

Today's issue of PD

Pharmacy Daily today features four pages of news, plus a full page from Alcon's Poly Visc.

Time to switch

ALCON Poly Visc lubricating eye ointment twin pack has been discontinued.

Learn more about switching to the single pack on [page five](#).

Look beyond the scales for diabetes risk

INTERNATIONAL research led by Curtin University has found that muscle health plays a key role in whether people will develop type 2 diabetes.

After analysing health data from almost half a million people, the team found that those with both excess body fat and low muscle mass - a condition known as sarcopenic obesity - were almost four times as likely to develop type 2 diabetes than people with a healthy body composition.

Muscle plays an important role in regulating blood sugar levels, while physical activity can reduce insulin resistance.

Lead author Zhongyang Guan said the findings challenge the common perception that diabetes risk is primarily driven by body weight.

"Most people know carrying excess weight can increase the risk of type 2 diabetes, but our findings show muscle health is also an important piece of the

Concern over slow RSV vaccine uptake

A **VACCINATION** snapshot from the Immunisation Foundation of Australia (IFA) has revealed a concerning immunisation gap in older adults, with only around 722,000 people eligible for the free RSV vaccine - people aged 75 and older, and First Nations people aged from 60 - having received it.

This compares with 1.76 million in the same age groups who have had their flu shot.

Meanwhile, more than 83,000 cases of RSV have already been recorded in Australia this year, far greater than both influenza and COVID cases, and represents the first time RSV has dominated mid-year infectious respiratory disease notifications since becoming nationally reportable in 2021.

With around 890 confirmed notifications of RSV recorded each day since the start of winter, authorities are projecting 127,000 cases by the end of winter.

"The fact that more than 700,000 vulnerable older Australians received the RSV vaccine in the first two months of the vaccination program is an outstanding effort by the community and immunisation providers," IFA founder and ED Catherine Hughes said.

"However, there is still a massive gap in RSV vaccination coverage and an urgent need for older adults to roll up their sleeves," she said.

"The RSV vaccine was unfortunately not available in Apr



and early May when many older Australians received their flu shot, so it's clear there is some catching up to do," she added, noting that both can be given at the same time.

Australian Medical Association president Dr Danielle McMullen said the RSV vaccine has the potential to prevent thousands of hospitalisations this winter.

"With so many Australians yet to be protected against RSV, it's essential that people speak to a healthcare professional about RSV protection," Dr McMullen said.

"Getting protected against RSV is an incredibly simple yet effective way to help prevent serious illness and stay out of hospital.

"Now is the time to act - winter is far from over," she concluded. *KB*

Don't suffer the pain of toothache.

Available from Symbion, Sigma, API & CH2

Always read the label and follow the directions for use.

Oral-eze
DENTAL EMERGENCY
TOOTHACHE
MEDICATION

PHARMACY MEDICINE
KEEP OUT OF REACH OF CHILDREN.
DO NOT INHALE

For the temporary relief of pain from toothache.

Temporary Relief From Throbbing, Swelling, and Pain Due to Toothache
Complete numbing for up to 15 minutes
Topical application 5mL

Bonnington's
IRISH MOSS
COUGH SYRUP
Relieves Sore Throats
Licorice & Honey Apple Flavour
AUSTRALIAN MADE

Natural formula for the
effective relief of sore throats

25% Off

ORDER NOW

Always read the label and follow the directions for use.

Health Services

“More services & support.
Better access.
Stronger community care.”

Ruthanne Jaja, TerryWhite Chemmart, Macquarie Street

TerryWhite Chemmart.
Dedicated to Care



Raising awareness around overdose

INTERNATIONAL Overdose Awareness Day (IOAD) takes place on 31 Aug, and Penington Institute is urging the community to help prevent drug harm.

Suggested actions include education around the availability of naloxone and instruction on how to use it, as well as enabling better access to methadone and buprenorphine - particularly for people living in rural communities and areas with limited access to transport.

Penington has on offer a range of downloadable campaign resources including posters and digital assets.

Learn more [HERE](#).



TWC investing to strengthen retail

TERRYWHITE Chemmart (TWC) yesterday unveiled a major retail investment agenda focused on strengthening front-of-shop performance and creating more connected, convenient and valuable customer experiences across its network.

The announcement was made at its annual supplier forum in Melbourne, where over 300 supplier partners gathered to hear how TWC is investing in customer demand, systems, tools and partnerships to support the next phase of growth across more than 630 pharmacies.

TerryWhite Chemmart General Manager Michael Beaumont said the forum reinforced a clear message to supplier partners - retail growth is a major priority, and the network is investing accordingly.

"Our focus is to better connect our trusted healthcare leadership with stronger retail execution, creating greater value for our customers, network partners and

suppliers alike," Beaumont said.

"Health care delivery is at the centre of TerryWhite Chemmart, and it's that strength that gives us a unique and powerful platform to drive retail growth - through stronger customer engagement, sharper retail execution and a more connected, efficient retail engine."

The investments will strengthen front-of-shop performance, support the brand's network partners and create stronger growth opportunities for supplier partners, while delivering the trust, convenience and a valuable care experience for customers.

Among the investment priorities are tools to improve promotional planning and campaign visibility, stock ordering and supplier self-service, an enhanced SKU library, and investment in TWC's e-commerce platform and mobile app.

Beaumont explained the investment program was focused on building stronger retail



foundations at scale.

"This is not about incremental change - we are putting the infrastructure in place to drive automation, improve efficiency and create more meaningful customer experiences," he said.

"For our supplier partners, that means stronger opportunities to grow alongside one of Australia's leading community pharmacy networks, while for our network partners, it means better tools, greater support and more efficient ways of working.

"For our customers, it means a more connected, convenient and valuable pharmacy experience." KB

Proudly produced by



Dive into our latest podcast episode featuring **Curtis Ruhnau**, and hear how great pharmacy careers aren't built on dispensing medicines alone - they're built on trust, leadership and service - "From Mad Scientist to Community Pharmacist".

Proudly brought to you by



YOUR PHARMACY CAREER PODCAST



Listen on your favourite Podcast app



New drug shows sepsis promise

RESEARCHERS from The Florey Institute of Neuroscience and Mental Health have made two major discoveries that could significantly transform how sepsis-related brain dysfunction is detected and treated.

The team first confirmed a link between sepsis-related brain dysfunction and elevated intracranial pressure - widespread inflammation can make the brain swell and disrupt normal blood flow, causing pressure inside the skull to rise, which in turn can lead to delirium, confusion and disorientation, as well as long-term effects, they explained.

Secondly, the team demonstrated that an intravenous megadose of sodium ascorbate showed promise as a treatment for brain dysfunction in sepsis.

The treatment is now being tested at various hospitals around Australia.

Cardio conference, AMI deaths linked

RESEARCH has identified an increase in deaths from acute myocardial infarctions that occur during Australia's largest annual cardiology conference, with an 18% higher risk of death within the following 30 days post-conference.

While the authors could not prove a causal link, they noted that hospitals tend to operate with skeleton staff during major conferences, and suggested more details about attendance could provide useful insights.

Read the research [HERE](#).

Getting started on ownership

FOR many pharmacy students, interns and early career pharmacists, pharmacy ownership can feel like a distant career goal.

However, understanding the pathway early can help shape important career decisions and open doors to future opportunities, said pharmacy business broker Natalie Sirianni (**pictured**), as she shared some insights on ownership at Pharmacy Careers Summit 26 (PCS26) last week.

One of the biggest trends shaping community pharmacy is the expansion of pharmacists' scope of practice, Sirianni said, and as they take on more clinical services and healthcare responsibilities, new opportunities are emerging for both practitioners and owners.

"I think it's a really exciting time ahead, and students are going to be able to take full advantage of it," she enthused.

At the same time, Sirianni noted, ownership comes with challenges - rising operating costs, higher interest rates and economic pressures affecting the broader community are impacting pharmacy businesses.

However, recent developments such as the 8th Community Pharmacy Agreement (8CPA) have provided greater certainty for the sector, helping maintain strong demand for pharmacy ownership.

She suggested students interested in ownership should begin by asking themselves two key questions: "What do I know about running a business, and what do I still need to learn?"

Pharmacy degrees provide excellent clinical training, but business management, financial analysis, and leadership skills often need to be developed independently, and understanding



profit and loss statements, cash flow, and business operations will be essential for future owners.

Ownership pathways also vary - some pharmacists buy a pharmacy independently, while others enter partnerships or join ownership groups, and Sirianni noted that each option has advantages and challenges, particularly when it comes to financing.

"If you don't have the finance to do it alone, then you need to look at other options as well, and partnership has worked very well in Australian pharmacy ownership over the years," she advised.

And while banks are generally supportive of pharmacy lending, owners must still contribute significant capital and demonstrate they can successfully manage a business - and that means selling yourself, which she acknowledged can be difficult for pharmacists.

"It's a difficult frame of mind to come from, but it is something that's really important because you're going to have to convince the bank you can pay their money back."

Her top tips for students and young pharmacists considering future ownership were to focus on building leadership, management, and networking skills through attending pharmacy conferences, seeking mentorship from current owners, exploring educational resources, and gaining experience across different pharmacy settings.

Catch up on PCS26 sessions [HERE](#).

Learnings from a 'mad scientist'

MOST community pharmacies, according to pharmacist Curtis Ruhnau, get the balance wrong, focusing too much on process and not enough on meeting patients where they actually are.

In the latest episode of the *Your Pharmacy Career* podcast, Ruhnau explained how intentional harm minimisation and genuine community engagement reshaped his practice - and why he believes the same shift can transform any pharmacy.

Currently president of the Pharmacists' Support Service and with more than 40 years' experience in pharmacy now under his belt, Ruhnau's journey began as a self-described 'mad scientist' drawn to chemistry, before a formative mentorship redirected that scientific curiosity toward service of community health.

In the podcast, Ruhnau shared how purposeful involvement in the local community can elevate a pharmacy's reputation and impact.

He also discussed the importance of mental health and domestic violence training tailored specifically for pharmacists, and about building a practice - alongside his wife - that has become a genuine pillar of trust and connection for the people it serves.

"It's not just about the business - it's about the people you serve, and the legacy you leave," he told host Krysti-Lee Patterson.

Listen to the podcast [HERE](#).



The Evolution of **stirlingFILDES**

A Multi-Channel Pharmacy Growth Platform built on 90 years of trusted foundations.

Wholesale Distribution | Brand Fostering | Retail Activation | Marketing | Logistics





Dispensary Corner

WHILE some may balk at the high costs associated with day spas and other wellness routines, it seems there are others who don't mind spending the big bucks providing them for their furry friends.

The parents of pampered pooches across North America have shared the lengths they go to in providing their pets with an optimal lifestyle, ranging from red-light therapy, five-star meals, herbal baths and pulsed electromagnetic field (PEMF) therapy.

Toronto woman Luce Clark told the *New York Post* she spends around US\$4,800 (A\$6,900) annually on her dog Lilo, which includes a Beddie Pet Therapy Bed for her 10-minute red light session, as well as a CryoGlow LED and cooling mask.

Amanda Loh from Los Angeles incorporates ultra-refined recovery sessions for her dachshunds Simba and Kovu.

Following physical activity such as playing fetch, Loh ensures her dogs are massaged and receive a herbal bath incorporating Epsom salts or magnesium flakes.

She also has a rotating protein intake for the dachshunds, including food items including probiotic peanut butter and flavoured goat milk.

Meanwhile, Abbey Beek, a dog trainer from Austin, provides her two pit bulls with PEMF therapy, utilising low-frequency electromagnetic waves to "stimulate the body's natural cellular repair processes".

PRODUCT SPOTLIGHT

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

APOHEALTH Decongestant Nasal Spray

Is nasal congestion causing your patients discomfort?

Nasal congestion may make it hard to breathe, sleep, or focus, whether it's caused by a cold, sinus infection, or hayfever.

APOHEALTH Decongestant Nasal Spray contains oxymetazoline hydrochloride, a fast-acting medicine designed to relieve nasal congestion.

Active Ingredients: Oxymetazoline hydrochloride 0.05 mg/ml

RRP: A\$9.99

Stockist enquiries: 1800 276 839 or contact your Arrortex territory manager.

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

Always read the label and follow the directions for use.



Mag-Sup powder - a better way to absorb magnesium

Mag-Sup powder is a high absorption magnesium supplement for use in magnesium deficiencies. It contains magnesium aspartate which has increased bioavailability compared to other forms of magnesium. Magnesium aspartate has better oral absorption than magnesium citrate, magnesium glycinate, magnesium chloride and magnesium oxide.

- High dose, once a day
- Rapidly absorbed
- Natural forest berry flavour
- Up to 300mg elemental magnesium per day
- Contains no artificial preservatives, colours or flavours

Available in 200g packs equivalent to 40 doses.

Supplier: Available from Symbion, Sigma, API & CH2.

Contact your Clear Sales representative on 1800 640 043 for special deals.

RRP: \$21.57

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



TIME TO SWITCH



Switch to
Poly Visc® Single pack
Lubricating Eye Ointment

DRY EYE RELIEF DURING NIGHTTIME