

Thursday 2nd May 2024



Today's issue of *PD*

Pharmacy Daily today features four pages of pharmacy news, including our Beauty & Wellness page plus full pages from:

- Wealth 100 Club
- Chemist Discount Centre

Pharmacy for sale

WEALTH 100 Club has a cash positive pharmacy up for sale.

The valuation, finance, due diligence, and legal matters are all taken care of for members, so take advantage of this and future offers by joining the Club - see more on page five.

Join caring group

CHEMIST Discount Centre helps you deliver expert advice all with lower prices.

Join the network that recognises cost-of-living pressures on your patients. See more on the **back page**.

Senate inquiry hearing on vaping bill

THE Senate's Community
Affairs Legislation Committee
is holding a two-day inquiry
into the Therapeutic Goods and
Other Legislation Amendment
(Vaping Reforms) Bill 2024, which
is currently under discussion in
Federal Parliament.

The inquiry, which concludes today, brought together a diverse group of stakeholders including pharmaceutical companies, health professional bodies, government and private health agencies, academics, health commentators, retail enterprises, and vaping user representative groups.

Among the notable speakers were Wilhelm David, CEO, From the Fields Pharmaceutical, David Burns, Director Sales and Marketing, Bay Pharma, Richard Lee, CEO, Liber Pharmaceuticals (pictured top left).

From the Fields CEO Wilhelm
David (pictured top right) said,
"our main points to the inquiry



included supporting the definition of therapeutic vapes as opposed to recreational vapes, advocating a continuation of simple fruit flavours, and asking for the continued use of single-use disposable therapeutic vaping products".

"We call for the ability of medical practitioners and pharmacies to appropriately market, promote and advertise the products and service of smoking cessation that includes therapeutic nicotine vaping products, including at the point of sale and in GP clinics," said David.

The three companies are integral to the therapeutic vaping product industry in Australia, particularly for smoking cessation.



The bill was referred by the Senate to the Community Affairs Legislation Committee on 27 Mar, aiming to overhaul the regulatory framework for vaping products.

Health and Aged Care Minister Mark Butler underscored the bill's goals during his speech in Parliament, aligning it with Australia's public health objectives to reduce adult smoking rates from 11% down to 5% by 2030.

The Senate Committee is expected to report its findings and recommendations to Parliament by 08 May, as the Federal Government looks to pass the legislation with these new initiatives effective from 01 Jul this year. *JG*





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Cardiac drug on the PBS

PFIZER Australia's Vyndamax (tafamidis) is now listed on the PBS for treating fatal heart conditions related to amyloid disorders.

The drug is available for adults who suffer from wild-type or hereditary transthyretin amyloid cardiomyopathy (ATTR-CM) with **New York Heart Association Class** I-II heart failure.

Pharmacy Daily spoke to Prof Liza Thomas, an interventional and consultant cardiologist, who emphasised the pharmacists' crucial role in disease management.

"Pharmacists play a vital role in the multidisciplinary approach to managing ATTR-CM, educating patients about their condition and the importance of medication adherence," Thomas explained.

"They provide specific guidance on dosing and administration of medications and help patients to understand how their medicine works as well about potential side effects of the drug."

She added, "working collaboratively with specialists, their goal is to optimise patient outcomes and improve quality of life for Australians living with this challenging condition".

Prof Thomas holds positions as Conjoint Prof at Sydney University and UNSW and is the Clinical Lead for non-invasive cardiac imaging at Westmead Hospital.

Vyndamax 61mg, a once-daily oral medication, is prescribed by cardiologists or consultant physicians experienced in treating amyloid disorders.

Its active ingredient, tafamidis, works by selectively binding to and stabilising the transthyretin protein, preventing it from misfolding and aiding its proper function.

Discussing the impact of this treatment, Thomas, who is also current Chair of the cardiac subcommittee of the Australian Amyloidosis Network, said, "with the availability of this listing, specialists now have an option for patients based on factors such as disease stage, symptoms, and individual patient characteristics". JG

Glaucoma research grants funding opens

GLAUCOMA Australia has announced that applications for its annual 'Quinlivan' research grants are now open, with recipients to be revealed on World Sight Day on 10 Oct.

The grants, named after the late benefactor Marcus Quinlivan, are aimed at advancing medical and social research into glaucoma.

Glaucoma Australia has committed to funding up to \$200,000 in the current grant cycle, expecting to award between one and four grants.

All funded projects must be completed within three years of receiving the grant.

Additionally, these seed fund grants may be used to secure further funding from the National Health and Medical Research Council or other agencies.

The peak organisation focuses its research support on four main areas which include enhancing the rate and accuracy of early glaucoma detection as well as developing new treatments or improving current



treatment experiences.

The other research area is to improve the monitoring of glaucoma progression and maintaining comprehensive population statistics.

The last study sphere is to create tools for the prevention or management of glaucoma for better quality of life for sufferers.

Applications will be accepted until 5pm AEDT on Fri 14 Jun.

Interested applicants can apply by visiting Glaucoma Australia's website HERE.

Hear from our Franchise Partners

Joining a national brand like Priceline Pharmacy, the marketing campaigns are very visible, we find a lot of our customers know what is going on in our stores. Priceline filled the gap in our community and provides a whole comprehensive offer. When opening our second store, our pre-existing experience with Priceline and knowing how supportive they would be was a big factor.

Cobie McQueen

Priceline Pharmacy Madden St and Horsham, Vic

Ready to take your business to the next level?

Find out more









Beauty Wellness

Thursday 2nd May 2024 beauty@pharmacydaily.com.au

Editor's choice: SheaMoisture expands product range

NATURAL and organic hair and body care brand SheaMoisture has expanded its Coconut and Hibiscus range, specifically designed for curly and coilyhaired Australian consumers.

New to the range include the Frizz-Free Curl Mousse, Curling Gel Souffle, Curl & Style Milk, Curl Moisture Co-Wash, Hold & Shine Moisture Mist, Illuminating Body Lotion, Illuminating Body Wash, and Shea Butter Bar Soap.

Aimed especially at those with 4C, 4B, 4A, 3C, 3B and 3A curls, SheaMoisture's hair products aim to add moisture, fight frizz and support curl definition.

All products include ingredients such as Fair Trade shea butter to



deeply moisturise and enhance hair health, coconut oil to reduce breakage while replenishing lost oils, and hibiscus flower to rejuvenate the scalp and improve hair elasticity.

Additionally, neem oil and silk protein works to restore moisture, strengthen and help protect hair strands.

SheaMoisture products are



also free of sulfates, parabens, phthalates, mineral oil, animal testing, and petrolatum.

The core ingredients of the products are sourced from women's cooperatives in Ghana and Burkina Faso to empower women through its supply chain.

The SheaMoisture range is available now at Priceline stores nationwide and online.

Bioglan strengthens



AUSTRALIAN vitamin brand Bioglan has launched a new range of products to help Aussies get stronger and live longer.

And to help battle pill fatigue, the products come in the form of gummies or powders, working to increase adherence and the chance to perform for customers.

Among the new products is the Bioglan Muscle Protect HMB + D₃ Powder (RRP: \$64.99 for 150g), which maintains muscle mass, featuring myHMB, a trademarked ingredient exclusive to Bioglan.

Magnesium is a star ingredient in the new Bioglan Therapeutic Gummies Magnesium + Vitamin D₃ (RRP: \$34.99), supporting muscle function and bone health, and relieving muscle cramps and mild muscle spasms.

The gummies are also 99% sugar free and raspberry flavoured.

The Bioglan Therapeutic Gummies Vitamin D are 99% sugar free and lemon flavoured, helping to support bone strength and density, muscle health and immune health, while the Bioglan Therapeutic Gummies CoQ10 (RRP: \$34.99) help support a healthy

cardiovascular system.

Bioglan products are stocked in
Chemist Warehouse, Blooms the
Chemist, and other pharmacies.

L'oreal's face filler

THE Revitalift Filler 1.5% Pure Hyaluronic Acid Face Serum from L'Oreal Paris, which promises to hydrate and plump skin, is now available to purchase from Priceline Pharmacy.

The product, which retails for \$35.99, uses three forms of pure hyaluronic acid to help retain skin's own moisture, and is scientifically proven to visibly plump and refresh skin in just one hour.



The Ordinary range launches in Japan

CULT global beauty brand The Ordinary, which is stocked in Priceline Pharmacy, is launching in Japan on 29 May at @cosme, online and 20 stores nationwide.

"As 'The Abnormal Beauty Company', one of our principles is to bring transparency and honesty to our audience," said CEO and cofounder Nicola Kilner.

"I am particularly excited about our launch in Japan as I know how educated the Japanese consumer is around skincare ingredients.

"That is exactly what we want to encourage, for people to know exactly what they are putting on their skin and understand if they are overpaying for formulations."

Much loved all over the world for its affordable and simple, single-ingredient skincare range, The



Ordinary was launched in 2016 in Canada and is now available in more than 45 countries.

In 2021, Estee Lauder increased its ownership of The Ordinary's parent company, Deciem, to 76%.

The beauty giant also owns brands such as Tommy Hilfiger, MAC, La Mer, Bobbi Brown, Aveda, and Jo Malone London.

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Beauty Wellness by Pharmacy Daily



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Corner

AT THE Saanich Peninsula Hospital, British Columbia, what was intended to be a serene healing environment became the backdrop of unexpected stress when cockroaches (pictured) infested several patient rooms, the nursing station, the medication centre, and even the sluice room.

Sources disclosed that earlier this week, these unwanted guests were found crawling on walls and nesting in freshly laundered linens.

In an attempt to manage the situation, a spokesperson for the Vancouver Island Health Authority (VIHA) went into full damage control assuring all that "these bugs do not bite and do not transmit disease", even confirming that they are German cockroaches.

"A pest control contractor was immediately contacted," they added, and now visits the site twice a week to monitor traps and offer advice.

Though BC Nurses Union President, Adrian Gear said, "what I've heard is that the cockroaches have been like climbing on bedding and on curtains in between patient rooms and just like very visible, and that is disturbing".

Reaffirming the hospital's status, the VIHA spokesperson insisted, "Saanich Peninsula Hospital remains a safe place to access care".



Dispensary Cardio cuts death by 20%



A NEW study from the University of South Australia has discovered that an increased cardio-fitness level will reduce risk of death from any cause by nearly 20%.

Published in BJSM, the research found that for every one metabolic equivalent (1-MET) increase in cardiorespiratory fitness (CRF) the amount of energy used for quiet sitting - a person can reduce their risk of death by 11-17%, and specifically, their risk of heart disease by 18%.

Most people can achieve a 1-MET increase in CRF through a regular aerobic exercise program.

"Cardiorespiratory fitness (or CRF) is your ability to perform physical activity for a long period of time like running, cycling, and swimming," said the study's senior author, University of SA's Professor Grant Tomkinson.

"In this study we found prolonged cardiorespiratory fitness is strongly and consistently associated with all types of premature death and incident disease - spanning heart failure, depression, diabetes, dementia and even cancer."

The research looked at more than 20.9 million observations from 199 unique cohort studies, making it

the first study to combine all the scientific evidence that looked at the potential link between cardiorespiratory fitness and health outcomes among adults.

"We summarised the evidence linking CRF to numerous health outcomes and found that those with low levels of CRF are far more likely to die early or develop chronic conditions like heart disease later in life," Tomkinson explained.

"The message is quite simple: if you do a lot of 'huff and puff' exercise, then your risk of dying early or developing diseases in the future is reduced.

"If you avoid exercise your health may suffer."

Chronic health conditions are an ongoing cause of poor health, disability, and premature death.

There is an estimated 11.6 million people (47%) living with chronic and debilitating health conditions in Australia, which contributes to two-thirds of the burden of disease.

People can expect to significantly reduce their risk of death and disease by engaging in additional moderate physical activity, such as brisk walking, at least 150 minutes a week. JM

Qld pharmacists can offer RSV vax

QUEENSLAND has expanded the role of pharmacists now by allowing them to administer respiratory syncytial virus (RSV) vaccines to residents over the age of 60.

This change follows the inclusion yesterday of the vaccine in the Extended Practice Authority Pharmacists V5, positioning Queensland alongside New South Wales and Victoria in empowering pharmacists with this capability.

Shane MacDonald, President of the Pharmaceutical Society of Australia (PSA) in Queensland, praised the development, emphasising the importance of vaccination against infectious diseases, especially ahead of this year's winter season.

"Older adults with chronic conditions such as asthma, COPD, and diabetes face a higher risk of hospitalisation or death from RSV," MacDonald noted, advocating for broader vaccine accessibility.

PSA National President, A/ Prof Fei Sim, called on other Australian jurisdictions to follow lead.

"ATAGI has issued three significant statements about vaccination - for COVID-19, influenza and, for the first time, RSV," said Sim.

"Now we have a vaccine that is recommended, it's important to make sure people can access it from all their regular vaccine providers, including pharmacists."

RSV vaccines are currently not funded by the National Immunisation Program.

Pharmacy

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PHARMACY FOR SALE

NO DEPOSIT REQUIRED FULLY MANAGED

PHARMACY ID : 134

TURNOVER : \$7,600,000

NET PROFIT : \$1,310,000

SALE PRICE : \$7,700,000

RETURN ON INVESTMENT : 17%







\$0 upfront



100% Management

full store management



100% Ownership

own 100% of the pharmacy in your name



100% Hassle-free

absolutely everything taken care of



100% Cashflow Positive

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100% Net Profit Retention

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- Be supported by a team genuinely invested in your success.

