eyeliners and vibrant eyeshadows ready to create fun summer looks.

“Dewy cream blush formulas are everywhere, quick to apply on the go and perfect for a natural flowing finish,” Frost added.

According to Priceline data shared at the Sydney event, one makeup product is sold every two seconds in its stores around the country.

Liz Green, Category Manager, Skincare, shared, “key active ingredients commonly found in facial skincare routines, including hyaluronic acid, niacinamide and chemical exfoliants, and are transcending into body care”.

Further, “headcare is the new haircare” and fragrances are moving to natural and sustainable ingredients, revealed Priceline. JG

Handing over reins

DEMENTIA Australia yesterday has announced succession plans for its Chair, Prof Graeme Samuel and CEO, Maree McCabe.

Merran Kelsall, who joined the Dementia Australia Board earlier this year, will take over on 23 Nov as the new Chair.

McCabe will remain as CEO until 01 Jul 2024, and an executive search process is currently on for her position.

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