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Product Training Webinar

All pharmacy staff

 Thursday 14th November 2023



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Training & prizes

BIOCEUTICALS is offering Ultra Muscleze product training courses for pharmacists, which can be completed online at any time, or in store for all pharmacy staff on 14 Nov.

There is also an opportunity to win gift cards and lucky door prizes when you sign up to the training courses.

Ultra Muscleze helps support customers health and sleep.

See more on the **cover page**.

Banks are staying positive on lending

AT THE Medici Capital & Attain's annual Pharmacy Industry Dinner, held at W Melbourne this month, attendees heard that "banks remain relatively positive towards lending to pharmacy, with some evidence of increasing volumes or transactions in the last few months".

Over 200 pharmacists, bankers, wholesalers, banner groups, and other industry participants from around Australia came together in what has been a difficult year for pharmacy.

Guest speakers included Ernest and Young (EY) partners, Mark Leslie and Peter Panatsos, who provided insights into the broader health market and economic conditions for larger transactions.

Leslie and Panatsos discussed the "significant decline in mergers and acquisitions volume and value" that they are witnessing in the broader transaction space, which is being caused by overall economic uncertainty.

However, the pipeline for deals is good, which provides optimism for the future, they added.

The EY presentation also covered different transaction types such as Earnouts and Deferred Payment structures, which is something that could be in pharmacy in the future.

Pharmacy bankers Frank, Christian, and Natalie Sirianni all spoke at the dinner, providing a pharmacy economic and market update to attendees.



"A key message from the night was that now more than ever, it is important that pharmacy owners stay up-to-date with data to ensure they are making educated management decisions, while also understanding the broader context of the market they operate in," Natalie said.

At the dinner, Frank presented pharmacy financial data from 2006 to date, highlighting the trends over the years and how key

market influences, such as interest rates, legislation, and economic changes have impacted pharmacy capitalisation rates over the years.

"With 60DD upon us, it is critical to review the impact on each pharmacy individually as the impact varies by location and pharmacy characteristics, and that is why it is critical to have up-to-date data for your pharmacy, so you can make informed decisions," Frank explained. JG

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Today's issue of PD

Pharmacy Daily today features three pages of news, plus a front cover wrap from **BioCeuticals** and full pages from:

- Neat Feat
- NSC Group

Swiish finds 460 reasons to partner up

WELLNESS brand Swiish yesterday officially launched into Priceline's 460 stores.

Co-founder Maha Corbett said, "we wanted to find a major retailer for our customers and community to buy their Swiish essentials, it had to be the right partner, and the list was short, very short".

"There was only one name on it, and that was Priceline.

"We pitched to them and after many months we finally signed on the dotted line, what a moment!" Corbett concluded.

The brand was founded in 2012 by sisters Corbett and Sally Obermeder (pictured)



who is appearing on the *Real Housewives of Sydney*.

Obermeder was also a popular TV presenter on the *The Daily Edition* and is a best-selling author.



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IBS pain trial on

SCHNEIDER Von Gunn Pharmaceuticals' Genesis Trial is open for enrolment. The four-week clinical trial will investigate the efficacy of CBD oil for the management of abdominal pain from Irritable Bowel Syndrome (IBS), [HERE](#).

Vic Pilot training opens



ENROLMENT is now open for two training modules that will support pharmacists to strengthen their knowledge of contraceptives and UTI management.

Launched by the Pharmaceutical Society of Australia (PSA), the training modules, named 'Contraception Essentials' and 'Managing Uncomplicated Cystitis (Urinary Tract Infections)', will help prepare pharmacists participating in the Victorian Community Pharmacist Statewide Pilot, ([PD 04 Aug](#)).

The 12-month Pilot is aimed at testing an expanded role for community pharmacists, authorising the continued supply of oral contraceptive pills without a prescription, as well as the supply of antibiotics for uncomplicated urinary tract infections.

It is a mandatory requirement that pharmacists complete appropriate training, including PSA's Contraception Essentials, [HERE](#), and Managing Uncomplicated Cystitis (Urinary Tract Infection), [HERE](#), with both modules available to all Victorian pharmacists, and free for PSA members.

PSA Victoria President Dr Amy

Page has urged community pharmacists to complete the training as soon as possible.

"PSA is proud to build on our existing support for pharmacists to maximise opportunities to develop their practice and deliver high-quality care to patients as pharmacist scope continues to evolve," Page said.

"This is an exciting opportunity for community pharmacists to not only expand their scope but also to provide accessible care for those in rural and regional parts of our state," she added.

"These programs empower pharmacists with the knowledge and skills required to make a meaningful difference in the lives of Victorians while contributing to the success of the Victorian Community Pharmacist Statewide Pilot.

"This is about making sure that Victorians have access to safe healthcare when and where they need it," Page concluded.

The Australasian College of Pharmacy has also launched free training courses to its members to support the Vic Statewide Pilot, ([PD 20 Oct](#)). *JG*

Stroke of innovation

THE Heart Foundation has awarded \$13.9 million to health research, supporting 73 new projects that aim to leverage Australia's scientific expertise to save more lives from cardiovascular disease.

This year's projects will investigate some of the toughest and most insidious unsolved mysteries of cardiovascular disease, championing the cause for more advanced prevention, treatment, and management of heart disease, stroke, and blood vessel disease, with the goal of improving the lives of people of all ages and backgrounds.

Heart Foundation CEO David Lloyd said that the generosity of donors ensured the organisation could continue to help support vital research.

"These 73 innovative projects build on the Heart Foundation's strong legacy of supporting cardiovascular research since 1959," he said.

"The Heart Foundation supports research right across the spectrum - from work in fundamental biology that aims to discover the basic mechanisms of disease, to clinical research, to work in health services and public health - and it's pleasing to see that spread continues with this year's funding outcomes.

"We strive to realise our long-term vision of making the generation that turns 50 in 2050 the nation's healthiest ever."

See the full list of projects [HERE](#).



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Dispensary Corner

CANADA'S chief accessibility officer says her wheelchair was left in Toronto after she boarded an Air Canada flight over the weekend, describing the experience as "unacceptable".

Stephanie Cadieux said on X, formerly known as Twitter, that the national airline had forgotten her wheelchair.

She posted a photo of herself (pictured below) waiting in front of an Air Canada service desk in a replacement wheelchair, reported *Global News*.

Cadieux left Toronto last Fri and arrived at Vancouver airport without her wheelchair.

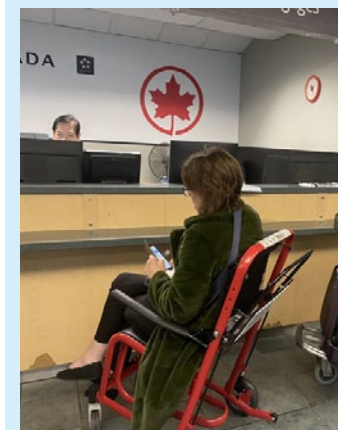
"I'm now without my essential equipment," Cadieux said.

"Independence taken away, I'm furious, unacceptable."

Several hours later, Air Canada commented on X again that her wheelchair was expedited and in transit.

"We're deeply sorry and want to discuss this with you."

"Accessibility is a priority; we're investigating internally as part of our commitment to do better," the airline wrote.



Survey on unmet care need for knee OA

A **JOINT** research initiative led by Curtin University will investigate the feasibility of community pharmacists taking a more active role in osteoarthritis (OA) care across Australia, consistent with the Australian Clinical Care Standard for knee OA.

In partnership with the University of Sydney, the University of Melbourne, the University of Otago, and the Auckland University of Technology, Curtin researchers will conduct a nationwide survey of community pharmacists to assess their preparedness and willingness to deliver high-value care to people living with knee OA.

Community pharmacist, academic and lead researcher Dr Kim Watkins, from the Curtin School of Allied Health, said for many Australians, community pharmacists are more accessible,



possibly making them an invaluable yet under-utilised resource.

"Despite the prevalence, impact, and cost of osteoarthritis, the quality of care in Australia falls short, and substantial gaps persist," Watkins explained.

"Many patients do not receive timely care to improve their function and manage pain, and the more than 6,000 community pharmacies across Australia could potentially play a more defined role in bridging these gaps.

"We need to investigate these possibilities by hearing from pharmacists - what do they think is

feasible?" Watkins added.

Curtin Medical School co-investigator and President of the Pharmaceutical Society of Australia, Dr Fei Sim, said this critical information will help to better co-design health services and research in the future.

"We hope community pharmacists working at the coalface will tell us about their experiences, challenges, and opportunities to contribute to osteoarthritis care," Sim said.

Arthritis Australia Chief Executive Officer Jonathan Smithers said new ways needs to be found "to deliver healthcare to meet the huge unmet need of people living with osteoarthritis, and we believe community pharmacy can play an important role".

Pharmacists are encouraged to contribute to the research, **HERE**. *JG*

PRODUCT SPOTLIGHT

Suppliers wanting to promote products in this feature should email newproducts@pharmacydaily.com.au

Hartley's Gripe Water

Hartley's Gripe Water is a natural blend of herbal ingredients of Dill Seed Oil, Peppermint Oil, Chamomile and Coriander Oil. These herbs have been used safely in commercial infant preparations for many years.

It helps reduce the occurrence of excess intestinal wind and gas in infants. Helps relieve the symptoms of infant colic. Does not contain artificial sweeteners.

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Website: [CLICK HERE](#) for more information.



Don't sweat it!

Australia and New Zealand's #1
selling preventive cream for chafing.
Developed by well-respected New Zealand Doctors



① Neat 3B Action Cream 75g & 100g

Use in skin folds and between the legs, breasts, and buttocks, perfect for people who carry extra weight, powerful in-built antiperspirant, may also help prevent fungal infections & keeps painful chafing at bay.

This cream is popular amongst sportspeople and workers on-the-go. It's easy to incorporate into your daily routine, and you can use it AM and PM for best results. Apply a small amount to your problem areas, and enjoy a soothing feeling almost immediately. Whether you jog every morning or simply live in an area with a warm climate, this emollient, lubricating lotion prevents the skin's surfaces from rubbing together and becoming painfully inflamed. No more chafing. No more friction. No more embarrassing itchiness at the most inopportune of moments! 3B is safe for the whole family, rewarding you with the fresh, itch-free skin you deserve.

② Neat 3B Extra Strength Sweat Rash & Chafing Cream

Sweat rashes and chafing aren't anything to be ashamed of. They happen to almost everyone at some point in our lives. But accepting that these issues are only natural doesn't take away from the stinging discomfort that comes with it. For some of us, standard sweat rash & chafing creams aren't strong enough to soothe or solve our sweat-related issues. That's why Neat 3B has come up with an extra strength action cream to power-up anti-perspiration and sweat rash prevention.

1. Perfect for active individuals
2. Prevents painful chafing and keeps sweat rash at bay
3. May also help prevent fungal infections

③ Neat 3B Body Powder 125g

The Neat Feat 3B Body Powder has been formulated to use in areas that rub together and aren't exposed to much fresh air, like between the thighs, breasts, and buttocks. A quick shake of this potent formulation on your skin, and the powder will immediately get to work to absorb excess moisture and reduce perspiration throughout the day and night.

1. Absorbs excess perspiration and soothes irritation
2. Formulated by doctors to prevent chafing
3. Perfect to use where the skin's surfaces rub together
4. May also help prevent minor infections
5. A strong alternative to creams or powders



Neat 3B Body Saver Cream

This is an extremely unique product, with an inbuilt skin protectant to aid in the healing process and solves the problem of Sweat Rash and Chafing. A problem that causes a lot of pain to the sufferer and can lead to nasty infections.

This product can be used as an all over the body antiperspirant due to the unique formulation. Can be used on sensitive skin.



Neat 3B Hand Saver Lotion

Neat 3B Hand Saver Lotion helps to prevent excessive hand perspiration.

Neat 3B hand Saver is the only hand antiperspirant on the market with Moisturising properties.

**PROTECTS
MOISTURISES
PROMOTES HAND HYGIENE**



Neat 3B Face Saver Gel

Warm, humid weather, physical exertion and situations of emotional stress, menopause may all trigger an excess of facial perspiration - Ideal for sports-active people - suitable for men & women.

Neat 3B Face Saver Gel is a lightweight gel formulation that acts as both a Primer and an antiperspirant for sunscreen and makeup to remain fresher for longer.



Neat 3B Foot Saver Roll-On

Get to the root of the problem with the world's first roll-on antiperspirant deodorant - for your feet! This doctor-developed roll-on deodorant prevents excess foot perspiration and embarrassing odours through the power of science.

Infused with powerful antiperspirant, antibacterial, and antifungal properties, this easy roll-on deodorant is formulated using potent yet gentle.

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