

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





NEW **Ferro-Max C™**
with Vitamin C to aid absorption.*
Available from Symbion, Sigma, API and CH2.

For use when iron deficiency or iron deficiency anaemia has been diagnosed by your doctor and a therapeutic iron supplement is recommended. Always read the label and follow the directions for use. If symptoms persist, worsen or change unexpectedly, talk to your health professional. *Vitamin C has been shown to enhance the absorption of iron when taken together.



Today's issue of PD

Pharmacy Daily today features three pages of news, plus a front cover from Priceline and a full page from NSC Group.

Bondi Sands alert



THE TGA has put out a product defect correction for Bondi Sands Everyday Face SPF50+ Sunscreen Mist as it states the directions for use incorrectly indicate users can spray the product directly on their face.

If a customer sprays the sunscreen mist directly onto their face this may cause accidental inhalation, local irritation of the nose, mouth, and throat, as well as coughing and sneezing, warned the TGA.

Pharmacists should inform their staff that customers should be advised if they have purchased a Bondi Sands Everyday Protection Face SPF 50+ Sunscreen Mist to not spray it directly on their faces.

The updated direction is to spray it onto your hands and then apply it on your face, the regulator explained.

As a general rule of thumb, aerosol sunscreens should not be sprayed directly on the face, the TGA added.

UTIs drive MedAdvisor

NEW pharmacy programs in Australia for services such as uncomplicated UTI treatment continue to drive demand for the MedAdvisor platform, according to an update from the firm today.

The ASX-listed medication management technology firm this morning reported a strong start to the financial year, with \$25.4 million in operating revenue for the three months to 30 Sep, a year-on-year increase of 27%.

In Australia and NZ the company grew its gross profit by 35% to \$5 million after cutting costs through the consolidation of GuildLink into its operations, while recent price increases also saw subscription revenues increase.

Overall subscriptions in Australia rose "as MedAdvisor's role solidifies as the preferred partner enabling community pharmacies to take advantage of new scope of services", the company said.

In the USA MedAdvisor also grew, attributing the expansion to the growth and diversification of vaccine programs as well as new chronic medication programs such as diabetes.

CEO Rick Ratliff said, "despite the economic and operational changes affecting our customers both in the USA and ANZ, we are witnessing a strong demand for our services as our customers rely on us to navigate these challenges effectively".

He said recent restructuring in both regions as well as the recent addition of a US-based Chief Operating Officer positioned MedAdvisor to deliver growth.

"Our focus on pharmacy-driven patient engagement solutions in the US and ANZ will continue to support community pharmacies as market economics and structure of the healthcare industry changes," Ratliff concluded. *BP*

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**.

Managers wanted

NSC Group is recruiting for five pharmacy managers in three locations: Brisbane, Adelaide and Shoal Bay, NSW.

See more on **page four**.

Hold the shaker

THE average Australian eats far too much salt - almost double the recommended maximum, the latest Grattan Institute report, *Sneaky salt: How Australia can shake its salt habit*, has revealed.

Each year, more than 2,500 Australians die from illnesses caused by high salt intake.

The report calls on the Federal and State Governments to double the number of food types covered by salt limits and make some limits mandatory because there has been no progress in reducing salt intake under Australia's voluntary scheme.

Further, the report's authors said that the salt content must be measured for foods sold in bakeries and fast-food restaurants, to pave the way for salt limits there.

The authors urge investigating the feasibility of requiring the enrichment of salt with potassium, starting with bread and table salt, as "potassium enrichment makes salt healthier without changing its taste".

Top findings from 3 million health checks

PRICELINE Pharmacy has provided more than three million health checks at its instore health stations since rolling them out nationwide in 2015.

Priceline Pharmacy Retail Director Richard Pearson said, "our 310 health stations are in stores across every state and territory, and provide 1.2 million Australians important insights about their health and health risks, all in the time it takes for a script to be filled".

The data provided by repeat users of Priceline health stations, such as by brand ambassador Olivia Rogers (**pictured**), has provided valuable insights into the health of the nation.

Over the past two years repeat



users of the health stations demonstrated a strong bounce back from the impacts of COVID lockdowns, revealed Priceline.

Users with high blood pressure (140/90mmHg or higher) decreased by 18%; people with high body fat percentage (risk level varies by age and gender) decreased by 6.4%; the number of smokers decreased by 9.1%; and users achieved a net weight reduction of 12,471 kg. *JG*



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Vic prescribing pilot starts

THE commencement on Fri of the Victorian Community Pharmacist Prescribing Pilot means participating community pharmacists can prescribe antibiotics for women experiencing an uncomplicated urinary tract infection.

Community pharmacists can also repeat the supply of oral contraceptives (*PD* 04 Aug).

“Patients will now be able to access safe and timely treatment for everyday conditions and basic healthcare needs from appropriately trained community pharmacists,” said Pharmacy Guild of Australia, Vic Branch committee member, Megan Kazantzis.

“The pilot framework ensures collaboration between a patient, their pharmacist and GP through active communication and referrals, meaning patients will have more options for getting timely access to treatment,” said Kazantzis.

The Vic Community Pharmacist Prescribing Pilot will later expand to also include the treatment of select minor skin conditions.

Pharmacist immunisers participating in the pilot will also soon be able to administer select travel vaccines following the completion of additional training.

There will be no charge for patients to see a participating community pharmacist to receive care under the pilot, said Kazantzis.



If medications are required, the cost to the patient would be no more than if they had received prescription from a GP, she added.

To participate in the Victorian Community Pharmacy Prescribing Pilot, community pharmacists are required to meet certain criteria, including having a consulting room at the pharmacy, and completing mandatory training for each of the piloted services they will be providing, follow other protocols and guidelines (*PD* 20 Oct and *PD* 25 Oct).

Following the 12-month Vic Community Pharmacy Prescribing Pilot, an evaluation will take place with recommendations informing future scope of practice for community pharmacists in Vic, reported the Guild. *JG*

Migraines a big headache for women

A NEW report by pharmaceutical company Organon called *Australian Women and Migraine*, has uncovered that migraine attacks are still taking too long to be controlled, with women revealing it can take up to eight hours to manage symptoms.

Almost five million Australians live with migraines, with women being twice as likely to be impacted than men.

Key insights show that 61% of women who are unsatisfied with how their migraine is managed blame the lack of better solutions as a barrier to managing the difficult condition.

Nearly two thirds of these women felt they can't reduce their symptoms fast enough.

The majority of women living with episodic migraine attacks found themselves having to isolate in a dark quiet room to deal with the pain.

Further, only 15% carry their script with them, preventing quick access to treatment.

The report also showed that a migraine's common triggers included lighting in the office (63%), or loud music and conversations (52%), making triggers difficult to avoid, affecting productivity and concentration in daily life.

ACP's new guideline to treat sick children

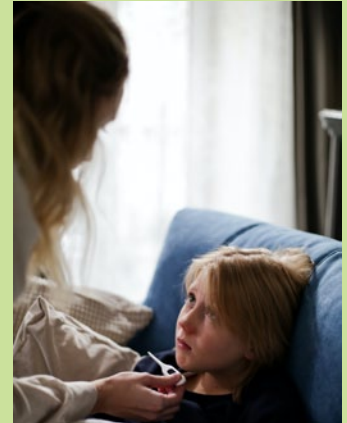
A NEW guideline has been developed by the Australasian College of Pharmacy (ACP) on the management of acute pain and fever in children.

Pharmacists provide accessible and affordable primary healthcare and are often the first health provider consulted by parents and carers when a child has pain and/or fever.

Supported by a grant from Reckitt, the guideline provides evidence-based advice for the community pharmacist to utilise when recommending non-prescription medicines and providing advice to a caregiver on the management of pain and/or fever in children.

Where possible, assessment of pain and fever in children involves the consideration of both verbal and non-verbal cues, the College added.

While there are validated tools for assessing pain in children, a community pharmacy environment may not be conducive to using these effectively, so taking an appropriate history from the child and/or their caregiver(s) is key to



deciding a course of action.

To officially launch the guideline, the College will be hosting a free webinar on Tue 31 Oct at 7pm AEST for pharmacists.

The webinar to treat paediatric patients will be presented by the College's Chief Pharmacist Suzanna Nash; academic pharmacist Dr Brett MacFarlane; and a community pharmacist with a specialisation in pain management, Karalyn Huxhagen.

Pharmacists can access the guideline [HERE](#) and register for the webinar via the College website [HERE](#).

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- B. Face
- C. Hands
- D. All

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Dispensary Corner

AFTER struggling to sleep for several nights, a 64-year-old woman in Taiwan visited an ear, nose and throat clinic.

There, doctors discovered a small spider moving about her ear canal.

It had also discarded its exoskeleton, which sat nearby.

The doctors used a tube to suction out the spider and exoskeleton from the woman's ear, according to a case report published last Wed in the *New England Journal of Medicine*.

"She didn't feel pain because the spider was very small, it's just about 2-3mm," said Dr Tengchin Wang, the report's co-author and the director of the otolaryngology department at Tainan Municipal Hospital.

Most ear, nose and throat specialists see "tens, if not more, of bugs or some sort of arthropods" in ear canals throughout their career, according to Dr David Kasle, a physician at ENT Sinus and Allergy of South Florida, who wasn't involved in the new research, reported *NBC News*.

However, the image in Wang's report is "unusual and disturbing," Kasle said.

Wang said he wrote the report because of the case's novelty.

He has seen ants, moths, cockroaches and mosquitoes inside people's ears before, but never an insect that molted inside an ear canal.

He urged the public to see a doctor if they ever experience such symptoms and not stick their finger in their ear as the insect could sting them.

NSW expands vaccines

VACCINATION access has been expanded in NSW following updates to the state's Pharmacist Vaccination Standards that increases access to the National Immunisation Program (NIP) vaccines.

The minimum age requirements for Shingrix vaccines were lowered, while written consent requirements for COVID-19 vaccines have been removed, the Pharmaceutical Society of Australia (PSA) explained (*PD Breaking News Fri*).

PSA NSW President Luke Kelly said the changes cut red tape, making vaccines more accessible across the state.

"As a state our focus should be on removing barriers to vaccination, cutting the red tape that prevents qualified pharmacist immunisers from delivering more vaccines to more people," Kelly explained.

The key changes to vaccinations in NSW now means that pharmacist immunisers can administer the Shingrix vaccine to patients from previously 50 years and over to those now 18 years and over, to align with the eligibility for the Shingrix vaccine under the NIP.

The inclusion of the monovalent meningococcal C vaccine for people aged five years and over will now



ensure pharmacist immunisers can provide a full range of meningococcal vaccines to eligible people in the state.

The changes also remove the reference to the COVID-19 vaccine following its recent inclusion in the Australian Immunisation Handbook, to be consistent with the approach for all other vaccines that pharmacist immunisers are authorised to administer.

The COVID-19 vaccine written consent requirements have also been removed to be consistent with consent requirements for all other vaccines, meaning informed consent must be obtained and documented evidence of verbal consent must be made. *JG*



Weekly Comment

Welcome to *Pharmacy Daily's* weekly comment feature. This week's contributor is **Amit Saha, Head of Technical & Innovation, LaCorium Health.**



The regimen of care

DO YOU have products that you use religiously, however aren't seeing results? There might be a very simple answer to that. You might not be following the correct regimen of care, which was meant to accompany your treatment product.

"The regimen of care" refers to the structured series of steps and products that individuals need to follow to ensure an optimum outcome. When it comes to Acne management, following a regimen of care is critical. A holistic acne treatment consists of 3 simple steps: cleanse, treat and moisturise.

You can use the most potent spot treatment cream, but if you are not using the right cleanser and moisturiser, the full management cycle won't be as effective.

When choosing the right cleanser, consideration should be given to ensure that it is soap and sulphate free, gentle, and doesn't hamper the microbiome balance of your delicate skin.

On the moisturiser, just being oil free and non-comedogenic is not enough, it should attribute towards acne control to potentiate the effect of the spot cream.

Lastly, never underestimate the importance of a sunblock as a fourth critical step before going out in the sun!

The last acne treatment you'll ever need to recommend

1 Cleanse
with Acne Control Wash

- Peroxide & Salicylic Acid Free
- Soap, SLS & Oil-Free
- Sensitive Skin Friendly

2 Treat
with Acne Spot Cream

- Anti-Scar Formula
- Peroxide & Salicylic Acid Free
- Sensitive Skin Friendly

3 Moisturise & Prevent
with Acne Control Lotion

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- Oil-Free
- Sensitive Skin Friendly

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In addition to holding current AHPRA registrations as a Pharmacist, our ideal candidate is motivated to evolve and expand their scope of practice. You are also internally driven to promote the health and wellbeing of your local community.

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