



Today's issue of *PD*

Pharmacy Daily today features four pages of news, plus full pages from:

- Wizard
- **TerryWhite Chemmart**

Better returns

WIZARD Pharmacy repays its rebates back to franchise owners as it's not owned by a wholesaler.

With basket size increases of 39%, see how you too can get better returns in your pharmacy.

See more on page five.

App adds value

TERRYWHITE Chemmart's myTWC app will help increase customer loyalty through improving operational efficiency, and boost sales in a competitive landscape.

PSA to counsel on women's health

THE Pharmaceutical Society of Australia's (PSA) National President Dr Fei Sim FPS (pictured) has been appointed as a member of the just established Women's Health Advisory Council, by the Assistant Minister for Health and Aged Care, Ged Kearney, for ongoing support for accessible women's health.

The PSA said the Council provides a mechanism for key women's health organisations, and a range of professional, consumer, and advocacy groups whose input will prove invaluable to monitoring and evaluation of the implementation of the National Women's Health Strategy 2020-2030.

On the Council, Sim will represent Australian pharmacists as essential healthcare professionals.

In writing to the PSA, Assistant Minister Kearney recognised that pharmacist voices were key to achieving a whole of system focus on women's health.

"The Albanese Government has a strong agenda when it comes to women's health and I will be



working with leaders in the field to look at differences between the sexes in the health system so that we can work to improve the health and well-being of Australian women," the letter said.

Joining the Council in Melbourne last week, Sim reaffirmed the PSA's commitment to supporting timely and equitable access to care.

"I am incredibly proud to represent the voices of pharmacists on the Women's Health Advisory Council," Dr Sim said.

"Utilising the skills and expertise of pharmacists is vital to progressing the Council's mission to improve research, service choice, access, empowerment, and safety for Australian women.

"There are significant challenges that the health sector needs to work together to solve so that we can ensure the best health outcomes for our patients.

"I am excited and grateful for pharmacists to be able to contribute to supporting the health and wellbeing of Australian women."

Read the Women's Health Advisory Council's most recent





Learn about how to support your customers with the ArmaForce® Range. Pharmacy Assistants, Pharmacists, Naturopaths, Nutritionists and Pharmacy Staff





Join our Naturopathic Educators for live online product trainings.

Training Schedule	Time (AEST)
Tuesday, 16th of May 2023	7.30 - 8.15pm
Wednesday, 31st of May 2023	7.30 - 8.15pm
Tuesday, 13th of June 2023	8.30 - 9.15pm
Wednesday, 28th of June 2023	7.30 - 8.15pm
Wednesday, 12th of July 2023	8.30 - 9.15pm



Always read the label and follow the directions for use.

* IQVIA™, Pharmacy Sell Out Service, Vitamin's category, Cold & Flu segment, Total Pharmacy Sales, 52 weeks Week Ending_2023-03-11.

Med TAKE YOUR CUSTOMER SERVICE TO THE NEXT LEVEL

Patient initiated live chat direct to your queue

WATCH DEMO ▶



MedView Chat

Your vision is our ambition

With Symbion, you can rely on our experience and solutions, to help you achieve your goals.



Join us today - symbion.com.au















Connecting communities to care





TWC & WorkJam for frontline agility

WORKJAM, a digital workplace for organisations with frontline employees yesterday announced a partnership with TerryWhite Chemmart (TWC).

Since the onboarding of Priceline Pharmacy to WorkJam, the community pharmacy brand will be added to WorkJam's APAC portfolio, integrating with the platform to streamline its internal communication between support office and pharmacy teams.

TWC also hopes WorkJam will improve the internal communication between senior management and team members.

TWC entered the partnership to improve frontline pharmacy efficiency and communication of activities from the TWC support office to their network partner pharmacies.

The business also plans to roll out training modules via the platform to grow employee knowledge on new products and service offerings. Executive General Manager at



TWC, Nick Munroe, is excited to see the benefits of partnering and onboarding a digital workplace as an internal tool to improve visibility within the network.

Munroe added, "we look forward to improving our organisation's internal communications, task management and the completion of learnings and training modules, through the use of technology".

WorkJam's APAC Managing Director Andrew Myers said, "the addition of one of Australia's leading retail pharmacies to our portfolio, proves that not only does our state-of-the-art technology enhance frontline workplaces, but that we are leaders in this space".

WorkJam has released 21 new features in the past 12 months to help what it says is its core DNA - frontline agility to solve today and future business problems.

For more information on WorkJam **CLICK HERE**.

Pain solution

THAILAND'S Chula Medicine researchers have successfully published in an article that injecting of a patient's own platelet-rich plasma (PRP) into the shoulder ligaments results in pain reduction, heals torn ligaments and restores torn muscles, as an alternative to surgery while reducing the side effects of prolonged use of pain medications.

"A PRP injection for shoulder ligament injuries is one of the treatments we have been doing for over five years," said Asst Prof Marvin Thepsoparn, an anesthesiologist and pain management specialist at the Pain Clinic, King Chulalongkorn Memorial Hospital.

"This approach helps to reduce the side effects of painkillers and is safe because the patient's own platelets and plasma are used to inject back into the patient's injury site to stimulate self-repair."

Market-leading Professional Indemnity cover for Australian pharmacists

Additional member benefits:



24/7 incident support and advice from our pharmacist Professional Officers



PDL Practice Alerts – reflecting current issues and backed by reporting data



Risk management guides and resources





Renew now pdl.org.au 1300 854 838



FOLLOW PHARMACY DAILY

ON FACEBOOK.

Click here to like us



Z Software has merged

Z SOFTWARE, a provider of community pharmacy and healthcare software solutions, and Medi-Map, a healthcare technology company specialising in medication management, last week announced their merger to help better serve prescribers, pharmacies, healthcare providers and their patients in Australia and New Zealand.

The merged group aims to deliver more efficient medication management solutions across a wide range of community health services for general practice, pharmacy dispensing and the delivery and administration of medicines.

Both companies will retain the names Z Software and Medi-Map and keep the current offices and support teams in Australia and New Zealand.

The new partnership marks significant milestones for Z Software and Medi-Map as they expand their product offerings with improved digital medicine management and dispensing software solutions.

"By bringing together the strengths of Z Software and Medi-Map, we can provide a more comprehensive and integrated set of solutions to independent and community pharmacies," said John Le, CEO of Z Software.

"We believe that our combined expertise will enable us to deliver even greater value to our customers and improve patient care by providing healthcare providers with the tools they need to streamline administrative processes and improve medication management."

The merger could enable both companies to build on their strengths and improve services in the medication management space, an area of growing importance as healthcare providers seek to reduce medication errors and improve patient outcomes.

"Medication management is critical to providing high-quality patient care," said Greg Garratt, CEO of Medi-Map.

"We can do great things together.

"We're confident that this partnership will create new opportunities for us to continue to innovate, expand our reach and provide our customers with a more comprehensive set of solutions that will help them improve medication management and patient outcomes."

Sanofi's Cerdelga now for Gaucher T1

AUSTRALIA has joined more than 50 countries around the world in publicly funding an oral therapy for people with a potentially fatal condition known as Gaucher disease.

Sanofi's Cerdelga (eliglustat) will be added to Australia's Life Saving Drugs Program for the treatment of eligible adults with Gaucher disease type 1.

People with Gaucher disease do not have a sufficient level of an enzyme called beta-glucosidase (glucocerebrosidase) that breaks down a certain type of fat molecule.

This causes symptoms such as anaemia (low red blood cell counts), tiredness, easy bruising, an enlarged spleen and liver resulting in a protruding abdomen, bone pain and fractures.

The most common form of Gaucher disease, type 1, which affects 90% of people with the condition, generally does not affect the brain.

The Sanofi clinical development program for Cerdelga is the largest ever conducted in Gaucher disease, with approximately 400 patients



treated in 29 countries.

Before starting treatment with Cerdelga, the patient is tested to see how rapidly their bodies break down the medicine.

Patients whose bodies break down Cerdelga very rapidly (ultrarapid metabolisers) and patients who have not been tested, or for whom results of the test are not clear, should not take this medicine.

Cerdelga can only be obtained with a prescription and treatment should be started and supervised by a doctor who has experience in the management of Gaucher disease.

Latest registration data report is out

THE latest workforce data has been released by the Pharmacy Board, Ahpra.

The Board's latest quarterly registration data report covers the period 01 Oct - 31 Dec 2022.

As at this date there were 35,732 registered pharmacists, including 125 on the pandemic response sub-register.

There were:

• 32,311 with general

registration;

- 1,749 with provisional registration;
- eight with limited registration; and
- 1,664 with non-practising registration.

For further data breakdowns by division, age, gender and principal place of practice, visit the Board's Statistics page to read the report.





Did You Know?

CH2 is a CSO approved, independent full line wholesaler that can supply all your Ethical & OTC needs.



OPEN AN ACCOUNT



KEEP UP TO DATE



Click here to follow Pharmacy Daily on Twitte





Dispensary Corner

IT'S official - cow urine is not fit for human consumption.

That's the shock conclusion of a new report from the Indian Veterinary Research Institute (IVRI), which formally investigated the safety implications of what is a common practice among some of the country's citizens.

The peer-reviewed study was published online this week, finding at least 14 types of harmful bacteria in urine samples taken from various bovine species.

"We collected urine samples of three types of cows - sahiwal, tharparkar and vindavani - from local dairy farms, along with samples of buffaloes and humans," said lead researcher and IVRI epidemiologist Bhoj Raj Singh, notably confirming the presence of *Escheria coli* in the urine, which is commonly associated with a range of human stomach conditions.

He formally warned people not to drink cow urine, adding that "the commonly held belief that cow urine is antibacterial cannot be generalised".

Singh said the study was taken following a rise in assertions about the antibacterial powers of cow urine, particularly during the COVID-19 pandemic.

Interestingly, if you're going to drink any type of urine to help with your health, it seems it would be better to drink buffalo wee, with statistical analysis of the study samples suggesting that "antibacterial activity in buffalo urine was far more superior than that of cows".

Pharmacy is the flu shots' destination

THE Pharmacy Guild of Australia's New South Wales branch has joined with the New South Wales government and other health organisations to encourage patients across the state to get their influenza vaccine as flu season begins.

Influenza causes thousands of hospitalisations and deaths across New South Wales every year.

Immunisation remains the most effective way of preventing infection and illness across the community.

Flu infections are likely to begin rising soon and are expected to peak in April.

The Guild has encouraged



patients to get vaccinated at their local community pharmacies, which are easily accessible and affordable, with more than 97% of capital city residents living within 2.5km of a pharmacy.

Pharmacies are a trusted destination for patients to receive vaccines, having delivered over 10 million vaccinations against COVID-19 since the pandemic began and hundreds of thousands of influenza vaccinations across New South Wales in 2022 alone.

"Flu season is coming, and there is no better way to protect yourself and your community than to get vaccinated," said David Heffernan, the Guild's NSW Branch President.

"Double arm yourself and get your COVID booster at the same time.

"It takes three to four weeks for immunity to develop, so get your vaccine now.

"It's incredibly easy to get vaccinated at your local pharmacy.

"It only takes fifteen minutes out of your day, and it could make the world of difference to your health."

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.

Supplier: Available from Symbion, Sigma & API. Contact your Clear Sales representative on 1800 640 043 for special deals.

RRP: \$8.50 - 200ml bottle

Website: CLICK HERE for more information.





www.pharmacydaily.com.au

Pharmacy Daily is part of the Business Publishing Group family of publications.

Pharmacy Daily is Australia's favourite pharmacy industry publication.

DITORIAL

Matthew Wai

Editor in Chief and Publisher – Bruce Piper Associate Publisher – Anna Piper Editor – Jayamala Gupte Contributors – Adam Bishop, Myles Stedman, Janie Medbury,

info@pharmacydaily.com.au

ADVERTISING AND MARKETING

Sean Harrigan & Nicki Harford advertising@pharmacydaily.com.au

BUSINESS MANAGER

Jenny Piper accounts@pharmacydaily.com.au

Suite 1, Level 2, 64 Talavera Rd Macquarie Park NSW 2113 Australia PO Box 1010 Epping NSW 1710 Australia Tel: 1300 799 220 (+61 2 8007 6760)

Sign up free at www.pharmacydaily.com.au



Pharmacy Daily is a publication of Pharmacy Daily Pty Ltd ABN 97 124 094 604. All content fully protected by copyright. Please obtain written permission to reproduce any material. While every care has been taken in the preparation of the newsletter no liability can be accepted for errors or omissions. Information is published in good faith to stimulate independent investigation of the matters canvassed. Responsibility for editorial comment is taken by Bruce Piper.



At Wizard Pharmacy, we're not owned by a wholesaler. Our rebates are paid directly back to our franchisees. And we pride ourselves on our low dead stock through quality inventory management solutions, including the ability to transfer stock between Wizard Pharmacies.

Data-based decision-making allows for carefully considered stock allocations and tailored

ranging by category. An extensive multi-channel, targeted marketing strategy drives engagement in-store, and our national Partnership Program allows further penetration of the Wizard brand into Australian households. Partner members who also join our Wizard Rewards Loyalty Program see basket size increases of over 39%. Our complete pharmacy business platform drives better returns for you, your business and community.

Better Care - Better Returns - Better Lifestyle | Better Get In Touch