



Cal-600®
Helps build strong bones

Available from API, Symbion, Sigma & CH2

Petrus PHARMACEUTICALS
Calcium 600mg
120 tablets

Use only as directed. Consult your healthcare professional if symptoms persist.

Today's issue of PD

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

- Chemsave
- Independent Pharmacies of Australia

Low Chemsave fee

FOR a limited time only, Chemsave is offering a low monthly membership fee to pharmacy owners.

There are discounts on medicines, and with wholesalers - see [page five](#).

Shutdown delay

THE 3G network shutdown has been delayed for rural, regional and remote areas after submissions to the Senate inquiry on the topic (*PD* 13 Aug).

The triple-zero number will continue to work on 3G devices.

Bioglan scripts for up front success

EXCLUSIVE

PHARMACARE'S Bioglan is adapting to the changing pharmacy landscape, where front-of-shop purchases are becoming increasingly important, as dispensary foot traffic may decline in line with 60-day dispensing.

Bioglan's General Manager Angus Booth told *Pharmacy Daily*, "to tackle this shift, the company has prioritised in-store merchandising, larger pack sizes to match 60-day scripts, robust advertising and a huge field team of 60".

The pharmacy-only brand's approach includes significant investment in training pharmacy staff through its team of naturopath trainers, which has now expanded to nine, added Booth.

"The trainers conduct lunch-and-learn sessions and out-of-hours training, ensuring pharmacists, assistants, and business managers receive tailored education to confidently recommend products.

"These sessions can range from



quick five-minute updates to more comprehensive 30-minute modules depending on the availability of the staff," Booth explained.

In response to time constraints in the pharmacy sector, Bioglan has also ramped up online learning, offering webinars and CPD-accredited modules on key unmet consumer needs such as stress, sleep, and the latest scientific developments in complementary medicines such as Ashwagandha.

"This educational push helps bridge knowledge gaps, especially for pharmacists who may lack a naturopathic background.

"By providing the latest research and clinical trials supporting our products, we empower pharmacy teams to make informed recommendations based on

credible science," said Booth.

Over the last 18 months, Bioglan has launched 31 new products, contributing an additional \$15 million in sales within the pharmacy channel, and has seen an annual 16% growth for two consecutive years, concluded Booth. *JG*



The Integrative Pharmacist:

Expanding your Scope of Practice with Metagenics Accredited Learning

ENROL NOW

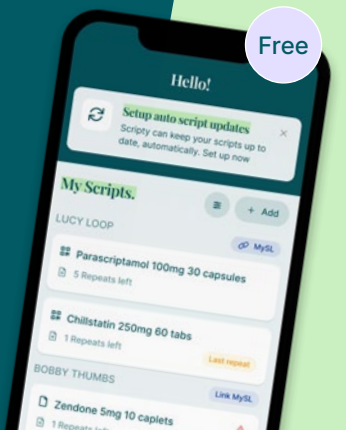


Metagenics®



MySL in the hands of your patients

Grant MySL access today



IPA holds summit

SAVE up to \$250 with earlybird rates for the Independent Pharmacies of Australia Group (IPA) Member Summit 2024 Together in Health (14-17 Oct).

Keynote speakers include past Pharmacy Guild of Australia President, Kos Sclavos, Retail Doctor Group's CEO, Brian Walker, and DBG Health's Chair and CEO, Dennis Bastas - see more on [page six](#).

MedAdvisor
for Pharmacy

Win 1 of 5
\$500 gift cards!



Click to read about our new cloud-based platform powering the pharmacy of the future



MedAdvisor Solutions®

IPA's leadership boost



INDEPENDENT Pharmacies of Australia Group (IPA) has appointed Darragh O'Se as its new General Manager of Merchandise.

O'Se (pictured) brings extensive experience in merchandise management, having held senior roles at Woolworths Group, Blooms the Chemist, and Smyth's Toys Superstores across the United Kingdom and Central Europe, as well as Amazon Australia.

He is known for leveraging insights to develop category strategies, and is also an active member of the Chartered Institute of Procurement & Supply.

"I am committed to delivering exceptional value to IPA members

and growing supplier brands to positively impact Australian communities," said O'Se.

"I look forward to working with the IPA team to achieve our collective goals."

O'Se, who will take up his role on 02 Sep, will lead a newly structured merchandise team of 32 specialists.

Lynne Gallucci, IPA Chief Operating Officer, highlighted that the merchandise restructure aligns with member and supplier feedback to enhance business partnerships, unify independent pharmacies, and simplify operations.

Additionally, IPA announced key appointments within the merchandise team - Natasha Beck as Head of Buying, Suzi Ebeyer as Head of Merchandise Services, and Matt Marsh as Head of Merchandise Operations.

IPA Managing Director Steven Kastinakakis expressed confidence in O'Se's leadership, stating that these changes will drive continued success and growth for IPA's 1,100 members across Australia. *JG*

NSW Health Minister to open PC2024

NSW Minister for Health, Ryan Park, will officially open the Pharmacy Connect 2024 conference (PC2024) on 05 Sep, at the Hyatt Regency Sydney.

Minister Park will inaugurate the Welcome Reception and address hundreds of delegates gathered for the event.

David Heffernan, President of NSW branch of the Pharmacy

Guild of Australia, commented that with the success of the state's UTI trial and the commencement of the skin conditions pilot, "pharmacists are increasingly vital in providing everyday healthcare".

"We're honoured to have Minister Park engage with us, and gain a deeper understanding of these opportunities."

LAMISIL **#1** SELLING TOPICAL ANTI-FUNGAL PRODUCT IN AUSTRALIA

TRIPLE ACTION **x3** AGAINST ATHLETE'S FOOT

- 1 Kills the fungus
- 2 Soothes symptoms
- 3 Prevents recurrence**

Available from API, Symbion, Sigma & CH2.

FIND OUT MORE or call 02 8878 9777 to talk to your Pharmabroker representative.

Always read the label and follow the directions for use. *IQVIA™ Sell Out Service, Topical Antifungals segment, Antifungal category, Australia Pharmacy, Total Value Sales, YTD 30/04/2024. **For up to 3 months when used as directed

DCO to drive innovation with partners



THE 2024 Direct Chemist Outlet (DCO) Partners Conference, to be held next week at the RACV Club in Cape Schanck, Victoria, is set to be a key event for the pharmacy sector, partners, and stakeholders.

The conference will feature a keynote address by Anthony Tassone, President of the Victoria branch of the Pharmacy Guild of Australia, who will discuss the implications of the 8th Community Pharmacy Agreement and the future of the sector.

Over 170 attendees will benefit from a diverse line-up of speakers sharing their expertise.

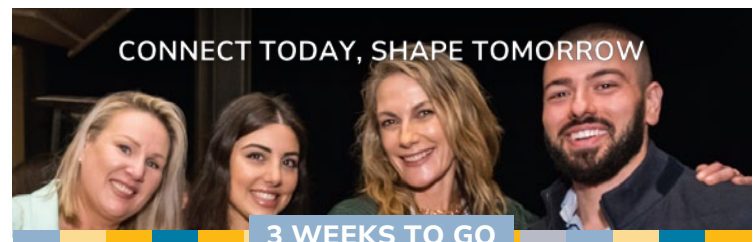
Rhianna Davis, General Manager of Direct Chemist

Outlet, highlighted the conference's role in fostering knowledge exchange and exploring growth strategies.

"The 2024 DCO Partners Conference is a unique opportunity to come together and drive innovation," said Davis.

The event will also showcase the DCO Golden Awards, celebrating achievements in various categories, including Excellence in Operations, Marketing, and Pharmacist of the Year.

Collaborative sessions will focus on refining operations, marketing strategies, and enhancing efficiencies to shape the industry's future.



JOIN US AT PHARMACY CONNECT 2024 FOR KEY INDUSTRY UPDATES!

BOOK NOW



5 - 7 SEPT 2024
HYATT REGENCY SYDNEY



Time to rethink your dispensary set-up?

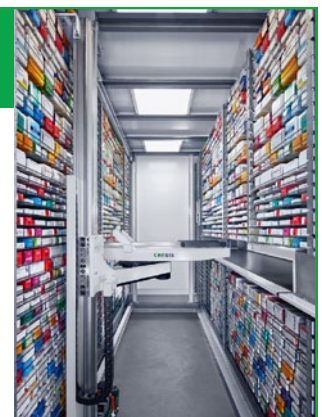
CONSIS.C The latest in pharmacy robotic automation

No matter the size of your pharmacy, contact us for a confidential discussion to explore the options available.

www.willach.com.au
Tel: (03) 9429 8222
info@willach.com.au

find out more

Willach | Pharmacy Solutions



Editor's Choice: Antipodes' Supernatural sunscreen solution

NEW Zealand's green beauty brand, Antipodes, is launching a new sunscreen next month, designed to offer high-level skin protection while also sitting beautifully under makeup.

The Supernatural SPF50+ Ceramide Silk Facial Sunscreen is a natural-origin formulation, featuring ceramides to help strengthen the skin barrier and target premature ageing.

The natural SPF boasts a luxe, non-greasy texture and dewy finish, with no pilling and no white cast.

The broad-spectrum UVA & UVB mineral sunscreen has no added fragrance, and according to the manufacturer, is suitable



for all skin types.

Consumers are advised to use and re-apply the product frequently, and avoid prolonged high-risk sun exposure.

The sunscreen retails for \$59 for a 60ml jar, and will be available on shelves in Sep, including at Chemist Warehouse and Priceline Pharmacy.

DB supports victims



DESIGNER Brands (DB)

Cosmetics has announced a new partnership with Escabags, a not-for-profit organisation dedicated to supporting victims fleeing domestic and family abuse.

The well-known community pharmacy makeup brand will contribute a range of products to the escape bags provided to victims who are fleeing a dangerous environment.

"At DB Cosmetics, we are dedicated to empowering people in our community to confidently be themselves," commented DB Cosmetics Senior Brand Manager, Katrina Saritsis.

"We are proud to announce our partnership with Escabags, an incredible organisation making a significant impact in our community," she added.

By teaming up with Escabags, DB Cosmetics aims to help individuals and families find safety, hope, and a fresh start.

The escape bags are currently stocked in over 1,600 stockists nationally including police stations, schools, coffee shops, salons, and community groups.

New from Nutrabalance

A NEW nutritional protein-enriched drink from Nutrabalance has arrived at TerryWhite Chemmart stores this week, designed specifically for people taking drugs such as Wegovy for weight loss.

Available for RRP: \$44.95, the Nutritional Protein Drink is packed with protein, fibre and prebiotics to nutritionally support people taking GLP-1 medication.



Ardell has all you need for the perfect brows



WELL-KNOWN beauty brand Ardell is showcasing a trio of products that make it easy to achieve perfect brows at home.

With 12 applications per kit, the Ardell Brow Tint is an effective and affordable way to fill in your brows, providing two weeks of colour with

just one application.

The semi-permanent brow tint is available in light, medium and dark brown for RRP: \$19.99.

Consumers can also use Ardell's Brow Lamination Kit (RRP: \$29.99) to create fuller-looking, more lifted and defined brows.

The kit is safe and easy to use, taking just minutes to deliver results that last up to five weeks.

Also available is the Ardell Brow Glue (RRP: \$16.99), a gel that locks brow hairs in place without stiffness or residue, ensuring they stay put all day.

The gel comes with a custom brow applicator and styling tool.

Ardell products are stocked in pharmacies around Australia, including Chemist Warehouse and Priceline stores.



Botani.

Problem-solving plant-based skincare & OTC proven by science

ACNE - FUNGAL RASHES - DRY SKIN
SCARS - AGE SPOTS - ATOPIC DERMATITIS

Vegan AUSTRALIA CERTIFIED | NO ANIMAL TESTING | NATURAL ORGANIC | GLUTEN FREE | SAFETY TESTED | AUSTRALIAN MADE

ORDER TODAY



Now Available at
CH2



Dispensary Corner



INSPIRATION comes from many a weird and wonderful place, but when it comes to studying the power of the human brain and its ability to recognise faces, you might not instantly connect that to HBO's hit TV show *Game of Thrones*.

But the inter-generational battle for control of Westeros has proven to be the perfect stimuli for psychologists from the University of York in the UK to understand how the brain connects faces to the role of the cerebral cortex.

Dig deeper though and there is a very worthwhile point to the study, apart from watching eight seasons of the show.

The study aimed to provide new insights into prosopagnosia or facial blindness, which affects one in every 50 people.

Researchers scanned the brains of 70 volunteers as they watched Jon Snow battle the White Walkers or one of the many other antagonists.

Half of the test subjects were familiar with the wildly complex and chaotic storylines, while the other half had never seen *GOT*.

MRI scans during the testing phase noted increased activity in parts of the brain associated with non-visual knowledge, with stronger connections among those familiar with the show.

The study was repeated by people with prosopagnosia, half of whom knew the show, with results showing an expected difficulty in recognising faces.

Researchers say the study will help advance knowledge and treatment of the condition.

Call to reform Code for VAD



THE Society of Hospital Pharmacists of Australia (SHPA) is urging the government to reform the Commonwealth Criminal Code to allow electronic communication in the delivery of voluntary assisted dying (VAD) care (**PD** 04 Dec 2023).

The call follows a Federal Court ruling that telehealth consultations about VAD are illegal.

SHPA President Tom Simpson highlighted the urgent need for change, stating, "pharmacists, along with doctors, nurses, and care navigators, should not face unnecessary barriers that impact terminal patients choosing to die

with dignity".

Simpson emphasised that the current restrictions, particularly the ban on telehealth, unfairly disadvantage terminally-ill patients, especially those in rural areas.

"This is an unnecessary and inhumane hurdle these patients, their families, and their care teams should not face," he said.

SHPA stated it supports a proposed bill to update the Code and ensure equitable access to VAD services across Australia, advocating for modernised communication methods that reflect medical advancements. **JG**

Palliative care medicines list released

A NEW National Core Community Palliative Care Medicines List has been released, identifying four key medicines that can be prescribed to manage common end-of-life symptoms for patients receiving palliative care at home.

The Health Department stated that community pharmacists are encouraged to stock these essential medicines, and prescribers are advised to consider them where appropriate, to ensure patients

have access to the necessary care at home.

The list is designed to improve access to palliative care in the community, helping to reduce distress and avoid unnecessary hospital transfers.

The National Palliative Care Project, caring@home, also provides free, evidence-based resources and education to support health and aged care workers, as well as families managing end-of-life care at home - to see more, **CLICK HERE**.

New CEO at ACN

THE Australian College of Nursing (ACN) has appointed Dr Kathryn Zeitz FACN as its new CEO, announced at the ACN National Nursing Forum in Cairns yesterday.

Dr Zeitz is a distinguished health administrator, academic, researcher, and nursing leader with extensive experience in the healthcare sector and commitment to patient-centred care.

Commencing her new role in late Sep, Dr Zeitz is currently serving as the Deputy CEO of the Central Adelaide Local Health Network, South Australia's largest health network, overseeing the Clinical Governance portfolio since 2019.

The network includes major institutions such as the Royal Adelaide Hospital and The Queen Elizabeth Hospital.

CAPS increase

THE Continence Aids Payment Scheme (CAPS) has increased its annual payment to \$694.80, effective 01 Jul this year, to assist eligible individuals with the costs of continence products.

To qualify, applicants must be at least five years old, have permanent and severe incontinence confirmed by a registered health professional, and be an Australian citizen, permanent resident, or have permanent residency rights.

For pharmacists wanting to find more information about CAPS, and the application process to support their patients managing incontinence, **CLICK HERE**.

Do The Math(s)!

Chemsave

Low Chemsave Monthly Membership Fee

- \$ 340 Catalogue pre-order rebates
- \$ 795 Dispense Assist subscription
- \$ 10 Pointers subscription
- \$ 550 Bonus stock

SUBTOTAL = Save \$ 1,695 per month
(\$ 20,340 per year)

- + Top discounts on 7000+ OTC products
- + Top discounts on 1000+ Rx products
- + Top discounts at wholesalers
- + Free point-of-sale support
- + Free merchandising
- + Free pricing servicing
- + Free digital marketing
- + Free Nostradata

GRAND TOTAL = BIG SAVINGS!

YOUR
BIG
SAVINGS
CHEMIST

ASK US ABOUT
OUR LIMITED-TIME
SPECIAL OFFER.

YOU DON'T WANT TO
MISS OUT ON THIS!

ON
OFF

7

8

9

×

÷

C

4

5

6

-

MRC

AC

1

2

3

+

M-

0

00

.

=

+

M+



VIC, SA, WA, TAS & NT

Michael Story
0425 820 160
michaelstory@chemsave.com.au



NSW, QLD & ACT

Simon Metcalfe
0499 208 182
simonmetcalfe@chemsave.com.au



MEMBER SUMMIT 2024

TOGETHER IN HEALTH

14-17 October 2024 • JW Marriott Surfers Paradise QLD

We're focused on a future together

- Navigate industry change and maximising opportunities
- Achieve better community health outcomes with the right mix of professional services
- Enhance your existing marketing program with the new IPA national marketing program
- Gain more productivity with our technology platforms - Buy IT Right and Know It All
- Achieve better margins and profit with collective buying power

Our keynote speakers



Kos Sclavos
Chief Pharmacist
DBG Health



Brian Walker
Founder & CEO
Retail Doctor Group



Dennis Bastas
Exec. Chairman & CEO
DBG Health

Thanks to our partners



SAVE UP TO \$250 WITH EARLY BIRD

For more information and to register, visit your member hub.

P: 1300 00 724 | E: support@ipagroup.com | W: ipagroup.com