

Today's issue of PD

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

- **Chemist Discount Centre**
- **Glucojel**

High performance

CHEMIST Discount Centre (CDC) has proven that delivering expert advice and low prices is possible.

Learn more about the benefits of joining the CDC franchise on **page three**.

2025 employment trends and wages

THE 8th edition of Raven's Recruitment's *Pharmacy Salary and Market Report for 2025* is available, providing up-to-date salary benchmarks, employment trends and workforce insights across pharmacy in Australia and NZ.

It also covers issues such as accommodation, expanded scope and work-life balance.

Register **HERE** to get your copy of the report.

Call for multidisciplinary model

GENERAL practice care is changing to meet the needs of patients in Australia, with coordinated general practice-led multidisciplinary teams providing more comprehensive, patient centred care, according to the 2025 Royal Australian College of GPs (RACGP) *Health of the Nation* report, which will be released next week.

The report reveals that 91% of GPs agree multidisciplinary team care improves patient outcomes, and 57% of GPs are already working in multidisciplinary team care arrangements, especially outside of major metropolitan centres.

General practice multidisciplinary care teams can include a variety of health professionals, including pharmacists, podiatrists, physiotherapists, dietitians and nurses, as well as diverse specialists,

offering comprehensive care for patients with complex needs.

"We know that well-resourced, general practice-led multidisciplinary teams can lead to improved patient health outcomes, and this is particularly important in an age where we are facing more chronic and complex health conditions," said RACGP President Dr Michael Wright.

"General practice is all about knowing patients and their histories and considering all aspects of their health - working in a multidisciplinary care team allows GPs to provide more patient-centred and holistic care for our patients," he stated.

Dr Wright noted that patients were also reported to be happy with the shift towards more coordinated care, and that nearly two-thirds of GPs want to participate in more multidisciplinary team care.

"To do this, they need funding and support to better meet patient needs," he said, calling on the government to fund and evaluate innovative GP-led multidisciplinary team models of care to "ensure all patients can access quality, coordinated care close to home". **KB**

All treats, no tricks

CUSTOMERS have a chance to win the ultimate Halloween treat haul - a year's supply of Glucojel products.

Get your Spookojel POS now - learn more on **page four**.



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.

Stock check tool

PHARMACIES can keep better track of stock levels via a new tech solution rolled out last week by Pharmx.

The new StockView feature has been designed to address operational pain points associated with stock levels.

Availability across more than 120,000 products from hundreds of suppliers has been loaded into the new StockView solution, including all major wholesalers.

Pharmx said the new solution streamlines workflows, reduces order failures and enhances patient care by ensuring pharmacies do not run out of stock at critical times.

Using the tool, pharmacies can search Pharmx's catalogue, view stock levels from suppliers and receive instant email alerts when unavailable items are included in an order.

Customer research conducted by Pharmx has identified order failures as the primary operational challenge.

The company recorded 10 million failed orders in FY25, resulting in more than \$2 billion in stock unavailable.



Sudocrem®
HEALING CREAM
ZINC OXIDE 15.29 % W/W

A barrier formulation to help protect skin against nappy rash. Protects and provides soothing relief of nappy rash symptoms. Suitable for use by infants, children and adults with incontinence.

SOOTHES AND PROTECTS

Soothes & Protects against irritation caused by incontinence

Always read the label and follow directions for use. **teva**



There's now a smarter way. **Medview**

Digital Basket Technology

Think outside the basket. **Find out more**

Differin treats acne

with a potent retinoid: Adapalene.

Acne visibility improves after just 2 weeks.¹



Differin Acne Treatment Gel & Cream
Available now over the counter

1. Lucky A et al. *Cutis* 2001; 68 (4 Suppl):34-40.
ASK YOUR PHARMACIST ABOUT THIS PRODUCT.
ALWAYS FOLLOW THE DIRECTIONS FOR USE.
Galderma Australia Pty Ltd. 1 Denison St, North Sydney, Australia 2060. AU-DIF-2300001



Dispensary Corner

IT IS a well-known fact that having a pet can boost your wellbeing, but as it turns out, owning a dog can reduce the chances of developing childhood asthma.

A study from the Hospital for Sick Children in Toronto, Canada, found that babies who grow up with a pet dog are half as likely to develop the condition.

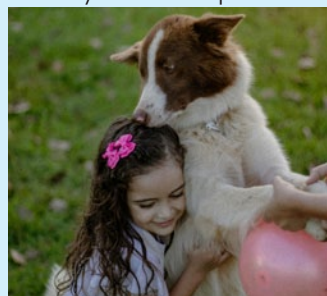
The researchers analysed dust samples from the homes of 1,050 babies aged three to four months and tracked them until they were five years old.

Over this period, 6.6% were diagnosed with asthma.

Analysis revealed babies exposed to higher levels of the allergen Can f1, which is shed in dog skin and saliva, had a 48% lower risk of developing the lung condition, compared with other babies.

"Early exposure to dog allergens could prevent sensitisation, perhaps by altering the nasal microbiome - the mixture of microbes living inside the nose - or by some effect on the immune system," said study author Dr Jacob McCoy.

Unfortunately for feline lovers, the protective effect was only found to be present in



Naloxone awareness, uptake rise

THE Drug Trends program at the National Drug and Alcohol Research Centre (NDARC), UNSW Sydney, has released findings from its annual national surveys of people who use drugs, with encouraging trends around awareness and uptake of opioid antagonist naloxone.

The medication is freely available without a prescription from pharmacies and can quickly and safely reverse the effects of an opioid overdose, whether pharmaceutical or illicit.

It was found that 73% of people who used drugs like ecstasy and 86% of people who inject drugs said that they had heard of naloxone, an increase from 63% and 80% in 2024, respectively.

In terms of uptake, 19% of people who use drugs like ecstasy and 55% of people who inject drugs reported obtaining naloxone in the past year, and one-third (32%) of those who inject drugs reported that they had resuscitated someone using naloxone at least once in their lifetime, up from 27% in 2024.

"Opioid overdoses can be prevented, and take-home naloxone is a proven way to save lives," said Associate Professor Amy



Peacock, Drug Trends Program Lead and NDARC Deputy Director.

"In Australia, we are seeing more cases where drugs like cocaine and methamphetamine are being mixed with very strong opioids, or where products are made to look like legitimate medicines but unexpectedly contain an opioid.

"This means that people with little or no tolerance to opioids are being unintentionally and unknowingly exposed and are at higher risk of overdose.

"Because of the risk of unintentionally consuming opioids or using stronger-than-expected doses, having naloxone on hand is a practical way to reduce harm." KB

Dr AI predicts when to stop antidepressants

RESEARCHERS at the University of South Australia (UniSA) have developed new machine learning models to help clinicians identify when patients can successfully stop using long-term antidepressants.

Using artificial intelligence (AI) to track dispensing data from the Pharmaceutical Benefits Scheme (PBS), the team identified the most successful cases of deprescription among 100,000 patients who were prescribed antidepressants over a 10-year period.

"Healthcare providers are often reluctant to cease antidepressant prescriptions due to their concerns about withdrawal effects, making it difficult for doctors to know who can safely discontinue treatment," said study lead Dr Lasantha Ranwala.

The researchers said the findings could give clinicians a useful decision-support tool to help them initiate antidepressant deprescription.

Access the study [HERE](#).

Trump pharma tariff announcement creates market jitters

US PRESIDENT Donald Trump announced on social media last Fri that a 100 percent tariff will be imposed on US imports of branded or patented pharmaceutical products from 01 Oct (**PD** breaking news).

President Trump offered foreign pharmaceutical companies an out if they build a manufacturing plant in the US.

Australian pharmaceutical exports to the US were worth around \$2.1 billion last year, with

plasma and other blood products from CSL being a significant share of that.

CSL share prices dropped sharply after the announcement, before rallying soon after to regain much of the lost ground.

CSL said in a statement it was aware of the tariffs and was "actively monitoring further announcements".

The company also noted that it has a significant manufacturing footprint in the US, and is

planning further expansion.

"As per previous market guidance, we do not expect any material impact from these tariffs," the company stated.

Australian cancer diagnostic manufacturer Telix Pharmaceuticals, which also supplies the US market, experienced a share price drop, but said it did not expect any impact from the tariffs as most of its workforce was already based in the US.



Join Australia's proven high-performance pharmacy franchise

Delivering **Expert Advice** and **Low Prices** every day is possible

- ✓ **Easy-To-Run Health Programs**
With toolkits, training and pharmacist-designed solutions that put professional services into practice.
- ✓ **Proven Discount Model. Powerful Profits**
Drive high volumes, achieve healthy margins, and stay competitive without compromising on care.
- ✓ **Marketing That Moves the Needle**
13 professionally executed catalogue campaigns a year, tailored local area marketing, and full digital support to keep your store top of mind.
- ✓ **More Than Just Discounts - Real Customer Loyalty**
Our loyalty program delivers value that keeps customers returning again and again.
- ✓ **Smarter Buying. Less Admin**
Our Buy IT Right system saves up to 20 hours a week – so you can spend more time leading your team and serving your community.
- ✓ **Fast, Flexible Store Conversion**
From urban centres to regional hubs – our tailored formats and expert support make it easy to switch and scale.
- ✓ **Franchise Support That Sets You Free**
From set-up to team development, our Pharmacy Business Managers walk the journey with you – every step of the way.

What our members say:



"As a franchisee of Chemist Discount Centre, we can confidently say that partnering with them has been a game-changer for our business at Wallan and Kilmore. The support and resources provided by the franchise team have been exceptional, allowing us to thrive in a competitive market."

Bi Jing You, Kim Ling Ching, Hooi-yin Tan & Kee Tat
Proprietors, Chemist Discount Centre Wallan & Kilmore



"Working with Chemist Discount Centre has been an exceptional experience over the last 4 years. Their dedication to quality and customer satisfaction is truly commendable. Having support from my Pharmacy Business Manager has helped with strategic planning, financial management, operational efficiency, compliance expertise and staff development. I'd recommend the brand to anyone looking for a true 'discount model' solution."

Tracy Minett
Proprietor, Chemist Discount Centre Bass Hill & Chester Hill

Find out more today. Call **Theo Gakelos** on **0418 993 556** for a confidential chat.
Or visit **joinchemistdiscountcentre.com.au**.



**YOUR CUSTOMERS CAN WIN THE
ULTIMATE HALLOWEEN HAUL,
A YEAR'S WORTH OF GLUCOJEL!***

Order your spookojel POS today!

Support the bean that supports Australian pharmacies.
Visit **goldx.com.au/glucojel** for more info.



GLUCOJEL™

The Original Pharmacy Jelly Bean

*T&C's apply

