

## Today's issue of PD

*Pharmacy Daily* today features two pages of the latest pharmacy news, plus full pages from:

- Pointrs
- Direct Chemist Outlet

## Pointrs free trial

WITH over 5,000+ hotels and flights to explore, Pointrs is offering pharmacists ways to save on travel and 3.5 times more loyalty points than other providers - see **page three** for the free trial offer.

## Gain more clout

FOR stronger brand recognition, Direct Chemist Outlet is encouraging pharmacy owners to switch brands to its banner to gain more buying power in today's competitive market.

See more on the **back page**.

## Largest turnout

THIS year's Pharmacy Connect and Pharmacy Assistant National Conference broke its attendance record attracting over 1,500 guests and 70 exhibition trade stands.

The event was opened by the New South Wales Minister for Health, Ryan Park, who discussed the future of pharmacy in Australia and announced plans to expand pharmacists' scope of practice in the state (**PD 06 Sep**).

Pharmacy Connect convenor and former Guild President Kos Sclavos said next year's event will be held from 03-05 Sep at Hyatt Regency Sydney, with more details to come.

## Directo's \$2 million raise

### EXCLUSIVE

**DIRECTO** has successfully raised \$2 million through a placement of new fully paid ordinary shares to sophisticated investors.

"The raise exceeded expectations in what is a difficult environment for raising capital," Directo Founder and Managing Director Gavin Upter told *Pharmacy Daily*.

"We have had a number of customers, including pharmacies and suppliers, express interest in becoming shareholders throughout our capital raising campaign, and we are developing an incentive program for platform users wanting to become shareholders, that rewards them for their ongoing support," he commented.

The capital raise (**PD 21 Jun**) follows Directo's record trading quarter ending Jun, and again in Jul.

The funding will support Directo's next growth phase with the platform currently supporting over 3,000 pharmacy retailers, enabling them to order from a network of 200 suppliers and wholesalers, covering 45,000 multi-category products in a single transaction.

Upter revealed that following

"rapid growth over the past two years, with revenues doubling each year, we are now running at \$40 million annualised revenue and have onboarded over half the nation's pharmacies".

Directo's technology-driven approach is aiming to transform Australia's \$20 billion annual pharmacy wholesale market by digitising the supply chain.

"With the additional funds, we are well placed to onboard more pharmacies and suppliers and integrate AI-driven solutions into our platform," said Upter.

He added that the past few years have seen unprecedented increases in the cost of the supply chain.

Together with a higher inflationary environment, this means that pharmacies and suppliers are now, more than ever, intent on finding ways to be more efficient in the supply chain, he explained.

"These factors are behind the growth we are experiencing as our technology-led virtual wholesaling model drives costs down by automating routine tasks, and simplifies the supply chain for buyers and sellers," said Upter. *JG*

## Doctor of Pharmacy to launch soon

**AN EXTENDED** Master's program that will grant the title of Doctor of Pharmacy is in the pipeline for this year, elevating the profession's status and capabilities.

Announced at Pharmacy Connect 2024 last week, in a joint session, the Pharmacy Guild of Australia's National President, Trent Twomey, and James Cook University's Head of Pharmacy, John Smithson, explained that current pharmacy education in Australia is falling short, compared to the four- to six-year qualifications required in many developed countries.

"The current system limits Australian pharmacists' global mobility and diminishes the profession's appeal," commented Smithson.

The proposed five-year program will build on the existing Bachelor's degree, integrating advanced training in areas like prescribing, chronic disease management, and business skills, better equipping pharmacists to make significant healthcare contributions, explained Smithson.

Twomey added that in Australia, a pharmacist cannot use the title 'Doctor', which is an anomaly that "we're going to fix in a matter of months".

Both speakers emphasised the need for more flexible entry pathways to attract skilled professionals from other allied healthcare fields, like paramedics and physiotherapists, and even included highly-motivated and experienced pharmacy assistants to step up.

## 1,000 Indigenous practitioners trained

**THE** number of registered Aboriginal and Torres Strait Islander Health Practitioners in Australia has reached 1,000, marking a significant milestone for Indigenous healthcare.

Announced by the Australian Health Practitioner Regulation Agency, the achievement highlights the dedication of Indigenous health professionals in rural and remote areas.

National Rural Health Alliance CEO Susi Tegen said these practitioners are enhancing

healthcare accessibility and providing culturally responsive care, essential for improving Indigenous health outcomes.

She also noted the consistent growth in the number of Aboriginal and Torres Strait Islander medical specialists, with a 34% increase in First Nations generalists and clinicians since 2021.

"It is helping to ensure equitable and culturally appropriate care to the sensitive needs of First Nations communities," said Tegen.

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## Dispensary Corner

**FORGET** expensive creams - researchers from Edith Cowan University (ECU) suggest that the secret to defying ageing might just be...travel!

A study applied the theory of entropy to tourism, proposing that positive travel experiences might actually keep us younger.

ECU PhD candidate Fangli Hu explained that travelling boosts physical and mental health by exposing us to new environments, getting us moving, and sparking joy.

"Put simply, the self-defence system becomes more resilient," said Hu.

Hormones conducive to tissue repair and regeneration may be released, and promote the self-healing system's functioning, Hu explained.

"Leisurely travel activities might help alleviate chronic stress, dampen overactivation of the immune system, and encourage normal functioning of the self-defence system."

Engaging in recreation potentially releases tension and fatigue in the muscles and joints, added Hu.

"This relief helps maintain the body's metabolic balance and increases the anti-wear-and-tear system's effectiveness.

"Organs and tissues can then remain in a low-entropy state," Hu commented.

So hiking, biking, and climbing might not just get your heart rate up, they also make your immune system do a happy dance.

But be warned, says Hu, travel has its own health hazards, like catching a certain virus.

## Natural therapies for VM

**MIGRAINES** are the third most prevalent disorder globally, affecting about 12% of the population, with rising rates, particularly among women, stated vitamin and supplements manufacturer Blackmores.

In Australia, one in four people experience migraines, which often cause headaches, nausea, vomiting, and sensitivity to light and noise.

Vestibular migraine (VM), common in post-menopausal women, differs from traditional migraines, causing vertigo, bilateral tinnitus, and motion sickness rather than the classic headache.

Although it's causes remain unclear, various genetic factors may be involved, suggested a Blackmores spokesperson.

"This form of migraine can severely impair daily activities and quality of life, and conventional



pharmaceuticals can fall short and carry significant side effects," said the spokesperson.

"As a result, natural alternatives are increasingly sought, with studies showing that supplements containing riboflavin, magnesium, coenzyme Q10, and feverfew can help manage migraine symptoms," he commented.

Riboflavin has been reported to be comparable to valproate and propranolol in migraine management, with fewer side effects, stated Blackmores.

To learn more, [CLICK HERE](#). JG

## TGA Standards

THE TGA has published two new quality Standards, one for MDMA and another for Psilocybine products.

The Standards each specify the minimum quality requirements for both the active pharmaceutical ingredient and finished product.

The quality Standards have been registered as Therapeutic Goods Orders (TGO) on the Federal Register of Legislation.

The TGA stated that from 06 Jan next year, all MDMA and Psilocybine API and finished products supplied or manufactured in Australia must comply with the relevant TGO.

To learn more about the Standard for MDMA, [CLICK HERE](#), and for Psilocybine, [CLICK HERE](#).

## PRODUCT SPOTLIGHT

Suppliers wanting to promote products in this feature should email [newproducts@pharmacydaily.com.au](mailto: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, and helps relieve the symptoms of infant colic. Hartley's Gripe Water does not contain artificial sweeteners.

**Supplier:** Available from Symbion, Sigma & API.

Contact your Clear Sales representative on 1800 640 043 for special deals.

**RRP:** \$10.51 - 200ml bottle

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



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**PHARMACY**

**Pointr #6810**

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**EXPENSES**

**Pointr #998**

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**Pointr #997**

Earn 350% More Loyalty Program Points When Paying The Australian Taxation Office (ATO)



**EXPENSES**

**Pointr #1939**

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**RENT**

**Pointr #999**

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**SUPERANNUATION**

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# ARE YOU READY FOR A BOLD CHANGE?

SWITCH TO YELLOW, BLUE & RED!  
THE COLOURS OF SUCCESS



By converting your pharmacy to Direct Chemist Outlet, you'll gain the clout, buying power, and strong brand recognition needed to thrive in today's competitive market.

**TALK TO US TODAY TO DISCOVER MORE**

Irene (BDM): 0421 751 916 [irene@directchemistoutlet.com.au](mailto:irene@directchemistoutlet.com.au)