

4 ways to help build strong bones



Available from Symbion, Sigma, API & CH2

Always read the label and follow the directions for use.

Today's issue of PD

Pharmacy Daily today features three pages of news.

New WHO salt recs

THE George Institute for Global Health and Resolve to Save Lives have welcomed the World Health Organization's recommendation to replace regular table salt with potassium-based salt substitutes, describing the move as a "significant step in the global effort to tackle raised blood pressure and cardiovascular disease".

By switching to lower-sodium salt substitutes, individuals can reduce their sodium intake and simultaneously increase their potassium intake, which helps counteract the harmful heart effects of excess sodium.

People with kidney disease should consult their medical provider before switching.

PSA announces plans to acquire ACP

THE Pharmaceutical Society of Australia (PSA) Board has announced plans to acquire the Australasian College of Pharmacy, further growing the PSA's leadership in education and training for pharmacy professionals.

Described by the College's CEO, Amanda Seeto, as an "exciting and pragmatic change", the PSA's decision to acquire the College is part of its broader plan to maximise member value through growth and expanding education opportunities for the profession.

In doing so, it aims to secure a long-term, sustainable future for PSA as the premier training and education provider for pharmacists, pharmacy assistants and technicians.

Associate Professor Fei Sim, National President and Chair of the PSA Board, said the acquisition will be a transformational opportunity to grow the PSA's industry-leading education and workforce development offer and will put the

PSA in a stronger representative and financial position to support and advocate for members during this pivotal time of practice change in pharmacy.

"Along with the PSA Board, I fully understand the challenges pharmacists are facing, as we transition to full scope of practice and our roles become increasingly demanding," A/Prof Sim said.

"Growing our footprint within pharmacy education means we can further invest in not only education, but also the professional and practice support PSA provides.

"As our profession continues to mature, this unity will provide the necessary strength our profession needs at this critical time of change to fully utilise our skills and expertise," A/Prof Sim said.

Seeto said the College and PSA have always shared a commitment to providing contemporary education and training in a format that is accessible, efficient and most importantly, highly relevant to



Australian pharmacists.

"This exciting and pragmatic change maximises the focus on world-leading professional development for Australian pharmacists, no matter their practice setting or career stage.

"The move will set our sector up for success, at a time when pharmacy is becoming an increasingly valued frontline health service," Seeto said.

PSA members will vote on the issue at an upcoming meeting. *KB*

Looking to purchase your first pharmacy? Time for a review of your current finances? Buying or selling equity?

We will get you the best rates available and the right finance solution to help your business grow and preserve all important cash flow.

Talk to one of our Specialist Pharmacy Business Finance Team today.



Richard Gorman
Head of Pharmacy Sales
0412 188 899
richard@corporatefinancial.com.au



Michael Clark
Head of Pharmacy Finance
0407 925 975
michael@corporatefinancial.com.au



Daniel Bowen
Commercial Finance Executive
0425 152 815
daniel@corporatefinancial.com.au



Tim Gersteling
Commercial Finance Executive
0424 040 173
tim@corporatefinancial.com.au

CORPORATE
FINANCIAL
SERVICES

CONTACT US TODAY

📞 (02) 9955 3777
🌐 corporatefinancial.com.au



Scan QR Code to schedule a FREE Consultation. Let's explore how we can help your pharmacy thrive.

Leafio announces IPA partnership

LEAFIO, Australia's largest medical cannabis wholesaler and the distribution arm of Montu medical cannabis products, has announced a new strategic partnership with Independent Pharmacies Australia (IPA).

The partnership will see Leafio provide advanced technologies, expertise and support to IPA dispensaries, helping them optimise operations, enhance patient experience and deliver unparalleled service.

It will also allow IPA pharmacists access to exclusive Leafio discounts.

IPA General Manager Merchandise, Darragh O Se, said he is excited for IPA members to embrace the Leafio platform and experience the benefits firsthand.

"As Australia's largest independent pharmacy network, we are here to face challenges with our members and provide their businesses with the flexibility they need to succeed," he said.

"The medicinal cannabis category is evolving quickly and we are extremely happy to work with Leafio to provide a solution in this space.

"Via the Leafio platform, we will be equipping our members with the tools to become trusted, go-to medical cannabis providers in their local communities."

In welcoming the partnership, Nicole Le Maistre, Leafio General Manager, highlighted the benefit of the move to the 1,000-plus pharmacies that sit within the IPA network.

"Leafio makes it easier for pharmacies to provide in-demand medications to an increasing cohort of Australian patients," she said.

"These partnerships are essential for ensuring pharmacies and the patients they serve have a reliable supply of these therapeutics."

CWG's record first half FY



CHEMIST Warehouse Group (CWG) has announced record sales and margin expansion over the first six months of the 2024/25 financial year in a trading update.

Total Chemist Warehouse retail network sales for the six months to 31 Dec 2024 were \$5.154 billion, up from \$4.559 billion over the corresponding time period in 2023.

Sales growth over the period was 10.3%, compared to 8.9% the previous year.

"CWG has delivered a record result for the first half of the financial year, with double digit like-for-like retail network sales growth, aided by a strong trading performance in Dec," Chemist Warehouse CEO Mario Verrocchi said in a company statement.

"We have executed well on the commitments we made in Sep to deliver sustained growth through new franchise store openings and international expansion while implementing new supply

agreements to drive efficiencies."

CWG opened 19 new stores in the half, including two in Dubai (PD 22 Oct 2024), which Verrocchi described as "a new geography with attractive opportunities".

He also pointed to good progress made in transitioning wholesale supply to Sigma "to drive efficiency gains" as well as the transformational Sigma merger, which is expected to be completed in Feb.

"We also successfully launched the new Messi men's fragrance which delivered strong sales during the period, demonstrating our ability to innovate and support partners' brands," Verrocchi said.

In addition, there was the launch of Wagner Pharma.

"We enter 2025 with confidence and look forward to further growth and network expansion."

Sigma and Chemist Warehouse shareholders are set to vote on the merger today. KB

New geographic atrophy drug

THE Therapeutic Goods Administration (TGA) has approved Apellis Pharmaceuticals' Syfovre (pegcetacoplan) for treatment of adult patients with geographic atrophy (GA) secondary to age-related macular degeneration (AMD), with an intact fovea and when central vision is threatened by GA lesion growth.

Administered every other month, Syfovre is the first and only approved treatment for GA in Australia.

More than 75,000 Australians are living with GA, an advanced form of AMD and a leading cause of blindness worldwide.

It is a progressive and irreversible disease caused by the growth of lesions, which destroy the retinal cells responsible for vision.

The vision loss caused by GA severely impairs independence and quality of life.

"As a retina specialist, I have seen how GA often takes away a person's ability to read, drive, and even see faces of their loved ones," said Professor Robyn Guymer, Deputy Director, Centre for Eye Research Australia.

"The approval of Syfovre is a historic moment full of hope for the Australian GA community, who have been waiting for a treatment."

Philips and Compumedics pharmacy sleep therapy partnership

PHILIPS Pharmacy Sleep Services has partnered with Australian-based global medical device company, Compumedics, to provide "an end-to-end solution" enabling pharmacies to identify, test and treat patients with sleep apnoea.

The partnership will see Compumedics supply its Somfit devices and electrodes to Philips' pharmacy-based sleep program in pharmacies across Australia, to bring better care for more people.

Somfit is a lightweight, wearable device designed to collect high-quality physiological data to aid medical professionals in diagnosing sleep disorders.

Following clinician diagnosis of the Somfit results, patients can begin CPAP therapy with support from their local pharmacy.

"Our partnership with Compumedics will allow us to deploy innovative and easy-to-use technologies that identify consumers at risk of sleep

apnoea," said Rahul Gundala, International Markets Business Leader, Philips Sleep & Respiratory.

"By integrating these meaningful innovations into our services, we're not only enhancing personal lives and wellbeing, but also significantly reducing the long-term burden of the disease on healthcare systems," Gundala said, adding that the company will improve access to care for communities across the country, including those in remote areas.



Dispensary Corner

DID you know that the time you choose to eat dinner could have an effect on your longevity?

A new study which looked at the habits of centenarians found that eating less in the evening, and having dinner earlier than usual, could boost your chance of reaching your 100th birthday.

According to Dr Valter Longo, a researcher in ageing and biological science at the University of Southern California, heavy meals consumed later in the evening make it more difficult for your body to metabolise the food, increasing the risk of health issues like high blood pressure.

Additionally, eating too late can disrupt the circadian rhythms that determine how our body transitions from day to night and back again.

Longo's advice is to have a 12-hour gap between dinner and breakfast the following day.

In fact, a major study in 2022 found that all food should be eaten within a 12-hour window to help the body effectively convert calories to energy.

Other research has shown that intermittent fasting can also increase longevity by helping cells live longer, improving blood sugar control, and boosting brain function.

Of course, *what* you eat is also very important.

Legumes, whole grains and vegetables, as well as plenty of nuts and olive oil, featured prominently in the diets of those who lived to reach triple-figure birthdays.

PRODUCT SPOTLIGHT

Suppliers wanting to promote products in this feature should email newproducts@pharmacydaily.com.au

Revive Tears - PBS listed

Revive Tears lubricant eye drops provide long lasting and soothing relief against burning, irritation and discomfort due to dry eye.

Moisturises, comforts and refreshes tired and strained eyes. Revive Tears helps lubricate, hydrate and protect dry eyes.

Suitable for use with contact lenses.

Contains hypromellose 3mg/g.

Suppliers: Available from Symbion, Sigma & API.

RRP: \$4.32 (available in 10ml packs).

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



NYDA® Express – Head Lice Treatment

NYDA® Express' unique dual Dimethicone formulation uses a combination of two types of dimethicone (silicone oil) as a physical and effective mode of action for lice and eggs treatment.

Unlike chemical treatments, it's odour-free and suitable for all ages, including infants and pregnant women.

Proven to kill lice in 10 minutes with just one application, it is effective even against resistant lice. Safe, gentle, and scientifically proven, NYDA® Express offers a fast and reliable solution for the whole family.

There are two pack size options:

NYDA® Express 50ml and NYDA® Express 100ml Family Value pack which includes a free head lice comb.

RRP: \$20.99 - 50ml / \$33.99 - 100ml

Suppliers: Available to order across all wholesalers.

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

