



Paperless

“What a difference MedView Paperless makes. How did we cope without it?”

SEE HOW ▶

MedView

Today's issue of PD

Pharmacy Daily today has three pages of news including our weekly **Health & Beauty** feature plus a full page from **Flo**.

EBOS seals the deal

EBOS yesterday confirmed the execution of a formal contract with Chemist Warehouse Group (CWG), confirming it will exclusively provide wholesale distribution to more than 450 My Chemist and Chemist Warehouse stores across Australia (PD 02 Jul).

The five-year deal, with a potential three-year extension, was a “very positive endorsement of the capability we have built in wholesale pharmaceutical distribution...over the last five years,” said EBOS CEO John Cullity.

Chemist Warehouse director Damien Gance said rapid growth meant the group relies on the expertise of its supply chain partners to service its outlets, with EBOS' expertise and service standards making it “a great fit for the CWG network”.

Guild CP2025 community health hub plans

THE Pharmacy Guild of Australia has released its *Community Pharmacy 2025 Framework for Change* document outlining the progress in planning for the morphing of community pharmacies into “community health hubs”.

The development of the evolving pharmacy builds on “a core expertise in medicines and facilitates the provision of an array of essential, cost-effective health products and services to an empowered and informed patient and consumer”.

The Guild says its vision for CP2025 is to serve the needs and preferences of patients and consumers through a vibrant, dynamic and commercial community pharmacy network.

The advancing model “will embrace an innovative, service and care-oriented business model which is commercially resilient and builds upon the opportunities provided by technological advancement and the inherently



trusted role of community pharmacies in Australia's health system.”

While the core business of community pharmacy will be based on traditional medicines supply through PBS and private medicine purchases, the focus will expand more into medication advice, management and safety, reflecting the unique skills of pharmacists as medicines experts, the *Framework for Change* says.

Extensive market research drove the development of themes for the plans with the proviso that “the proposed growth pathways align with patient needs and expectations”.

Nine growth pathways have been

identified and amplified: **health services** including medication management, preventative health screening and chronic disease support; as the **community health hub** pharmacy will enable other health professionals to fulfil their roles as well; **digital enablement** will integrate digital health into practice; **business operations** will require modification of back office efficiencies; **in-home care** to support patients at home; **collaboration and partnerships** are to involve partnering with other health providers, pharma companies, researchers and government; **automation** aims to reduce manual processes; **leverage brand** aligns patient offerings with the pharmacy branding; **review products** to leverage distribution networks supporting pathways.

Guild National President George Tambassis and Executive Director David Quilty thanked participating stakeholders for their engagement, signing off on the document jointly.

Access from today - guild.org.au.

Your pharmacy can make a difference this **World COPD Day**

GuildCare COPD Screening

Find out more +

GuildCare NG

SOFTENS HYDRATES & PROTECTS

DRY, ROUGH, CALLOUSED AND IRRITATED HANDS.

DU'IT **TOUGH HANDS** INTENSIVE SKIN REPAIR

Call HealthOne 02 9965 9600

- 10% Urea
- Non-greasy
- Protective barrier
- Diabetic friendly
- No Petroleum, Parabens
- No Mineral Oil
- Results within 5 days
- Australian Made

FIND OUT MORE >

Conceive Plus

For your customers trying To get pregnant

DEALS NOW AVAILABLE

Symbion SIGMA
Conceive Plus 8x4g 401382 265611
Conceive Plus 75ml 401331 849794

www.conceiveplus.com.au

Always read the label. Use only as directed.



Qld pharmacist urges Council

GOLD-COAST pharmacist Matthew Bellgrove has issued a public call for the Qld Government to reverse its recent decision not to establish a pharmacy council in the state (**PD** 17 Oct).

Bellgrove, who owns National Custom Compounding, said that with Qld being the only state with no separate statutory authority monitoring the sector, "pharmacies who aren't fully complying with legislation could be slipping through the cracks".

This year's Qld *Parliamentary Inquiry into the establishment of a pharmacy council and transfer of pharmacy ownership* decided not to recommend a Pharmacy Council, on the grounds there was no evidence such a move would result in better community outcomes.

However Bellgrove cited data presented to the Queensland Productivity Commission which showed that only 161 pharmacies

were inspected in 2017/18.

At that rate the average Qld pharmacy would only be inspected once every 7.3 years - compared to much more frequent inspections in other jurisdictions.

The Parliamentary Committee noted that documented breaches in Qld were lower than other states.

Bellgrove said rather than Qld pharmacies operating in line with the legislation, it was more likely that "non-compliance is not getting picked up and reported by an under-resourced department whose people may not be aware of what to look for.

"The pharmacy sector in Queensland needs more regulation, not less...we need to weed out the unscrupulous operators," he urged.

Peanut allergy option

ALTHOUGH not described as a "quick fix", a new therapy which has undergone phase III trials successfully may relieve children and teenagers of their fear of peanut allergy.

The data was presented at the American College of Allergy, Asthma & Immunology this month.

The protein therapy gradually introduces the allergen, desensitising the patient's immune system to the invader, and may become available late in 2019.

As in many drug-desensitisation approaches, the effect does not last without continual stimulation which means patients will need to remain on the therapy to stay protected - see acaai.org.

Hangover cure attack

HEALTH activist Ken Harvey has suggested that hangover products currently being promoted in Australia should be delisted by the Therapeutic Goods Administration.

"Hangover Relief" and "Rejoove" are subjects of a formal complaint by Harvey who noted the items contain pueraria lobata (kudzu root) which has been linked to increased risk of acetaldehyde-related cancer of the oesophagus, oropharynx and nasal passages in genetically predisposed individuals.

See theconversation.com.

Biostime to launch in Australia

AUSTRALIAN supermodel Miranda Kerr has been announced as the new ambassador for infant nutrition brand Biostime, which will launch in Australia in Jan 2019.

Biostime's parent company, China-based Health & Happiness group, also owns Swisse after acquiring the company for \$1.7 billion in 2015 and 2016.

Two products will be offered locally - Biostime SN-2 BIO PLUS Premium Organic Toddler Milk Drink and Biostime Infant Probiotics with Vitamin D, with distribution deals believed to be in place with a range of pharmacy chains.

Kerr will appear in a TV campaign, with Health & Happiness Global Marketing Director, Severine Brichard, saying the alliance with the US-based Aussie personality was "another major milestone in the global marketing strategy for the brand".

Graduate registration

THE Pharmacy Board of Australia is inviting students who are about to graduate as pharmacists to apply for provisional registration now.

It's recommended that applications be lodged four to six weeks before courses are completed, with a video detailing the required standards now online at pharmacyboard.gov.au.

Win with Bellé Botanique



Each day this week Pharmacy Daily and Bellé Botanique are giving readers the chance to win a *L'elixir Skincare Cream* valued at \$64.50 each.

Bellé Botanique's vision is to provide natural & scientifically-advanced products that nourish your skin. *L'elixir* cream provides powerful skin moisturization and brightens complexion while being gentle and soothing to your skin.

www.bellebotanique.com.au

To win, be the first person from WA to send the correct answer to the question below to: comp@pharmacydaily.com.au

Belle Botanique uses a herb for its skin detoxifying properties. What is the name of the herb?

Congratulations to yesterday's winner, Sharyn McErlean

DEMODEKS shelving

PH: 1300 553 291

www.demodekshelving.com.au

Gravity Fed Fast Mover Shelves - Slow Mover Drawers
Under Bench Script on File & Script Waiting Drawers

Business Development Manager

Macquarie Park, Sydney

Are you a talented pharmaceutical sales representative looking for a new challenge?

- Influential commercial role across digital, print and bespoke projects
- Full-time with competitive base salary and on target earnings

The Business Publishing Group has several leading news publications spanning travel, cruise, business events and pharmaceutical sectors and requires a team player to join our growing sales and marketing division.

This role requires you to service existing clients, win new business and maintain active involvement in delivering sales targets for the company.

If you have the ability to ask the customer for their business, can demonstrate prior success and are motivated to achieve results, apply today.

Email your confidential CV with Cover Letter to jobs@traveldaily.com.au before 23/11/18

Travel Daily CRUISE travelBulletin Travel & Cruise Pharmacy business events news
WEEKLY Weekly Daily

Stay up to date
on the go

Download the app



Pharmacy Daily



Dispensary Corner

HYGIENE is important as we all know - and that also extends to keeping your toilet clean.

So it's good news that just in time for Christmas, a new novelty Donald Trump dunny brush has been released, promising to "Make Toilets Great Again".

Launched to commemorate World Toilet Day, the hand-made "Commander in Crap" brush is available online through the Etsy website for just US\$23.50.

The promotional blurb for the items (pictured) highlights a range of features including "Trump hands actual size" and also warns that the toilet brush is "for external use only".



AND while we're on the subject of Christmas, American smallgoods maker Jimmy Dean has released a limited edition range of sausage-scented wrapping paper.

The festive promotion is part of a competition encouraging customers to send in their favourite recipes, with a range of prizes on offer including including sausage-shaped Christmas tree ornaments.

As a number of online comments have noted, it's truly a great time to be alive.

Health, Beauty and New Products

Welcome to our weekly promoted feature with all the latest health, beauty and new products for pharmacy. Suppliers wanting to promote products in this feature should email newproducts@pharmacydaily.com.au

Skin Doctors superfacelift

Skin Doctors **superfacelift** is comprised of micro encapsulated retinol to reduce the appearance of forehead wrinkles by up to 86% in four weeks and reduce the appearance of crow's feet by 63% in eight weeks. Skin Doctors **superfacelift** is the ultimate twice daily treatment that stimulates the synthesis of collagen and elastin to improve firmness, tone and moisturisation of the skin, bringing a youthful freshness and stripping years off the facial appearance.



Stockist: Pharmacare or 02 9929 0455
RRP: \$59.95
Website: www.skindoctors.com.au

Lorrex Loperamide Liquicaps



New from Nova Pharmaceuticals, **Lorrex** offers effective relief of diarrhoea in 1 to 3 hours. Lorrex is the first loperamide liquid capsule to hit pharmacy shelves, acting

quickly to restore normal bowel function. Containing loperamide hydrochloride 2mg, Lorrex can be taken by adults and children over 12 years. Offering both fantastic margin for pharmacy and effective relief for patients in a tiny, easy to swallow liquid capsule, Lorrex is also great for travelling, allowing users to continue their planned activities with confidence.

Stockist: Clear Sales Australia: 1800 640 043
RRP: \$9.95 (20pk)
Website: www.novapharm.com.au

Cetaphil Ultra Gentle Body Wash

Now available in both Fragrance-Free or with a Refreshing Scent, Cetaphil **Ultra Gentle Body Wash** from Galderma gently cleanses the body without leaving skin feeling dry. This truly gentle product contains Aloe Vera, Vitamin B5 and a unique combination of moisturisers that leave skin feeling clean, soft and replenished during and after shower. Designed and suitable for sensitive and dry skin, Cetaphil Ultra Gentle Body Wash is both hypoallergenic and dermatologically tested.



Stockist: Major wholesalers
RRP: \$17.20 ea
Website: www.cetaphil.com

Blend Like A Boss Beauty Sponge Set



Designer Brands (DB) Cosmetics invites you to become a boss at blending with this four-format sponge set. DB's **Blend Like a Boss Beauty Sponge Set** comes with a large sponge for foundation application, a medium sponge for contour and baking, a mini sponge for concealers and under the eyes, along with an angled sponge for sharper and more defined lines. Latex-free and easy to clean, the Blend Like a Boss Beauty Sponge Set is made of hydrophilic polyurethane. The product comes with full instructions for application of each class of cosmetic.

Stockist: 03 8544 8000
RRP: \$19.99
Website: www.dbcosmetics.com.au



Get hayfever wise!

With preservative-free flo daily!



Proudly supporting



Asthma Australia

For more information about Flo's preservative-free nasal relief range, visit www.flo.com.au

Always read the label. Use as directed. Consult your healthcare practitioner if symptoms persist. Flo proudly supports the work of Asthma Australia. The Asthma Australia logo in this advertisement does not in any way constitute an endorsement by Asthma Australia of Flo products.