



Today's issue of PD

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

- Dispense Assist
- WholeLife Pharmacy and Healthfoods

Low-cost solution

DISPENSE Assist is a low-cost staffing solution with dispensary technicians available 24/7 at rates as low as \$6.37 per hour for sessions from 30 minutes to two hours. Learn more on **page five**.

Swim a new lane

ALIGNING your pharmacy with WholeLife Pharmacy and Healthfoods can help drive foot traffic and increase basket sizes, backed by a leading store design - more on **page six**.

Menopause talk

A **SURVEY** of 1,000 women aged 40-65 has found 82% who have experienced menopause symptoms are not comfortable talking about it outside close circles of family and friends.

More than half said that when seeking medical advice, they did not know what to ask.

The Astellas Pharma Australia poll also found 67% of respondents said their attitude to discussing symptoms followed that of their mothers, who never shared concerns.

TWC against CW merger

TERRYWHITE Chemmart CEO John Cullity says the planned merger between Chemist Warehouse and Sigma Healthcare would reduce choice in the market and potentially impact smaller businesses negatively.

"I don't think that's in the interest of consumers generally," Cullity (**pictured**) said in a statement.

"It is not all about price, or about discounts – community pharmacy is an important part of the health network for Australia."

Cullity has urged the Australian Competition and Consumer Commission (ACCC) to put the brakes on the planned merger, saying that if approved, an already dominant player in the market would only become stronger.

The Pharmacy Guild of Australia expressed similar concerns if the deal was to proceed (**PD 11 Jul**).

The merger proposal has polarised the pharmacy sector, with Sigma working to appease concerns by allowing franchisees to exit the group and consider switching to another network if it proceeds.

Chemist Warehouse has taken similar action, saying it is open to selling part of its store network to ease issues raised by the ACCC.

The competition watchdog raised concerns earlier this year about a potential reduction in choice for consumers (**PD 13 Jun**) if the deal goes ahead, with a final decision expected next month.

"The transaction would create a merged company that is uniquely vertically integrated across multiple levels of the pharmacy supply chain," said ACCC Commissioner



Stephen Ridgeway.

"This new business model for the pharmacy sector could raise barriers to rivals expanding or entering, which may lessen competition." *ML*

A standing worry

EFFORTS to stand more in everyday life to offset the risk of cardiovascular health issues may actually increase the risk of long-term circulatory issues.

According to a new study by the University of Sydney, regular movement over sitting for extended periods is a better way to reduce the risk.

LGP record result

AUSTRALIAN medicinal cannabis brand Little Green Pharma (LGP) has reported a record-breaking quarter, with \$10.2 million revenue, up 40% on the previous quarter.

Cash receipts also rose over 40% to reach 10.8 million.

Net operating cash inflow of over \$1.0 million has also resulted in a cash flow positive quarter of \$0.6 million.

"With cash in the bank increasing to \$4.8 million from \$4.3 million, Little Green Pharma is well-positioned for continued expansion," according to a statement from the brand.

It is also predicted that LGP will save \$500,000 a year from subcontracting Australian cultivation operations.

Growth in the European cannabis market in Germany, UK and France also continues to drive the brand and set it up for continued expansion.

MedAdvisor for Pharmacy

Helping pharmacies transform for the future

Delivering:

- Anytime/anywhere access
- Optimized workflows
- Secure pharmacy operations

Learn more.

MedAdvisor Solutions™

Make the switch to Symbion

At Symbion we provide the tools, experience and solutions to help you reach your goals.

Find out why we are the leading choice for pharmacies.



Connecting communities to care



COPD standards

THE first national standard on chronic obstructive pulmonary disease (COPD) has been launched by the Australian Commission on Safety and Quality in Healthcare.

Released today, the standard offers support for clinicians and healthcare services on managing COPD.

The aim of the standard is to reduce potentially preventable hospitalisations and improve the overall outcomes for those experiencing COPD by providing guidance around best practice in the disease's assessment and management.

The guidelines also focus on the palliative care needs of people with COPD.

Around 1 in 13 people in Australia over 40 live with COPD, with some interventions able to ease symptoms.

To download a copy of the standard, [CLICK HERE](#).

TGA rejects lecanemab

THE Therapeutic Goods Administration (TGA) has decided that it will not register Lecanemab (LEQEMBI), a medication for people living with mild cognitive impairment and the early stages of Alzheimer's disease, as "the demonstrated efficacy did not outweigh the safety risks".

The medication works by removing amyloid plaques from the brain, slowing down cognitive decline in patients.

While clinical study data showed that the disease's progression was reduced in people using the medication compared to those given a placebo, according to the TGA, it was not deemed "significant enough to provide a meaningful clinical benefit".

Lecanemab is currently approved for use in the UK, USA, Japan, China, South Korea, Hong Kong, United Arab Emirates and Israel, with the company expected to request a reconsideration.

Dementia Australia CEO Professor

Tanya Buchanan expressed her dismay of the TGA's decision, describing it as "a blow to Australians" who are in the early stages of Alzheimer's disease.

"Alzheimer's disease is a progressive and ultimately fatal neurological condition, so slowing decline when people are experiencing mild symptoms is incredibly important in supporting people to maintain quality of life for longer," she said.

"Lecanemab is not a cure and is not for all people with a diagnosis of Alzheimer's disease.

"Like many medicines it also comes with some significant risks. "It is however, widely seen as an historic first step towards reducing the huge impact of Alzheimer's disease and for people living with the condition it signified hope."

According to the Australian Institute of Health and Welfare, last year, it was estimated that 411,100 Australians live with dementia and Alzheimer's disease. *JHM*

No birth defects

A NEW study published by *The BMJ* has found that diabetes drug metformin is not associated with birth defects.

As a result, it is a suitable medication for potential fathers with type 2 diabetes.

The finding follows a recent Danish study linking men on metformin and an increased risk of congenital malformations in male infants.

Researchers further evaluated this connection in offspring from Norway and Taiwan.

"After restricting analyses to fathers with type 2 diabetes, and adjusting for other important factors, such as father's age and related conditions, no increased risk of any congenital malformations among infants born to fathers who used metformin during the sperm development period was found in either Norway or Taiwan," said the researchers.

Nizoral®

ARE YOUR PATIENTS SUFFERING FROM DANDRUFF?

Recommend Nizoral's range of effective anti-dandruff treatments



Always read the label and follow the directions for use.

*Peter RU and Rocjarz-Barthauer U, Br J Dermatol 1995;132(3)441-5. Department of Dermatology, University of Munich, Germany. Janssen Research Foundation.

Editor's Choice: Bioderma launches new Cicabio creme

IDEAL for dry, fragile, damaged skin, Bioderma's Cicabio range works to offer intense recovery, accelerate healing, reduce scarring and create moisture and hydration.

The star ingredient of the Cicabio range is active ingredient Antalgicine to encourage pain-free and anti-itch healing.

The reinvented Cicabio Creme+ (\$23.99) is the first to ensure a balanced skin microbiome, vital for preventing infections.

Versatile and easy to use, it can be used to heal minor cuts, burns, insect bites and cuticle care, in addition to aid healing post-laser or facial peel.

The product also includes polyglutamic acid and hyaluronic acid to hydrate and moisturise, as well as cylose to help restore the skin barrier.

"Bioderma is thrilled to bring Cicabio Crème+ to the Australian market," said Stephanie Sullivan, Skin Expert at Bioderma Australia.

"This multi-tasking formula is a testament to our commitment to innovation and our dedication to providing dermatological solutions that respect the skin's natural biology, with multi-tasking ingredients that support the recovery of dry, irritated and fragile skin."

Now available in Priceline and Chemist Warehouse.



Viral gel nail stickers



GEL nail stickers from Melbourne beauty brand By Me & Crew are now stocked at pharmacies across the country.

The innovative semi cured GEVEL™ nail stickers are an easy DIY alternative to customers going to the salon, potentially damaging their nails with acrylic manicures.

By Me & Crew's stickers are flexible, stretchy and fit all nail shapes. They also harden within 60 seconds under the brand's UV lamps and last two to four weeks.

The viral stickers have racked up more than 400 million views across social media and have proven to be a big hit on retail shelves.

"I've worked in pharmacies for over 15 years and never seen much new in the nail category. My staff saw By Me & Crew on social media and told me I had to range their products in store," Kheang, Lim's Pharmacy Retail Manager said.

"Customers were very curious... We sold out their Get Started Pack within [an] hour."

DIY micro-needling

CONSUMERS can now enjoy at-home microneedling with the new Dermapen HOME (\$749), designed to complement the clinical cosmetic procedure in between appointments to maintain results.

The device has been proven to visibly reduce the appearance of wrinkles, pigmentation, uneven skin texture and more.

Featuring settings safe to use at home, it includes sterile single-use needle cartridges, four speeds syncs to the Dermapen HOME app.



US tween skincare brand lands Down Under



US TWEEN skincare brand Bubble has just landed in Australia.

Now stocked in Priceline stores, Bubble features a colourful range of 11 innovative products created

with dermatologists, chemists and product scientists - all under \$30 each.

The new Bubble skincare range includes gentle, easy-to-use products such as the Fresh Start Gel Cleanser (\$25); Bounce Back Balancing Toner Mist (\$20); Level Up Balancing Gel Moisturiser (\$28); Super Clear Blemish Prevention Serum (\$29); Day Dream Vitamin C+ Niacinimide Tone + Texture Serum (\$29) and more.

Bubble is currently available in more than 13,000 stores around the world, including Ulta, CVS, Walmart, Boots, Amazon and more.

A portion of the brand's sales from its e-commerce business go to nonprofit organisations that support teens and young adults experiencing mental health issues.

Want to feature on this page?

email advertising@pharmacydaily.com.au to find out more

Beauty & Wellness
by Pharmacy Daily

Dispensary Corner

NEXT time you see City of Sydney street cleaners in action, you'll know the water being used has also helped to provide life-saving medical treatment.

In an Australian-first, Sydney's Royal Prince Alfred Hospital will provide clean and filtered water used in its kidney dialysis machines to the city council for use in keeping streets sparkling.

In doing so, the council is saving up to 1.5 million litres of water each year.

Dialysis machines are used for up to 14 hours per day and need up to 500 litres of ultra-pure water for their vital use cleaning out the kidneys of a patient with kidney disease or failure.

The process starts via a reverse osmosis unit at the hospital, which generated pure water, with extra run-off during purification stored in one of two tanks which were added during a redevelopment in 2020.

Sydney Lord Mayor Clover Moore said finding better ways to manage water was a crucial part of the city's resilience.

"By collecting the water from Royal Prince Alfred, we are also reducing emissions and travel time for our trucks, which don't have to return to depots in Alexandria or Ultimo to refill after cleaning the streets," Moore said.

Sydney Local Health District Chief Executive Deb Willcox AM said the collaboration also helped the hospital meet its annual sustainability goals, saying she was happy the alternative water source could be put to good use.

Wizard's new Darwin outlet



WIZARD Pharmacy has opened its second location in the Northern Territory, with its newest location in the Gateway Shopping Centre in Darwin.

The site builds the brand which debuted in 2022 with its maiden store in Casuarina in 2022.

Northern Territory Wizard Pharmacies Operations Manager, Ashleigh Hutson, said the skilled team was eager to bring good health and advice to more communities across the NT.

"Since arriving in the Northern Territory, our customers have benefited from an extensive range of competitively priced products and a loyalty program that provides additional value, which is especially important in the current climate," Hutson said.

The new pharmacy will also carry on the brand's Good Health Clinic services including vaccinations, vitamin B12 injections and medication checks.

"We're proud to be a trusted and convenient source of health services for our community," Hutson added.

A number of invited guests were

on hand to cut the ceremonial opening ribbon including Pharmacy Guild of Australia NT Branch Director, Keely Quinn.

Also present was Automobile Association of the Northern Territory (AANT) Community & Digital Marketing Specialist, Stevie Herrod.

AANT members receive a 5% discount on eligible products at the two Wizard pharmacies. *ML*

The Wizard Pharmacy Darwin team of Linda Copine, Safa Aman, Savyata Gurung, Amanda Maloney, Ashleigh Hutson, Jodie Robinson and Elise Melas are **pictured** above.

QLD digital pact

HEALTHCARE ICT innovator Vitalis Solutions has formed a partnership with technology company Servita to drive large-scale transformation projects in the state's health sector.

A variety of IT transformation projects are now underway in the Qld Govt's Health Capital Expansion Program including testing-as-a-service and new digital IT infrastructure.

New cancer trials

ALMOST \$22 million will be handed out by the Australian Government to support cancer clinical trials over the next three years.

The funding, administered by Cancer Australia, will support 14 multi-site collaborative cancer clinical trials groups across the country.

The program is integral to ensure targeted and innovative research investment, particularly in areas of unmet and emerging need.

It will also focus on improving clinical trial design, enhancing equitable access to trials, and accelerating the translation of research into clinical practice, directly contributing to better outcomes for Australians affected by cancer.

Treating eczema

LEO Pharma's delgocitinib cream has launched in Germany, for those suffering chronic hand eczema (CHE), with the European country becoming the first to make the topical cream available.

Phase 3 trials, delta 1 and delta 2, showed significant clinical improvements for delgocitinib users, supporting the cream's efficacy, and seeing it receive European Commission approval.

"Whilst CHE as a disease has a high unmet need and has long been overlooked internationally when it comes to medical research, here in the German population, the hand eczema prevalence is high and CHE is a real problem for the patients," LEO Medical Director Urs Kerkmann said.



**STAFF SHORTAGES?
OVER-WORKED?
WAGES INCREASING?**



GIVE YOUR DISPENSARY THE HELP IT NEEDS

Dispense Assist is a revolutionary way of dispensing prescriptions in your pharmacy for a fraction of your normal cost.

Utilising the latest technology, software and security, Dispense Assist technicians work on your workstation to dispense prescriptions and perform any other task you require.



We are available 24/7/365 at a moment's notice whenever needed for sessions of 30mins to 24hrs.

Rates as low as \$6.37 per hour with the same rates for days, nights, weekends and public holidays.

Perfect for solving your DAA staffing issues and significantly boosting your DAA profits.

💬 Dispense Assist has been a game-changer for my pharmacy. We no longer stress about finding staff and save an incredible amount of money. Without doubt it's the future of dispensing. 💬



Curious to see if it's a fit for your pharmacy?

Sign up for a FREE Trial Now:



www.dispenseassist.com.au



Scan qr code



WHOLELIFE
PHARMACY & HEALTHFOODS

Swim against the current

Are you looking to join a Pharmacy group that supports your business growth through differentiation?

WHOLELIFE PHARMACY & HEALTHFOODS DELIVERS:

- + A unique proposition that is aligned with today's health and wellness trends
- + Provides differentiated and on trend product offerings to increase basket sizes
- + Appeals to a broader customer base to drive increased foot traffic
- + Offers an expanded range of health services to increase customer visits
- + Contemporises your pharmacy through leading store design

IT'S TIME TO MAKE YOUR MOVE!

For a confidential discussion about the WholeLife opportunity,
contact Head of Network Development, *Mike McKenna* 0497 407 001