

Today's issue of PD

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

- Differin
- Willach

Retinoid action

DIFFERIN Acne Treatment contains the potent retinoid Adapalene to treat and prevent acne and restore the skin's natural texture and tone. Available over the counter - learn more on **page four**.

Save time, money

WILLACH Consis C provides the latest in robotic automation for a more efficient dispensary set-up, freeing up space and time within your pharmacy. It features full integration with all dispense software, and more - see details on **page five**.

PSA Queensland excellence awards

THE Pharmaceutical Society of Australia (PSA) held its 2025 Queensland Excellence Awards in Brisbane last night, with five outstanding pharmacists recognised for their commitment to excellence in practice.

The 2025 PSA Queensland Pharmacist of the Year was awarded to Peter Fairgray, a prescribing pharmacist and community pharmacy owner who is passionate about bringing solutions to patients.

Fairgray has also been a strong advocate for men's health, leading the successful Men's Health Downunder program in Brisbane since 2020.

Gift Sailim, an accredited full-scope practitioner serving Far North Queensland, was awarded the Early Career Pharmacist of the Year.

The forward-thinking innovator in compounding is a champion for her community and future pharmacists.

Kaden Collier was recognised as Intern of the Year, demonstrating

a relentless focus on what is important to each individual patient during their entire admission to hospital.

Dr Danielle Stowasser, a visionary and compassionate leader who has devoted her career to improving the quality and safety of medication management in Australia, was recognised with the PSA Queensland Lifetime Achievement Award 2025.

With a PhD on information transfer, she pioneered electronic medication communication systems and developed the foundational Medication Management Cycle.

"Danielle's dedication to mentoring others and driving systemic change has enhanced medication safety, continuity of care, and the professional standing of pharmacists - a true lifetime achievement of enduring national impact," said a PSA spokesperson.

Finally, the 2025 Professor James Dare Pharmacy Graduate of the Year went to proud Gumbaynggirr woman Tahlia O'Hara from Griffith University, a culturally grounded leader and an academically committed student who is a passionate advocate for health equity.

PSA Queensland President Hannah Knowles acknowledged the outstanding achievements of this year's award winners and nominees, as well as the dedication of pharmacists throughout the state.

"The amazing work pharmacists do in communities across Queensland every day is inspiring, and it's a great privilege to recognise them for what they do to

advance the profession," she said. "On behalf of the PSA, I congratulate the outstanding pharmacists presented with awards and thank them for their commitment to bettering the health of Queenslanders." KB



Vita-D Mini Tablets
Supports bone health, muscle strength and calcium absorption. **NEW**
Available in 90's and 250's
Symbion, Sigma, API & CH2
Always read the label and follow directions for use. **Petrus**

Gentle on ears, tough on wax



20% OFF



Click here to view offer

Always read the label and follow the directions for use.
IQVIA, Earwax removal, Australia Pharmacy Unit Sales, Sell in data MAT Sep 2024.



Bonnington's IRISH MOSS COUGH SYRUP
Relieves Sore Throats
Licorice & Honey Apple Flavour
Natural formula for the effective relief of sore throats
Available in all wholesalers
ORDER NOW
AUSTRALIAN MADE
Always read the label and follow the directions for use.



NEW
MediChoice Ibuprofen 200mg LIQUIFAST: FOR FAST PAIN RELIEF
Mini liquid capsules
The right choice.
M131025a521.0 Always read the label. Use only as directed. Incorrect use could be harmful.

Manage pain in a mini.



PBAC's "seismic shift in thinking" hailed

THE Pharmaceutical Benefits Advisory Committee (PBAC) has released the outcomes from its Sep meeting, with several cancer drugs given the nod.

Among them was a positive recommendation to subsidise a pan-tumour listing for nivolumab and ipilimumab (Opdivo + Yervoy, BMS) for advanced or metastatic cancers - a move that could mark a major shift in how cancer medicines are assessed and funded in Australia.

"This positive PBAC recommendation represents an important development for Australian patients with advanced or metastatic cancers, by broadening access to treatment options," said Owen Smith, General Manager of Bristol Myers Squibb Australia.

"It represents a significant breakthrough in the funding model and importantly will deliver faster and more equitable access for Australian patients who don't have time to wait."

Rare Cancers Australia (RCA) CEO Christine Cockburn said it could see Australians living with rare and less common cancers "gain faster and fairer access to life-changing treatments without having to pay the hefty price tag".

Cockburn commended the PBAC and Department of Health for their "willingness to listen and collaborate with stakeholders to resolve long-standing systemic barriers".

"This recommendation signals a seismic shift in thinking - where access to medicines is not

reliant on impossible evidentiary standards for small patient populations," she explained.

"For many Australians living with rare and less common cancers, it means hope for faster, fairer access to treatments that can save or extend lives.

"We now urge a speedy resolution of the next phase to ensure PBS listing," she said.

Other cancer drug recommendations include the listing of zolbetuximab (Vyloy, Astellas) in combination with chemotherapy for the treatment of patients with gastric or gastroesophageal junction cancer, with the PBAC noting a clinical need for new treatments.

And osimertinib (Tagrisso, AstraZeneca), in combination with chemotherapy, was ticked as a first-line treatment of patients with locally advanced non-small cell lung cancer or metastatic cancer under certain conditions.

Adult patients with chronic kidney disease may benefit from the recommendation to expand the eligible population for the PBS listing for dapagliflozin (Forxiga, AstraZeneca), to be in line with its recommendation for empagliflozin from May this year.

The PBAC also recommended the Section 100 (Highly Specialised Drugs Program) listing of vanzacaftor with tezacaftor and with deutivacaftor (Alyftrek, Vertex) for the treatment of cystic fibrosis in patients aged six years and older with certain genetic mutations.

See the full outcomes [HERE](#).

Flu record a wake-up call



AUSTRALIA'S record flu season has sounded the alarm on Australia's influenza vaccination rates, with more than 410,000 lab-confirmed cases reported so far in 2025.

The case numbers have already outstripped the previous all-time high of 365,000 recorded last year, with Royal Australian College of GPs (RACGP) President Dr Michael Wright describing the latest figures as "a wake-up call".

Meanwhile flu vaccination rates have plateaued or decreased, with only 25.7% of children aged six months to five years vaccinated in 2025 - the lowest since 2021.

Rates for patients over the age of 65 have also slipped, with the 60.5% rate the lowest since 2020.

"This is not a record we want to be breaking, we must boost vaccination rates and reverse this trend," he said.

"This should act as a wake-up call to all patients across Australia."

Dr Wright has called for action ahead of next year's peak flu season. "Governments can take concrete

steps to improve our vaccination figures," he said.

He pointed to the free intranasal vaccinations being offered in Queensland, NSW, South Australia and Western Australia, urging other state governments to follow suit.

"The vaccination rate for young children, who are at increased risk of contracting a severe flu infection, has fallen to just one in four and they're also coming down with influenza more often than any other patient group," Dr Wright said.

The Australian Influenza Vaccine Committee (AIVC) has announced its recommendations for the 2026 southern hemisphere trivalent influenza vaccines, aligning with World Health Organization advice.

The B/Yamagata-lineage influenza component, which was in the quadrivalent vaccine, will no longer be included, as the virus has not been detected since 2020.

All vaccines will now be trivalent, and will also contain two new strains for the Influenza A(H1N1) pdm09 and A(H3N2) subtype virus component. *KB*

PHARMACY 4 LESS
DISCOUNT CHEMIST



Wesfarmers Health

CELEBRATING 18 YEARS AND A NEW ERA OF GROWTH

Join us as we build the next chapter of Pharmacy 4 Less.

To learn more about franchise opportunities:

Vic/Tas - Peter Heeraman 0448 855 836

WA/SA - Linda Whithnell 0487 261 014

Qld - Julio Amituanai- 0459 587197

NSW - Danielle Lane- 0458 454 334



Dispensary Corner

FORMER Mr America and bodybuilder Andrew Bostinto is 100 years old - and still going to the gym six days a week.

In a *Daily Mail* exclusive interview, Bostinto shared the secret to his long-lasting health - and he claims it's not actually the exercise.

"I don't think of myself as old, and that's what keeps me going," the centenarian said.

"People say they're old, [but] to say that, you give up on life.

"It's like you give up on yourself, and you start to decline, but for me, who I am today is the same as when I was younger."

Bostinto first started hitting the gym when he was just 12 years old and began bodybuilding in the 1930s, before a 30-year stint in the army.

When he returned, he went on to win his first Mr America title in 1977 - and he still competes in bodybuilding competitions today, despite having a pacemaker, a titanium knee and suffering a mini-stroke several years ago.

These days, Bostinto regularly trains with his 66-year-old wife Francine, who joked: "I take full credit for his longevity; this is what happens when you marry a much younger woman."



Q&A with DCO founder, Ian Tauman

IAN Tauman is Director and founder of Direct Chemist Outlet, and also runs the buying group, Power Buying Group (PBG).

In this Q&A, Tauman (**pictured**) addresses common questions about the differences between a pharmacy brand and a buying group, and which option may better suit your pharmacy.

PD: What is the difference between a pharmacy brand and a buying group?

IT: A pharmacy brand is really a complete business model, providing access to superior buying terms, as well as a full suite of planned catalogues, national marketing, store layout guidance, planograms, and operational support.

On the other hand, a buying group essentially leverages collective purchasing.

It's great for pharmacies that want the savings, without adopting a unified brand identity or the full retail structure.

PD: Who typically benefits most from joining a pharmacy brand?

IT: Pharmacies with the size, location, and ambition to run a structured business model benefit most from being part of a pharmacy brand.

A brand works well when you can support the range and volumes needed to deliver consistent promotions and a strong retail offer.

With a pharmacy brand, you get end-to-end retail support - it's like having a roadmap for running your pharmacy so you're not reinventing the wheel every time.

That level of structure is something buying groups generally don't provide.

The strength of a national brand brings visibility, credibility, and promotional power that can draw in customers who may not have

previously shopped locally.

PD: And who are buying groups best suited to?

IT: Buying groups are perfect for pharmacies that want to remain independent and unique while still benefiting from strong buying terms.

They can also be a valuable solution for stores that may already be aligned with a pharmacy brand that is not delivering the best commercial terms for their business.

Smaller-format stores may not have the space to support catalogue lines or the stock depth required by a brand.

For those owners, a buying group lets them keep flexibility and tailor the business to their local community, while still getting competitive pricing.

PD: Which would be best for owners who value independence?

IT: There are many different models of pharmacies, and it's about aligning your goals with the right platform.

If you want the benefits of a proven retail model with strong marketing support, a pharmacy brand can give you that structure.

But if your store requires more flexibility and the ability to tailor your business to local needs, a buying group may be the better choice.

PD: Finally, how should a pharmacy owner decide which option is right for them?

IT: Start by looking at your store's footprint, your growth ambitions and your appetite for structure.

If you want to scale, build recognition, and maximise retail efficiency, a pharmacy brand may be a stronger choice.

It gives you the tools, marketing, and consistency to attract new customers and expand your reach.

If, however, your store is a



smaller-format store or your focus is on maintaining a unique local identity, then a buying group might suit you better.

The important thing is that both models exist to support pharmacies - it's just about finding the right fit.

NMS 2025 agenda

THE fully virtual National Medicines Symposium 2025 is coming up on Wed 22 Oct, with this year's theme being 'Quality use of medicines in people with diabetes'.

It brings together leading clinical experts, researchers, policymakers and people with lived experience to explore practical, person-centred approaches to diabetes management.

The full agenda is now available, kicking off with an introduction from Prof Andrew McLachlan from the University of Sydney Pharmacy School and an opening address by Federal Minister for Health, Disability and Ageing, Mark Butler.

See details of the program and register **HERE**.

Differin treats acne

with a potent retinoid: Adapalene.

Differin is the first (and only)¹ acne fighting retinoid available over the counter.

Adapalene works in three ways:^{2,3}

1 Treats

acne deep in the pores at the source, to reduce redness and underlying inflammation

2 Prevents

new acne from forming by increasing cell turnover

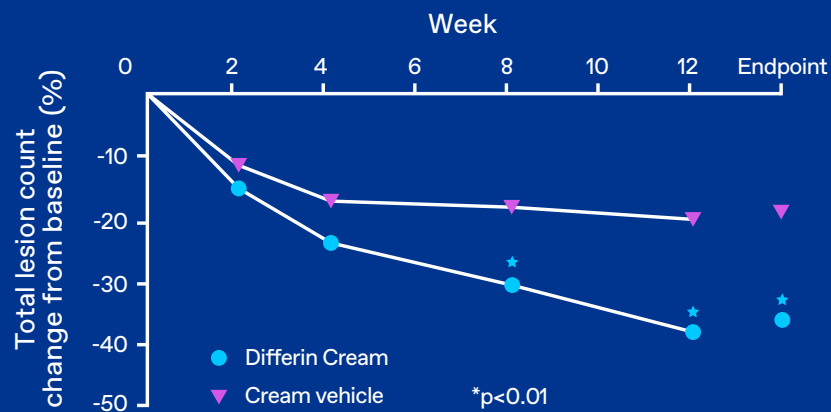
3 Restores

your skin's natural texture and tone

Acne visibly improves after just 2 weeks.⁴



Improvement in total lesion count with Differin Cream vs vehicle observed from 2 weeks.^{4,5}



Differin Cream is clinically proven to:

- Reduce visible signs of acne within 2 weeks
- Shows significant reduction within 12 weeks ($p<0.01$)⁴

In a meta-analysis of 5 pivotal studies⁵, adapalene 0.1% gel was shown to be:

- As effective as tretinoin (0.025%) cream in reducing total lesion count at 12 weeks
- Superior in local tolerability compared to tretinoin (0.025%) cream⁵

Who can be recommended Differin?

- Differin is indicated for the treatment of mild to moderate comedonal and papulopustular acne (blackheads, whiteheads & pimples) of the face, chest or back
- Can be recommended from 12 years to adult
- Breastfeeding – can be used however should not be applied to the chest
- Pregnancy – don't use

ASK YOUR PHARMACIST ABOUT THIS PRODUCT. ALWAYS FOLLOW THE DIRECTIONS FOR USE.

Apply a thin film to the affected areas once a day before bedtime and after washing. Avoid the eyes, lips and mucous membranes. The affected areas should be dry before application.

1. ARTG listing as at 15th October 2023. 2. Differin® Gel & Cream Consumer Medicines Information 2020. 3. Gollnick H et al. J Am Acad Dermatol 2003; 49(1 Suppl): S1+ S37). 4. Lucky A et al. Cutis 2001; 68 (4 Suppl): 34-40). 5. Cunliffe WJ et al. A comparison of the efficacy and tolerability of adapalene 0.1% gel versus tretinoin 0.025% gel in patients with acne vulgaris: a meta-analysis of five randomized controlled trials. Br J Dermatol. 1998 Oct; 139 Suppl 52:48-56. Galderma Australia Pty Ltd. 1 Denison St, North Sydney, Australia 206. AU-DIC-2500001

DO THINGS
DIFFERIN®

Save Time. Save Money.



Discover the CONSIS C — the latest in pharmacy robotic automation from Willach Pharmacy Solutions.

- Full, proven integration with all dispense software providers.
- Autoloading capability saves you time.
- Robust steel panelling ensures durability, security, and longevity when compared to melamine alternatives.
- 100% customised for your space and workflow efficiency.
- Advanced diagnostics for proactive support.
- Australian technicians employed by Willach available 365 days a year.

find out more