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Pharmacists hold key to solving challenges of local drug manufacturing – Mouliom

By Yusuff Moshood

Pharmacists in Africa must take up the responsibilities of providing the medicines needed by the huge African population and providing solutions to the myriads of challenges facing local pharmaceutical manufacturers on the continent, Dr Didier

Mouliom, secretary-general, African Pharmaceutical Forum (APF) has said.

He also urged pharmacists on the continent to do more to regulate medicines coming to Africa from other continents to reduce the incidence of fake and substandard drugs.

Speaking recently with *Pharmanews* in an exclusive interview Mouliom said that the reasons for the influx of various drugs on the African continent was because pharmacists in Africa were not producing

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L-R: Mr Uche Udozorh, director, business and distribution, Maydon Pharma Ltd.; Alh. Bashir Abdulrahman, MD/CEO, Zangon Kabo Pharmaceutical Co. Ltd., Kano; and Pharm. Wole Ogun, national sales manager, Maydon Pharma Ltd., during Maydon Pharma Ltd. Distributors Forum, held recently in Lagos.

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Pharm. Adebayo Alonge is the winner of the 2019 BNP Paribas Group Deep Tech Award, also known as "Hello Tomorrow Global Challenge". He defeated 4,500 contenders from 119 countries around the world, with the presentation of his anti-fake drugs device called RxAll Solution, which earned him the Grand Prize of €100,000.

The techy-innovative Nigerian maverick had his secondary school education at Kings College, Lagos, from 1996 to 2002. He subsequently gained admission to the University of Ibadan to study Pharmacy and graduated with distinction in 2008.

Alonge began his career in November 2009 as a medical representative at Sanofi Aventis, where he worked till September 2010. During this period, he also worked as a contract pharmacist for the Global HIV/AIDS Initiative. He then moved on to work for Roche (Now Swiss Pharma Nigeria) as a medical sales representative from 2010 to 2012.

Alonge's passion and drive for business innovation led him to enrol for the MBA degree (with focus on Strategy and Finance) at the Lagos Business School (LBS) in October 2012. He graduated in July 2014 with distinction.

While studying at LBS, he worked at BASF as a market development intern (pharma ingredients). He later returned to BASF after the completion of his MBA programme in August 2014 to take up the position of market developer (West Africa and the Democratic Republic of Congo). He was there till August 2015, about which time he gained admission to Yale School of Management, Yale University, USA, for his Master of Advanced Management degree programme.

While at Yale, Alonge worked as a consultant for Boston Consulting Group (BCG) (2015-2017) where he pioneered the first BCG office in Sub-Sahara Africa, in Lagos, Nigeria. At the completion of his programme, he proceeded to Hitotsubashi Graduate School of International Corporate Strategy for a course in Advanced Management and International Business.

Alonge is currently undertaking a Master of Public Administration (Deep Tech in Public Policy Concentration) from the Harvard Kennedy School of Government, Harvard University, USA.

His entrepreneurial spirit spurred him to co-found RxAll Inc., in 2016, with the aim of providing a means for patients in the developing world to authenticate their medicines. He indeed has an uncommon passion to eliminate fake drugs, having almost died in infancy as a result of counterfeit medicine.

In developing the award-winning RxAll Solution, Alonge's training and experience working for top multinational firms in Nigeria, together with the resilience of his team members proved very significant. He successfully raised about \$400,000 in grants and bootstrapped funds from the Nigerian government, the Yale start-up ecosystem, Merck, Villgro and other support networks.

He is a recipient of several awards and recognitions, including: Global Social Venture Award (2016) from InnovateHealth, Yale; Young Innovator - YouWin; 2018 China Award for Best Deep Tech Platform in World; Regional finalist, Hult Prize Global Case Competition; and Adekunle Ajasin Award for Academic Excellence (2008).

The management and staff of Pharmanews join his family and colleagues to wish him many more laurels ahead.



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(1979 - 2020)

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Celebrating 41 Years of Uninterrupted Monthly Publication (1979-2020)

One of the most remarkable benefits that come with the dawn of every new year is the opportunity to ponder the past, review the present and where necessary re-strategise for the future. This, no doubt, is the same cheering prospect that this year presents to the leaders and stakeholders of the Nigerian health sector.

Yet, even with this fresh hope of a new lease of life for the beleaguered sector, there are already indications that the biggest albatross to an improved healthcare delivery in the new year remains inadequate finance to tackle the myriad infrastructural, operational and administrative needs of the sector. The 427.03 billion naira 2020 health budget, which is just 4.14 per cent of the total budget of 10.33 trillion naira, is without doubt, a drop in the ocean when pitted against the needs of the health sector and the over 200 million citizens to care for.

It must therefore be emphasised that the health sector can only provide improved and affordable healthcare for Nigerians this year if the government and leaders of the health sector decisively tackle the perennial funding challenge and also ensure that funds for healthcare are judiciously used.

For the umpteenth time, we must restate that the Nigerian government has, over the years, not given the health sector the

Repositioning the health sector in the new year

special attention it deserves and this continues to reflect in the haphazard way the sector is being funded and managed. Despite the fact that Nigeria was a key figure among the African countries which, under the auspices of the African Union at a conference in Abuja in 2001, pledged to increase health budget to at least 15 per cent of the annual budget, the government has not only failed to keep to this pledge but has consistently kept the health sector among the least of its funding priorities.

For instance, the 4.14 per cent of the 2020 budget allotted to health is a further reduction from the 2019 figure which was 4.75 per cent. That is basically in keeping to the government's tradition of taking two steps

forward and three steps backward when it comes to health. No significant progress or development can happen with such a lackadaisical approach.

Indeed, nothing illustrates this anomaly of policy summersaults in health financing more than the decision of the government to reduce by half the additional fund that is meant to help finance healthcare, which is one per cent of the Consolidated Revenue Fund (CRF). While the one per cent of the CRF, which is for the Basic Healthcare Fund (BHF) in the 2020 budget, was supposed to be 81.55 billion naira in accordance with the National Health Act, the government has cut this figure by half to 44.50 billion naira. This, it must be said, is a travesty for a nation that wants its citizens

to enjoy adequate healthcare.

We aver that the first step to ensuring that the health sector fares better this year and beyond is for the Nigerian government to be compelled to reverse the CRF cut. This is because the reduction does not only contravene the law (National Health Act 2014), but also loudly indicates that the government does not consider health a priority. Health, we reiterate, must be a priority for the Nigerian nation because for the nation to be productive it must be healthy.

However, beyond the reversal of the CRF allocation to health, other tiers of government must also begin to commit significant resources to healthcare. The states and local governments must make provision of healthcare a cardinal programme by reviving the Primary Healthcare Centres (PHC) in their domains because majority of those who need care are actually at the grassroots.

Another area of healthcare financing that should be strengthened this year and beyond must be health insurance. State governments must begin to back this scheme because, if made functional, it will significantly help ensure more Nigerians, especially the poor, have access to healthcare. It will also fundamentally help the quest of the nation to achieve universal health coverage, not just in 2020, but beyond.

It must therefore be emphasised that the health sector can only provide quality, affordable and improved healthcare for Nigerians this year if the government and leaders of the health sector decisively tackle the perennial funding challenge and also ensure that funds for healthcare are judiciously used.

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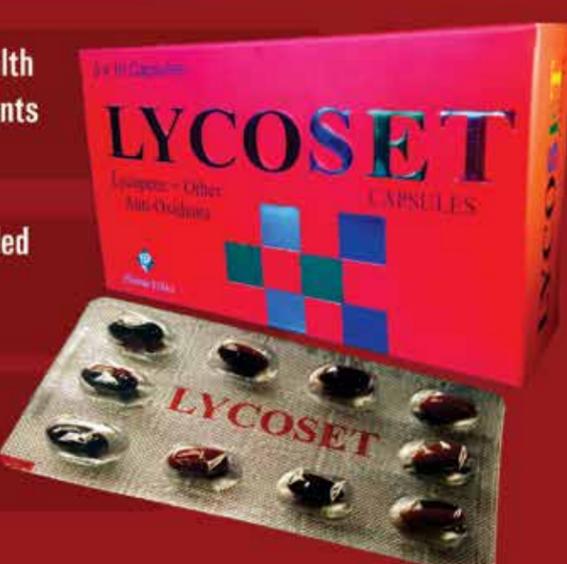
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Rewards of diligence

By Sir Ifeanyi Atueyi

God wants you to find what you are expected to do for Him. You find this by seeking. Seeking or searching for something always demands deliberate effort. Matthew 7:7 (NKJV) admonishes, "Ask, and it will be given to you; seek, and you will find; knock, and it will be opened to you."

For you to know what God wants you to do, you need to seek His will. It is not everything that comes your way that may be God's plan for your life. A business may have great prospects for financial reward but it may not be for you. Ask God to know if it is for you or not.

There is always joy when you find what you seek. In Luke 15:8-10, Jesus tells a parable of the lost coin. In the parable, a woman searches for a lost coin, finds it, and rejoices. That's the joy of finding. If you are conducting a research and eventually arrive at the answer, you are naturally excited. Therefore, whatever your hand finds to do, do it with joy in your heart.

If you are looking for something, you must know what it is so that you will recognise it when you eventually see it. It will be a tragedy if you don't know what you are looking for. If you don't know what you are looking for, you will dissipate your energy and time. It is God who will reveal to you what to seek. And you will definitely know when you find it. Philippians 2:13 says, "For it is God who works in you both to will and to do His good pleasure." If you are not divinely guided, you may miss what is meant to be yours.

What does it take for God to bless your work? To Him, the motive, how you do your work and the meaning of your work matter more than the money. Ordinarily, we define success by job title and financial status. But if you want your work to be blessed by God, you must work enthusiastically.

Enthusiasm is not based on the fun your job offers or how much it pays. Instead, it is based on why you do what you do. Your work is service unto God and not man. It is God's purpose for your life and preparation for eternity. Serving God and working

out your salvation must be done with all that is within you. In your work, you must be diligent in the use of all the means which are conducive to your salvation. We must not only work out our salvation by doing something now and then; but we must do all that is to be done to preserve it to the end.

Salvation is the great thing we should mind and set our hearts upon. How do people who see you on Sunday see you at your workplace from Monday to Friday? You must let your light shine at all times and in all places. Your light is not designed for only certain places and certain times. Your light must not be hidden under a bushel at any time but you must let it shine for people to see.

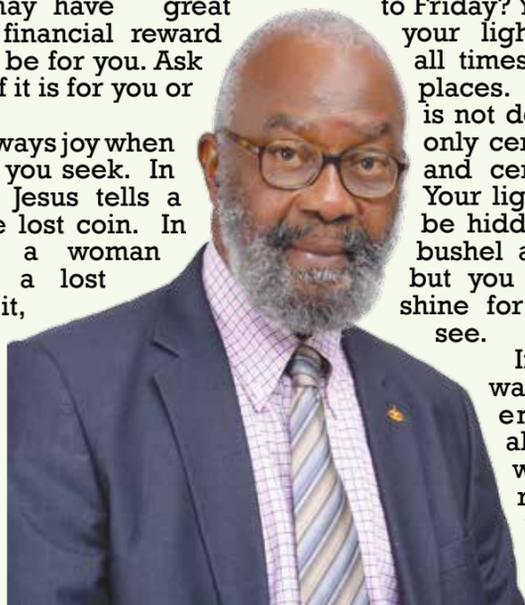
If you want to be enthusiastic about your work, remember that your work is a test from God. He is testing

you to see how you can be trusted with in eternity. We must expect the Lord's commendation as in Matthew 25:21 (NKJV) "Well done, good and faithful servant; you were faithful over a few things, I will make you ruler over many things. Enter into the joy of your lord." Please always bear in mind that that God is your true boss. And He is the one who pays you for your services.

God is watching whatever you do even when no one else is. Even if your work appears boring, God is still watching your attitude to that work. He sees your heart and the motive for whatever you do. You cannot deceive Him because He is omniscient.

Your attitude determines your joy. Avoid a lousy job. It is even worse when you complain about it. Proverbs 12:24 (NKJV) says, "The hand of the diligent will rule, But the lazy man will be put to forced labour."

You can't succeed in life until you change your attitude about the work you are doing right now. Romans 12:11 (AMP) says, "Never lagging behind in diligence; aglow in the Spirit, enthusiastically serving the Lord."



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MAY	Asthma
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JULY	Hearburn & GERD
AUGUST	Pain/Rheumatism/Arthritis
SEPTEMBER	Erectile Dysfunction/Infertility
OCTOBER	GIT Ulcer
NOVEMBER	Diabetes
DECEMBER	HIV/AIDS & STD

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Celebrating 41 Years of Uninterrupted Monthly Publication (1979-2020)

How MegaMedx will improve Nigeria's drug distribution system - Oguine

The desire to achieve sustainable healthcare development goals in Nigeria may never be realised without having a structured drug distribution system in place. This disclosure was recently made by Pharm. Chigozie Oguine, founder/CEO of Mega Healthcare Distribution Centres Plc. Oguine who spoke in an exclusive interview with **Pharmanews** during a courtesy visit to the company's head office in Lagos, further revealed his company's desire to improve the current state of drug distribution system in the country through the launch of its online drug distribution platform called MegaMdx. Below are excerpts from the interview:

Can you tell us what MegaMedX is all about?

MegaMedX is an online platform that aggregates the supply and demand sides of pharmaceuticals and medical supplies in Nigeria. It is a business-to-business marketing hub that enables pharmacy outlets in Nigeria to interact with manufacturers, encouraging a "just-in-time" ordering pattern that is obtainable in advanced climes.

With the "just-in-time" system, a pharmacy gets to hold just the inventory it needs on a daily basis. This makes for a more effective inventory management and frees up resources for the pharmacist and makes it possible for him or her to open more outlets if he or she so desires.

How does MegaMedX intend to make a positive change in Nigeria's drug distribution system?

The drug distribution system in Nigeria is chaotic. It is bedevilled by the lack of a working structure, multiple layers of middlemen, presence of open markets, lack of data, and lack of traceability of product batches. All of these factors lead to the proliferation of fake and counterfeit products. An effective drug recall cannot be carried out under the present circumstances, should there be a need for such.

The "Sustainable Development Goals" which has healthcare as the third agenda cannot be achieved by Nigeria without a structured drug distribution system. WHO has flagged our drug distribution system as a risk and it was for this reasons that the National Drug Policy was formulated.

The National Drug Distribution Guidelines aimed at establishing a well ordered drug distribution system has made provision for Mega Drug Distribution Centres (MDDCs) to sanitise the flow of drug distribution in Nigeria. Mega Healthcare Distribution Centres, as a licensed MDDC through MegaMedX, its online B2B platform, will make it possible for only regulated entities to trade in pharmaceuticals and medical supplies in a "just-in-time" manner, which will make every product traceable and accounted for by the manufacturers that have their shop windows on the platform.

This will automatically result in the curtailing of fake and adulterated drugs and generate data for good health planning in Nigeria.

Is MegaMedX registered and can you tell us about the team behind this vision?

Yes. MegaMedX is the business-to-business online platform of Mega Healthcare Distribution Centres Plc, a PCN-licensed Mega Drug Distribution Centre in line with the NDDG. The team behind this great vision includes myself, Chigozie Oguine as CEO and founder, and Victor Obi as president. We are both Nigerian pharmacists who have track records of serial entrepreneurships in both Nigeria and the United States spanning over 30 years.

I got the vision of MegaMedX as a senior consultant during an IFC-sponsored research on drug distribution in Nigeria in 2006. MegaMedX's top



Pharm. Chigozie Oguine

management team consists of myself and Victor, as well as our Vice President for Strategy and Business Optimisation, Seun

continued on page 10

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What's your strategy?

"Hope is not a strategy"
- Vince Lombardi

By George O. Emetuche

A lot of people keep hoping without plan, strategy and action. Great things don't happen on nothing. I met someone this January to know his plans and strategies for the year. The feedback I got from him didn't show that he has prepared in this direction. I later gave him an assignment on how to get started.

Everything is strategy! The environment is tough, you require a smart strategy to get things done. You need strategy at home, in your career, in your business, and every aspect of your life.

Life is strategy

Strategy tells how you will get things done. It's not enough to have a vision, you must support your vision with a good strategy; otherwise it becomes an illusion. A lot of people have designed beautiful new year resolutions. But many of these resolutions are abandoned within the first quarter or second quarter of the year. Why is this so? The reason is simple: No strategy!

Many people have written great goals on paper. They want to achieve a lot of smart things this year. The issue is not necessarily not to have a goal. A lot of people have goals, at least unwritten ones. The main issue is how to bring your goals to life! A lot of folks can dream but making your dream a reality is

the crux of the matter. Why is this so? Again, I say, lack of strategy.

I have met a lot of people in my career as an accredited trainer, speaker, consultant, life coach and entrepreneur. I know that I have mentored people who achieved their goals. I have also met people who wanted to get to the top without using the ladder. They just wanted to jump to the top. They just wanted to fly to the top without following a process.

The person who wants to jump to the top to avoid using a ladder may be on his way to the orthopedic hospital! People who jump from lofty heights unguarded, may get wounded. This is usually the case. Success follows a defined process.

I wrote a complete book on success: *The 11 Irrefutable Principles of Success*. I recommend you get the book. It's a great read. One outstanding rule for success is following the right paths consistently and doing the right things at the right time. Achieving success in life follows a sequence. Success is a journey, not a destination. It requires a process. You don't jump at success, you work at success. You work on success.

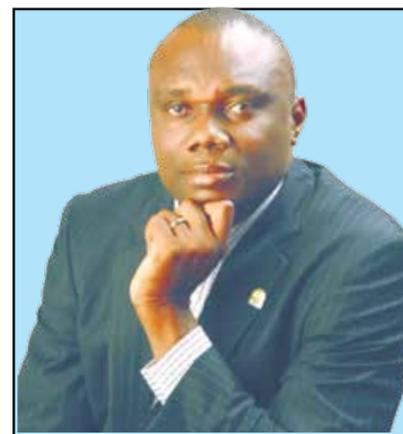
Take charge

You must take charge now! You must sit on the driver's seat and take charge of the journey. Time is clicking gradually. January is almost done. Other

months will come and go too! Time waits for no one. Time clicks away selfishly without waiting for anyone. It's up to the man or woman who desires change to meet up with the ever moving time. You must make your day count. Don't just count the days!

Nothing happens if we don't happen to things. Designing a smart strategy is the way to go. You just have to happen to things! That's the way of champions. No General goes to the battlefield without a war plan. The better the plan, the more chances the General has to defeat his opponents. Life is a battlefield. We need to come to the battleground with smart strategies. The time is now!

No two strategies are the same. Look at your capacity and environment and design a strategy that fits your situation and your environment. Do it now! The attitude that kills success is the "someday" attitude. Average people always say they will do the right things someday. *Someday I will write my goals down. Someday I will learn that skill. Someday I will sharpen my talent. Someday I will build capacity. Someday I will join a mastermind group. Someday I will launch that idea. Someday I will register for that course. Someday, Someday, Someday! Fix it now. Champions don't give excuses. They get inside the ring, fight hard and win. No excuses!*



What's your strategy to achieve your beautiful goals? Strategy tells you the things to do and the ones to avoid. Michael Porter, once said, "The essence of strategy is choosing what not to do." You need to know what to do and what you are not supposed to do. You need to be strategic. You must determine the tactics you will explore in this tough arena. This is your call, it's not transferable.

Design a smart strategy now. Without thinking, you start nothing.

Without passion, you believe nothing.

Without action, you achieve nothing.

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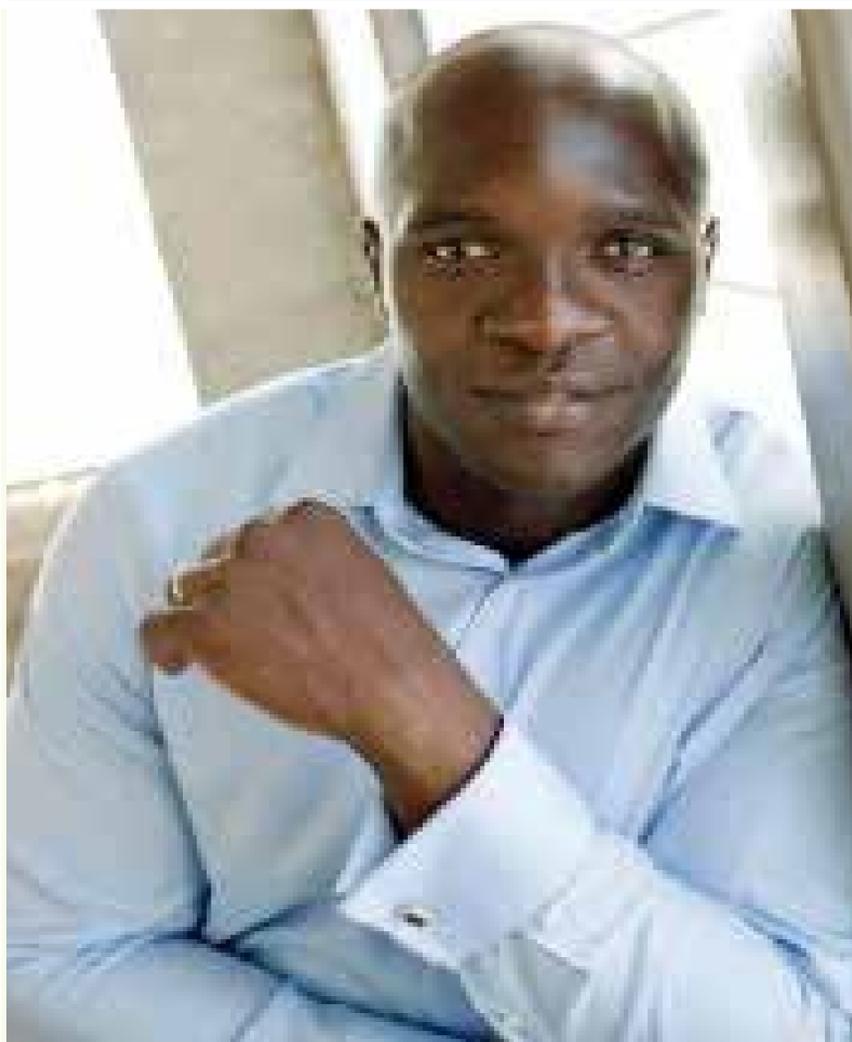
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Yemi Adesokan – Maverick innovator and entrepreneur

By Solomon Ojigbo



Dr Yemi Adesokan

Antimicrobial resistance (AMR) is one of the biggest public health challenges of the 21st century. It threatens the effective prevention and treatment of an ever-increasing range of infections caused by bacteria, parasites, viruses and fungi. For many years, there have been many research efforts to address this growing threat to public health but none has been as impactful as the groundbreaking DNA sequencing technologies for clinical diagnostics, developed by Dr Yemi Adesokan, an award winning Nigerian research scientist and entrepreneur.

Adesokan has several years of experience in the development and optimisation of multiplex capture and high throughput genome sequencing technologies. Indeed, According to medical experts, Adesokan's discovery has potential to change the way mankind responds to disease pathogens, and may bring an end to the era of increased burden of drug resistance in the world, particularly in

sub Saharan Africa. This is especially as his innovation is also being used to screen a range of harmful pathogens found in water, livestock and food manufacturing.

In 2011, at the aged of 34, Adesokan was listed by Technology Review, an independent media company owned by the Massachusetts Institute of Technology (MIT), USA, as one of the recipients of the TR35 Award of world's top innovators. The TR35 Award recognises the world's top innovators in the fields of energy, medicine, computing, communications, nanotechnology, and other emerging fields. Past recipients of the award have include Mark Zuckerberg (Facebook), Sergey Brin (Google), and Konstantin Novoselev (Nobel Laureate in Physics).

Background and education

Adesokan was born in Lagos in 1977. He grew up in Okupe Estate Maryland, Lagos and had his primary education at Maryland Convent Private

School, Lagos. In 1989 he was admitted to Command Day Secondary School Ikeja for his secondary education where he graduated in 1994. In 1996, Adesokan relocated to the United States for his tertiary education. he obtained a degree in Biology in 2001 from the University of Houston where as an undergraduate researcher he predicted the first HIV-Integrase/ Viral DNA binding pattern.

Thereafter, he went on to obtain a PhD in Theoretical Chemistry from the University of California, Irvine, where he worked on the development of new force-fields for biomolecular modelling as part of his doctoral thesis.

Adesokan had his post-doctoral fellowship in Genetics at Harvard Medical School where he worked in the lab of Prof. George McDonald Church, a world renowned geneticists and pioneer in genomics.

Ground breaking innovations

As a postdoctoral fellow at Harvard Medical School, Adesokan and his supervisor, Prof. Church pioneered the development and implementation of the BioweatherMap project, an initiative aimed towards the collection and use of real-time assays to track and limit viral outbreaks and antimicrobial resistance in the developing world.

Antimicrobial resistance (AMR) is the ability of a microorganism (like bacteria, viruses, and some parasites) to stop an antimicrobial (such as antibiotics, antivirals and antimalarials) from working against it. As a result, standard treatments become ineffective, infections persist which increases the risk of spreading to others. According to WHO, more than 700,000 people around the world die annually from diseases caused by bacteria that have developed antimicrobial resistance. In 2016 almost half a million people developed multi-drug resistant TB globally. The World Health Organization also estimates that if current trends continue, the problem could kill 10 million people every year by 2050, making antimicrobial resistance more dangerous than diabetes, tuberculosis and HIV/AIDS combined.

In 2009 Yemi Adesokan partnered with Prof. Church to establish Pathogenica Inc. with the goal of developing commercial applications of DNA-sequencing technologies, particularly to find solutions to the growing public health of antimicrobial resistance. This led to the production of the first DNA-sequencing test kits for clinical diagnostics which help physicians to screen for multiple diseases with accurate results and a rapid turnaround. This reduces the occurrence of patient mortality arising from misdiagnosed infections.

To identify pathogens today, scientists must use expensive

DNA tests (PCR techniques) or culture/grow the microbes from a sample — a slow process for identification of microbes. This process is not only prone to error but also often fail to detect small differences in DNA that can have a huge impact on the organism's virulence and resistance to drugs. Adesokan's innovation works by selecting specific regions of a pathogen's genome, such as the genes involved in its ability to infect its host, and sequence many of these regions simultaneously. This process minimises the amount of DNA sequencing involved. As a result, Adesokan's approach is quite cheaper, faster, and more precise than other DNA tests methods.

Adesokan's firm (Pathogenica Inc.)'s initial efforts focused on detecting the microbes that cause urinary tract infections. Its test kit detects the 12 most common nosocomial infections such as *Acinetobacter baumannii*, *Enterobacter cloacae*, *Enterobacter aerogenes*, etc. The kit also detects common drug resistance genes, among others. The company has developed other applications of its technology, including a test to help control antibiotic-resistant infectious diseases such as MRSA (methicillin-resistant *Staphylococcus aureus*) that are acquired in hospitals. Because the technology can detect small changes in DNA, it may be able to reveal early on if microbial infection in a patient is developing resistance to a drug.

Career and business

Adesokan has extensive experience as an industry consultant providing strategic advisory services to Fortune 500 life science companies. Aside from co-founding Pathogenica Inc., he is also the chief scientific officer at Gnubiotics SA, a Lausanne, Switzerland-based biotech company. Adesokan spearheads the genomic centres of excellence programme which includes the multi-drug resistant TB analysis and capacity building initiatives funded by a Gates Foundation Grand Challenges Exploration grant. He also co-directs with George Church, the NIH Funded CEGS-MAP Initiative at Harvard Medical School.

Awards and Recognitions

Adesokan has been repeatedly recognised for his innovative and pioneering work with awards such as the 2012 Boston Business Journal 40 under 40 award. The award recognises 40 business and civic leaders, all under the age of 40, who are the "best and brightest" and who are "making an impact on Massachusetts' industries.

As earlier noted, he was also recognised by Technology Review, an independent media company owned by the Massachusetts Institute of Technology, (MIT) USA as one of the TR35 Award of World top innovators in 2011.

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Exercise as a new year resolution

POLEMIC with **Yusuff Moshood**

yusuffng@yahoo.com/08055212962

On a wet Saturday morning in November last year, I was at a playing field close to Agege Stadium, Lagos, to do some workout as I occasionally do. After about half an hour of physical exercise which included light jogging, stretches and push-ups, I was invited to play in a five-a-side "monkey post" football match with some guys also at the playing ground.

I love playing football, even though I have not had the time to do it as much as I would have loved. I was happy with the invitation, so I quickly joined them.

I knew shortly after the match started that I was completely out of shape and out of form for the physical exertion playing that match required. Thankfully, my passion for the round leather game was enough to make me continue even though I was struggling. Still, I enjoyed the match. Football can be so much fun. If only I had succeeded as a professional footballer, seeing how rich professional footballers, especially those in Europe, are now! That is a

digression anyway.

After about half an hour, the match was over and even though my team won and was therefore entitled to play another match with a new team, I excused myself because I was completely fagged out and was gasping for breath. I knew I couldn't play another match that could last between 30 and 45 minutes. So, I was replaced by another guy.

I rested for some few minutes and headed back home. I was glad I was able to fulfil that weekend routine of workout as I hadn't done it in a while.

However, five full days after that football kick-about, I was still hurting all over my body. My knees, ankles, ribs and back hurt so badly. I eventually had to take paracetamol tablets which I usually avoid whenever I do exercise as I prefer to allow the associated pain go on its own which is usually the case.

It became clear to me that even though I occasionally exercised, I was not fit enough for the physical exertions of playing football. Those professional footballers are

surely earning their money.

That experience however made me to step up my physical exercise. Even though I haven't been able to do it as much as I like because of other commitments, I have decided to find ways to be more active this year. The fact is that sedentary lifestyle has gradually become the norm in our society despite its far-reaching repercussions on health as warned by health experts.

For many executives, sitting down for a whole week at work and sitting or lying down the whole weekend watching television, playing video game or using a mobile phone or computer has become a constant routine. This widespread apathy to exercise has become a public health emergency as it is linked to a range of chronic health conditions.

Experts have repeatedly warned that leading a sedentary lifestyle can contribute to health risks such as obesity, type 2 diabetes, some type of cancers and cardiovascular disease. The fact that we are now having more cases of sudden death is a further

confirmation of the increasing incidence of cardiovascular conditions in this clime.

There is virtually nobody who doesn't know somebody who suddenly dropped dead. These deaths may not be unconnected with the poor state of cardiovascular health. Therefore, quitting sedentary living by being more physically active may be a good way to start to end these deaths. That is in addition to regular health screenings.

Let me mention that playing football or engaging in other strenuous physical exercise is not the only or even necessarily the best way to be active. Regular brisk walks, taking the stairs instead of lift, standing up to manually change TV channels instead of using the remote control, and leaving your desk to take water from the water dispenser instead of asking someone to do it for you may just be as good as playing a 30 minutes five-a-side football match.

The kind of physical exercise that can be engaged in is also determined by age and other health factors. So, it may be necessary to consult a physician while taking a decision on how to exercise to be active.

What is most important however is that everyone must find ways to be active and making it a new year resolution may just be the best resolution especially for better health for you this year. Welcome to a great 2020!

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Your Global Health Journal



Interview

How MegaMedx will improve Nigeria's drug distribution system - Oguine

continued from page 5

Babalola. Adekola Wajuola, an experienced and renowned pharmacist in Nigeria is our chief operating officer and vice president, Sales and Marketing.

How does the MegaMedX platform work and what are the benefits to both suppliers and pharmacies?

Registered entities from both the supply and demand sides are currently being signed on into the MegaMedX platform. A buyer, which, in this case, is a registered pharmacy, logs on to the platform with his unique sign-in details and views all available products on the platform. He can search by company, active ingredient, disease condition and so on because of the way the products on the platform have been catalogued after the internationally accepted standards. He gets to view prices and after selecting his desired products checks out and pays.

The supplier, which, in this case, is the PCN-registered manufacturer or distributor of the product, views the demand

on his dashboard and effects the supply of the product within the agreed period of 24-48 hours. He receives payment from MegaMedX after the pharmacy has certified receipt of the products.

The benefits of this technologically-enabled solution to a pharmacy is convenience, speed, access to best available prices, as well as effective inventory management as a result of the "just-in-time" model it encourages.

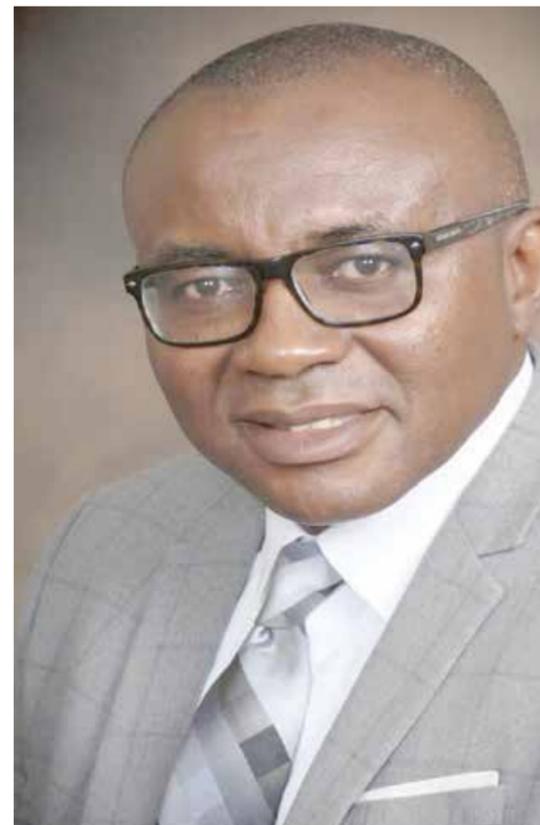
The MegaWallet is another attractive feature a pharmacy gets to enjoy, which is a financial intermediation service on the platform where a qualified pharmacy can enjoy credit only usable on the MegaMedX platform.

On the supply side, through the manufacturer's dashboard, he can better monitor his product by SKU performance and, by mining the daily data, can put in place more effective marketing strategies resulting in better sales. He also gets to enjoy better profitability by reducing his cost of sales owing to the use

of the platform. Very importantly, his products benefit from a wider exposure to all registered pharmacies on the platform. He is empowered to monitor the last mile of his products as expected by the regulatory agencies.

These are just a few of the benefits, but overall, the Nigerian can get to trust the pharma products he buys and uses as a result of the improvement MegaMedX will bring to the pharma distribution space in the country.

MegaMedX is a solution for Nigerian pharmacies by Nigerian pharmacists.



Pharm. Chigozie Oguine

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Effective management of ENT infections

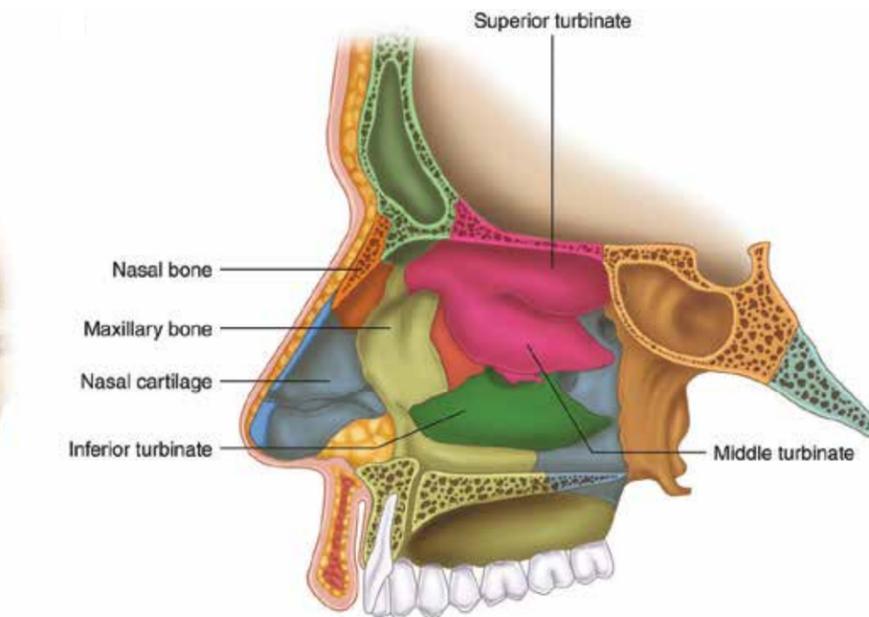
Ear, nose and throat (ENT) infections or disorders are those conditions that affect both adults and children in the ear, nose, throat as well as related areas in the head and neck. Interestingly, as common as these ailments are, otolaryngologists, who are specialists in this field, are in short supply.

Affirming this unpleasant reality, Mr Mohammed El Disouky, the Africa development and regional manager of MED-EL, noted that otolaryngologists in Africa and Nigeria in particular are grossly inadequate.

“In Africa, there is one ENT doctor to a million population and that is inadequate,” he said.

El Disouky noted that the situation is particularly worse for hearing disorders. He said the audiologists (specialists who help to prevent, diagnose, and treat hearing and balance disorders) are almost non-existent on the continent, thus there is need to invest in more surgeons in the field to train others. He emphasised that the greatest challenge any successful ear surgery might face would be the absence of specialists in the field of ENT to attend to many patients with ear defects.

El Disouky, who spoke while



he and other medical experts were in Nigeria to perform a bone-bridge surgery for children with hearing defects, urged patients of ENT to seek medical attention immediately they detect it.

Classification of ENT infections

There are different ENT disorders with a variety of characteristic symptoms. The following list involves the four most common ENT disorders. Not everyone will experience

the same set of symptoms or have them as intensely. In some cases, a doctor or ENT specialist will be needed to make the correct diagnosis and offer the appropriate treatment.

Ear infections

Ear infections are one of the most prevalent ENT infections. They occur when germs become trapped inside the inner ear. The Eustachian tube, a tiny canal that originates in the ear and drains into the back of the throat, usually keeps unwanted

germs out. If this tube is too small or becomes clogged by fluid, bacteria or other microbes can enter the ear and cause an infection.

A middle ear infection occurs in the space behind your ear drum. When this space becomes filled with fluid, it can lead to an infection due to viral or bacterial growth. Germs from your nose and throat can become trapped in this space when you are sick and this is what leads to the infection.

Risk factors for ear infections include:

- Persistent or untreated allergies

- Frequent upper respiratory infections

- Dysfunctional Eustachian tubes

- Congenital health conditions

Signs and symptoms of an ear infection include:

- Pain and pressure

- Fever

- Loss of balance

- Difficulty hearing

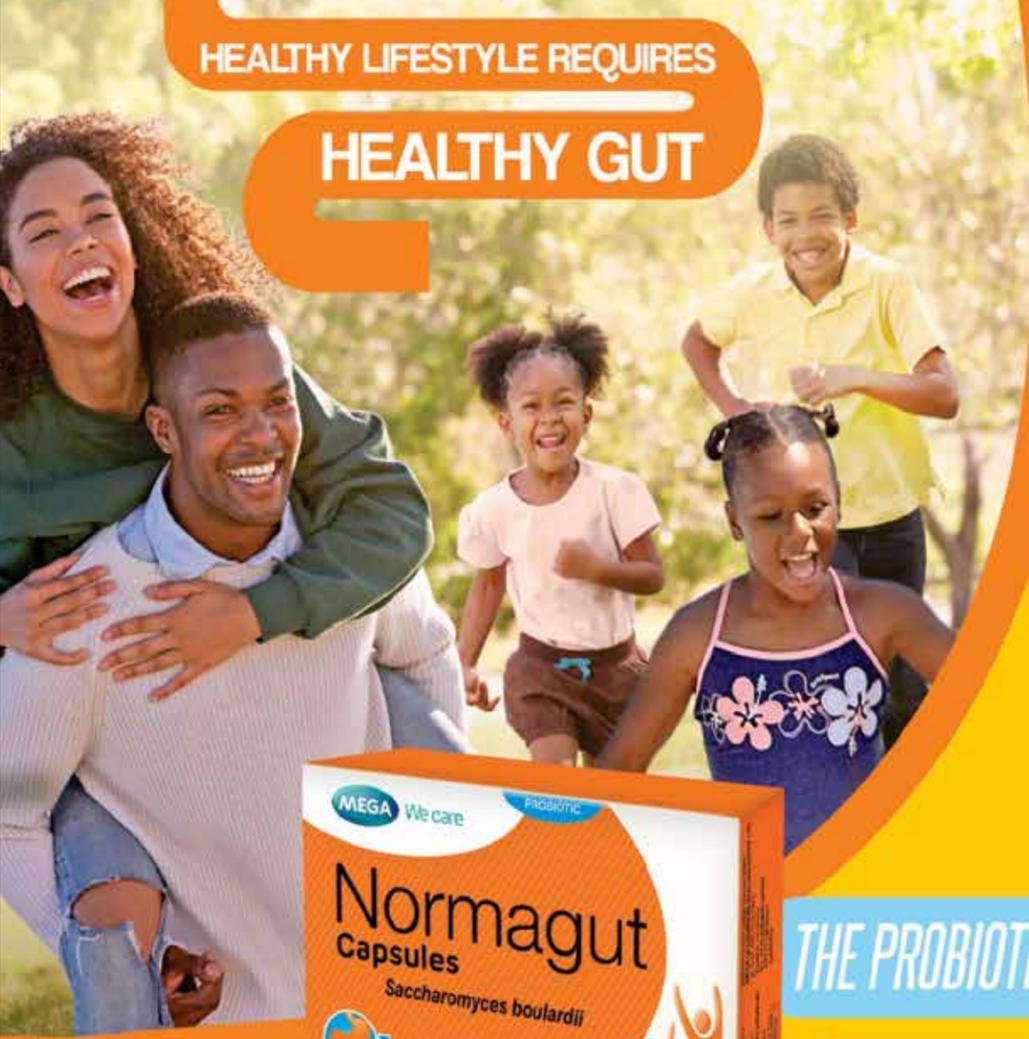
- Nausea and vomiting

- Fluid discharge (suggestive of a perforation)

If a young child has an ear infection, it can often be difficult to detect. Telling signs in infants and toddlers include:

continued on page 13

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Effective management of ENT infections

continued from page 11

Pulling or tugging on the ears
Increased fussiness, especially at bedtime
Failure to startle at loud noises or respond to their name
Eating or drinking abnormally

Strep throat

Strep is an abbreviation for a family of bacteria called Streptococci. Strep throat occurs when the throat and surrounding structures become infected with this germ. While strep throat is a common infection, many other infections have the same symptoms. Symptoms are usually abrupt in onset including:

Sore throat
Difficulty swallowing
Enlarged tonsils
Enlarged lymph nodes
White patches on the tonsils or back of the throat
Fever
Body aches
Fatigue

Notably absent in strep throat are a runny nose and cough. You may also suspect strep throat if you have been exposed to someone with a strep infection in the last two weeks. Children between the ages of five and 15 are most at risk.

You are also more likely to get a strep infection during the winter months.

Strep throat must be diagnosed by a throat culture at your doctor's office to confirm a streptococcal infection versus a different bacterial or viral infection.

Sinusitis

Sinusitis occurs when a germ finds its way into the four hollow recesses of the skull that surrounds your eyes and nose. The infection can then become trapped, causing inflammation, pressure, and pain.

Acute sinusitis is often secondary to a common cold, so you are more likely to get sinusitis during the rainy season. Chronic sinusitis in which symptoms persist for more than 12 weeks may occur as a result of an untreated allergy or a chronic condition such as bronchial asthma.

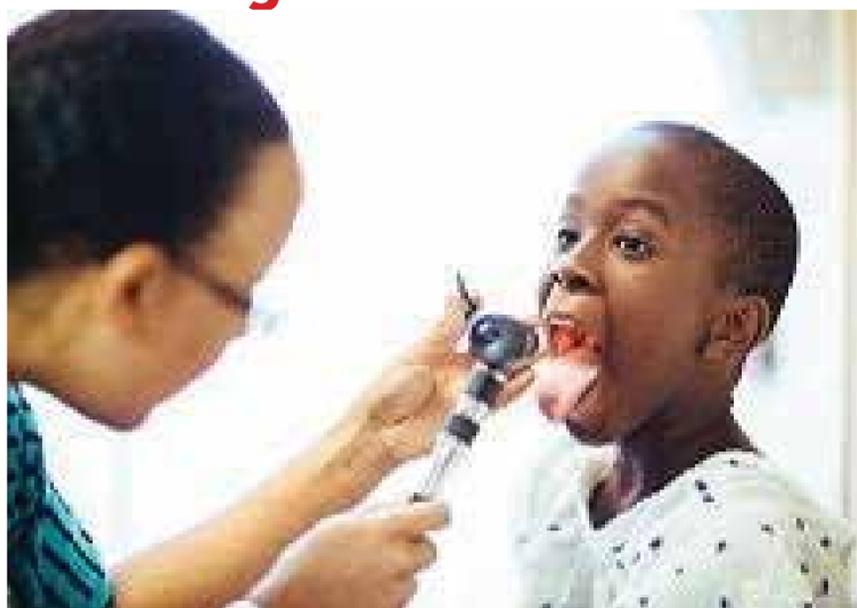
Symptoms of sinusitis include:

Headache
Cough
Nasal discharge
Congestion
Fever
Fatigue
Toothache (mainly of the molars)

Sleep apnoea

Apnoea is a medical term meaning to stop breathing. Sleep apnoea is a disorder causing one to stop breathing for brief periods of time while sleeping. Symptoms include:

Waking up frequently in the middle of the night
Feeling unrefreshed upon awakening
Daytime drowsiness
Mood swings



Depression
Waking up with a dry, sore throat
Morning headaches

In addition to these symptoms, many individuals with sleep apnoea have been told by a spouse or family

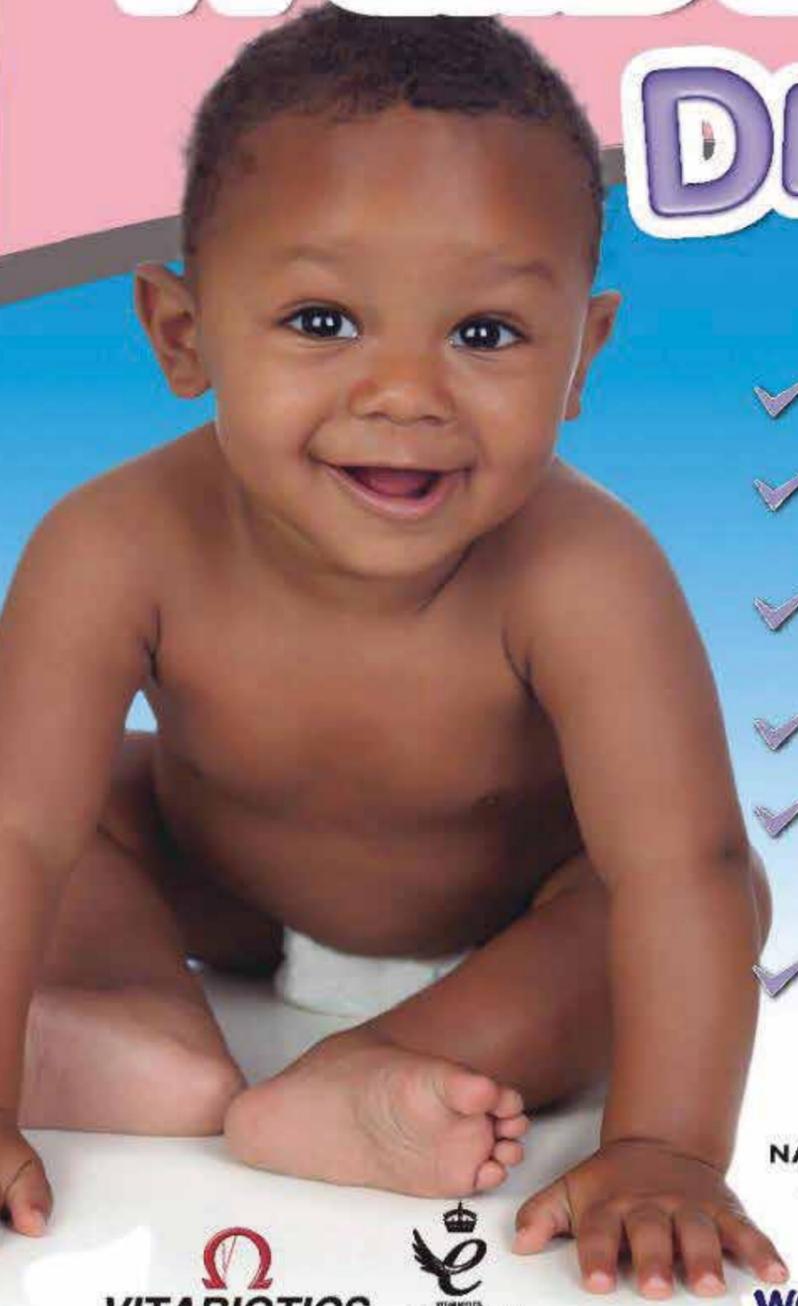
member that they snore, gasp, choke, or even stop breathing momentarily while sleeping. You are more likely to have sleep apnoea if you are overweight, have enlarged tonsils, or take sedatives at bedtime.

Obstructive sleep apnoea (OSA) occurs in two per cent of middle-aged women and four percent of middle-aged men, particularly those who are obese. If left untreated, sleep apnoea can cause potentially serious health complications, including hypertension (high blood pressure), coronary artery disease, stroke, and heart failure.

The majority of people will experience one or more of these disorders in their lifetime. While visiting with your physician, discussion of your symptoms may help your doctor to come

continued on page 15

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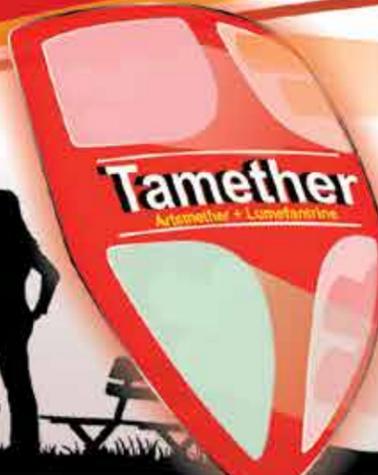
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Effective management of ENT infections

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up with a diagnosis of an ENT disorder.

Diagnosis of ENT infections

Many tests are used to diagnose ENT disorders. Regardless of your particular ailment, there is specific information you should always have ready for your physician to help him diagnose your problem. Here are some of the questions your doctor may ask:

What are your symptoms and when did they start?

Have you been taking any medications (over-the-counter, including vitamin and herbal supplements or prescription)? If so, your doctor will want to know the dosage.

Are you allergic to any medications? If so, what are they and what kind of reaction did you have?

Have you had a previous history of ENT disorders?

Do you have a family history of ENT disorders?

Do you have any other medical conditions?

Have you been running a fever?

Here are additional questions if the patient is a little child:

Has the child had nausea



and vomiting? If so, has the child continued to have wet diapers?

Has the child been abnormally fussy or lethargic?

Has the child had balance problems?

Has the child's eating and drinking habits changed?

Has the child shown signs of decreased hearing, such as not responding to their name immediately or not startling at loud noises?

Diagnosis of ear infections

If you have signs and symptoms of an ear infection, your doctor will use an otoscope to visualize the outer ear and eardrum. If an infection is present, the ear may appear red and swollen. There may

also be a fluid discharge. Unlike other infections, the exact bacteria that is responsible cannot always be determined. As such, doctors choose antibiotics that will cover the most likely organisms when they suspect a bacterial source. This is because it can be difficult to obtain a sample from the ear for a culture.

Antibiotics will not cure a viral infection, and it can take as long as three weeks for your body to fight off the virus. The doctor will also check if there is any fluid trapped in the space behind the ear drum with a tool called an otoscope. He or she may also perform a test called a Tympanogram.

Ear infections typically last for about 10 to 14 days, but they may heal quicker than that or even last longer than that. If you feel that your ear infection is becoming worse, or the earache is growing in intensity, you should talk to an ear specialist.

Diagnosis of swimmer's ear

With swimmer's ear, the

outer ear and ear canal may be red. Upon examination, the doctor may notice pus in the ear canal, and the skin may be scaly or shedding. The doctor may be able to obtain a fluid sample for culture.

Diagnosis of sinus infections

If a sinus infection is suspected, an endoscope may be used to go up the nose and visualise the opening into the sinus cavity and take a direct sinus culture. Nasal swabs are not useful due to false positive results that do not reflect the sinus pathogen. By endoscope, the doctor will be looking for inflammation and/or discharge. Four view x-rays or a CT scan may be indicated if other tests are inconclusive.

Diagnosis of strep throat

Strep throat causes enlarged reddened tonsils that sometimes have white patches on them; however, many viral infections can cause this as well. If strep throat is suspected, a throat culture will be taken and sent to the lab. This test is quick and easy to perform with only mild discomfort as it may cause a gagging sensation.

A cotton swab is brushed against the back of the throat then sent to the lab to test for streptococcal bacteria, the cause

continued on page 17

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Effective management of ENT infections

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of strep throat. The standard test can take one to two days; however, a rapid strep test can also be performed, which only takes a few minutes. If the rapid strep test is positive, antibiotics will be started. If the rapid strep test is negative, you will be sent home and the standard culture will still be performed.

About 20 per cent of negative rapid strep tests will become positive after a day or two in the laboratory. Sometimes your doctor may make the diagnosis based on classic symptoms and signs to treat you presumptively even without a swab.

Diagnosis of sleep apnoea

Sleep apnoea is a disorder causing one to stop breathing for brief periods of time while sleeping. In your first visit, the doctor will begin by obtaining a comprehensive medical history. Before ordering a sleep study, he or she will likely ask some of these questions:

Have you ever been told that you snore?

Have you ever been told that you have stopped breathing while asleep?

Do you awake refreshed in the morning or do you suffer from daytime drowsiness?

Do you suffer from mood swings or depression?

Do you wake up frequently in the middle of the night?

The doctor will look inside your mouth for evidence of enlarged tonsils, uvula (a bell-like piece of tissue that hangs down from the roof of the mouth toward the back of the throat) or other structures that may be blocking the airway. The uvula contains some glands and affects vocal resonance. If the doctor suspects sleep apnoea, they may order a sleep study.

Sleep studies are usually conducted at a sleep centre. After you fall asleep, a monitor, which measures the oxygen concentration in your blood, will be placed on your finger. Normal oxygen saturation during sleep in otherwise healthy men and women is 95 per cent to 100 per cent. If you stop breathing while asleep, this number will drop.

Another sleep study used to diagnose sleep apnoea is called a "polysomnogram." It measures not only the amount of oxygen in your blood but brain activity, eye movement, and muscle activity, as well as your breathing and heart rate.

Based on your present symptoms, your doctor may choose to use a combination of these tests to diagnose your specific disorder. He will then use this information to create an effective treatment plan.

Treatment of ENT infections

Ear infections do not typically need special treatment, as those caused by viruses often go away on their own. Over-the-counter medications such as Tylenol and Advil are recommended for the pain. You can ease the pain



associated with an ear infection by placing a warm wash cloth on your ear and letting it rest there. However, some infections are caused by bacteria and require antibiotics. I

n children, minor surgery is sometimes necessary to heal an ear infection. When someone has recurrent infections, the ear specialist will insert ototubes into the eardrum to drain the fluid.

The best ENT treatment will vary according to what type of problems or symptoms you are having. An advantage of treatment by an ENT specialist is that these physicians can either treat you medically or perform surgery. Your treatment may begin with medication and lifestyle modifications. But if you need surgery, the ENT can perform it rather than needing to refer you to a surgeon.

In some cases, an ENT specialist may diagnose your problem, but ultimately send you to another specialist for treatment. For example, many ENT doctors will diagnose cancer of the head and neck. They may surgically remove tumours and then send you to an oncologist for radiation or chemotherapy. Likewise, some children with chronic ear infections may have delayed speech development. In these cases, the ENT specialist and a speech pathologist may work together as a team to treat the child. Your ENT doctor can assist you in seeking out other medical specialists.

Prevention of ENT infections

There are many ways to prevent ENT disorders, though

it is not always possible, as in the case of congenital conditions. However, multiple ENT disorders can be prevented.

Frequent hand washing is the single most important thing you can do to prevent infection. Avoid exposure to illness, and practice good hygiene, such as covering your mouth when you cough and staying at home when you are sick. Since it is difficult to teach good hygiene to small children, toddlers who attend day-care or preschool are at a higher risk of developing chronic ENT disorders.

Prevention of ear infections

Due to their infectious nature, there are many things you can do to prevent ear infections. Certain inherited traits, though, make some people, especially children, more prone to ear infections. Here is a list of ways to prevent ear infections:

Avoid exposure to cigarette smoke.

Identify and treat allergies.

Keep your child's immunizations up to date.

Do not remove earwax unless your physician tells you to.

Smoke tends to block and clog the tube that connects your throat and ear, and it can cause fluid to build up in the space. Also, make sure to avoid people who are sick, and if you cannot, then limit your exposure. Additionally, always wash your hands after touching door knobs and using the bathroom.

Preventing sinus infections

Sinus infections occur when germs enter one of the hollow cavities in the skull surrounding the eyes and nose. A sinus

infection may feel like a very bad cold that doesn't go away after the usual 2 to 3 weeks. Here are some ways you can protect yourself.

If you have a cold, use a saline nasal spray (available over the counter) to keep your nasal passages from becoming blocked.

Do not fly if you have a cold. If you must fly, consider the use of a decongestant and nasal spray 30 minutes before take-off.

Identify and treat allergies; long-term sinusitis is usually caused by allergies, while acute sinusitis is usually caused by bacteria.

Try using saline nasal spray daily for chronic sinusitis.

Prevention of sore throat

There are many causes of sore throat, including infections, acid reflux, sleep apnoea or more severe and rare disorders, such as cancer. A very common cause of sore throat is a bacterial or viral infection, so practicing good hygiene, such as frequent hand washing, is a good way to prevent sore throat. Here are some other suggestions

Get plenty of rest and exercise to bolster your immune system.

Avoid exposure to cigarette smoke.

Do not spend long periods of time outside when the air quality in your area is poor.

Treat oesophageal reflux.

Prevention of sleep apnoea

Here are some good ideas to prevent or keep sleep apnoea at bay.

Maintain healthy body weight.

Avoid alcohol or sedatives at bedtime.

Identify and treat tonsillitis, nasal polyps or other disorders that can cause airway obstruction.

Quit smoking.

Conclusion

Not all ENT disorders can be prevented. Many depend on inherited traits; however, following the above tips may serve to keep you healthier in the future. Hand washing remains at the forefront of disease prevention, along with other isolation practices, including coughing into your sleeve and staying at home while you are sick.

These guidelines can also help strengthen your immune system, decreasing the likelihood of catching an illness and limiting the duration of an infection.

If you suspect you or your child has an ear infection, you should seek medical care to assess the situation and receive treatment. An ear infection will cause pain in both adults and children, and it can make your baby irritable and fussy. Consult your ENT physician immediately to avoid complications.

Report compiled by Temitope Obayendo with resources from : Web Medicals, Very Well Health and Daily Trust.



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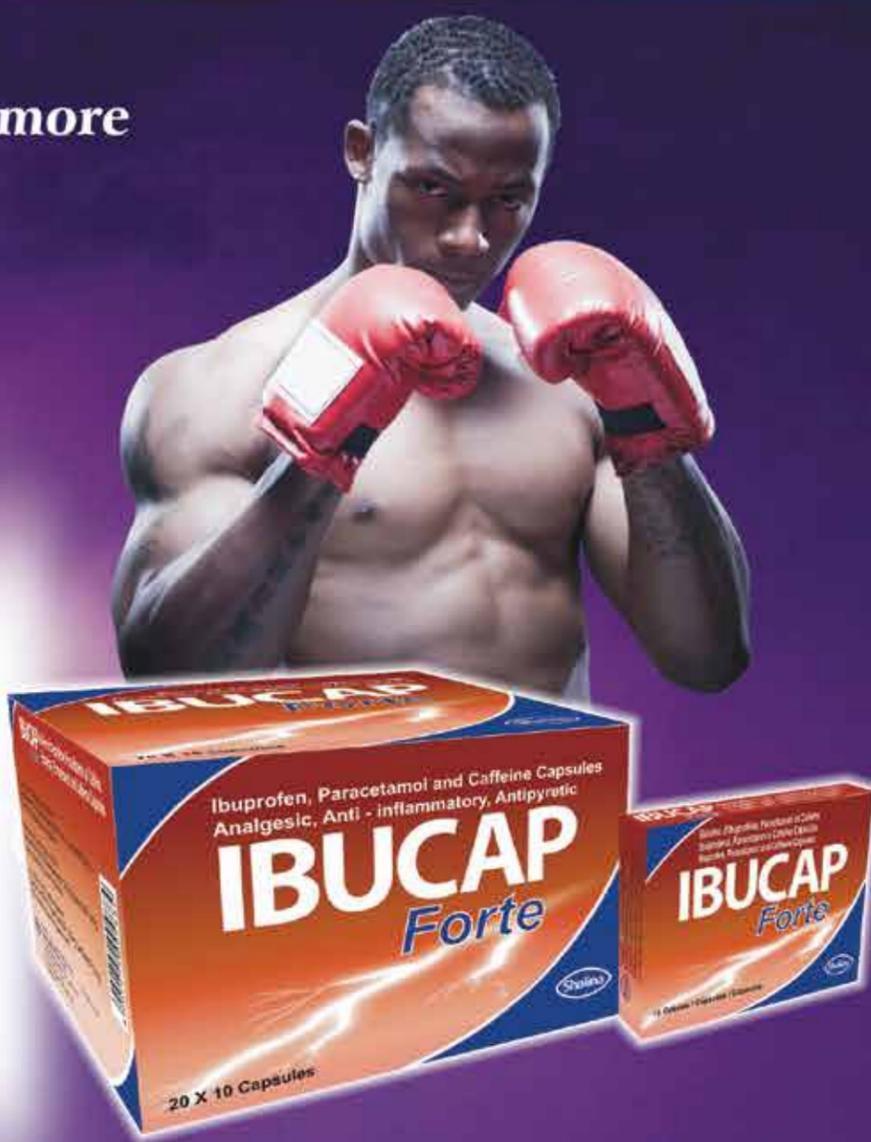
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Pharmacists hold key to solving challenges of local drug manufacturing – Mouliom

continued from front page

enough medicines for the population.

“That is why there are substandard and counterfeit medicines in our system. We have to do more to regulate medicines coming into the continent. We the leaders in the pharmaceutical sector in Africa must provide solution to the challenges facing local drug manufacturers in Africa and ensure they are able to manufacture quality pharmaceutical products and make it available to the populace at affordable costs.

“We have to work on how to improve all the important elements of local pharmaceutical production and we have to do more on local production of raw materials needed for pharmaceutical manufacturing,” he said.

Mouliom stated that Africa is blessed with the required competent human resource that can help transform the pharmaceutical sector in the continent, noting that there are many competent Africans practising in Europe and America in some of the biggest pharmaceutical companies.

Many competent pharmacists, he said, are also in Africa making



Dr Didier Mouliom, secretary general, APF

invaluable contributions to the pharmaceutical sector despite the huge challenges confronting them.

“What we need is the support of government in Africa to get to the right level. The North African countries of Morocco, Algeria, Egypt and Tunisia are already doing well in this regard as they are producing between 60 to 70 percent of the drugs needed by

their population.

“This is because the governments of those countries have done a lot to help grow the pharmaceutical manufacturing sector through good policies,” he said.

Mouliom while noting that Nigeria is one of the countries with a great capacity to produce quality medicines for their citizens, he emphasised that

governments in Africa must begin to protect local drug manufacturing industry by formulating and implementing good policies as it is done in Europe.

“We can do a lot in OAU and ECOWAS to push this agenda. What we need is a good vision of what we need to do and proper advocacy to carry everyone along,” he said.

He stated further that even

though the APF had clocked 15 years, having been established in 2004 in Zimbabwe and having an office donated by the PSN in Nigeria, the body still had a long way to go to ensure there is unity in Africa on pharmaceutical science, adding that the FIP regional forum gives the continent the opportunity to focus on the challenges and needs of the continent.

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HealthPlus Limited Celebrates 20 Years of Trusted Care

Nigeria's first integrative pharmacy and the fastest growing pharmacy chain in West Africa, HealthPlus Limited, recently celebrated its 20th Anniversary. The day started with the company's Annual Conference which was packed with several learning & development sessions on leadership by example, building & leading teams and execution to deliver results.

A high point of the Conference

was the engagement and product knowledge sessions with Exhibitors from the pharmaceutical & beauty industries.

A Dinner & Awards Ceremony was later held at The Civic Centre, Victoria Island, Lagos. The event with the theme "An Evening of Inspiration and Gratitude", under the distinguished chairmanship of Prince Julius Adewale Adelusi-Adeluyi FPSN, FNAPharm, OFR,

celebrated the success story of the organisation over the past two decades.

HealthPlus Limited treated invited guests and employees to a truly inspiring evening. In 20 years, the company has continued to grow in leaps and bounds. In attendance were key stakeholders from the pharmaceutical & healthcare industry, entrepreneurs, several dignitaries and family & friends of

the Founder & CEO, Pharm (Mrs) Bukky George FPSN. Employees were also recognised and rewarded.

At the colourful event, the company confirmed its commitment to its values of excellence, exceptional customer service, integrity, innovation, people-orientation and partnership.



Pharm (Mrs) Bukky George FPSN, Founder & CEO HealthPlus Limited



Pharm Akinjide Adeosun, Chairman & CEO ST. RACHEAL'S Pharmaceuticals Nigeria Limited, during the keynote address on Leadership by Example



Mrs Tolu Oni, Legal Manager HealthPlus Limited



Pharm Dupe Adebiyi, Head, Pharmacy Services HealthPlus Limited



Mr Yinka Olugbodi, CEO Team Building International, during a team bonding session at the Conference



A cross section of Conference delegates



Pharm Onomen Ayodele-Olugbogi, Regional Manager HealthPlus Limited



Pharm (Mrs) Foluke Akinniranye, Chief Retail Operations Officer HealthPlus Limited



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Pharm Adefolake Adeniyi, National Treasurer PSN; Pharm (Mrs) Bukky George FPSN; Dr. Ejiro Foyibo FPSN, Deputy President South PSN and Pharm Emeka Duru FPSN, National Secretary PSN



Sir Ike Onyechi FPSN, Founder & Managing Director, Alpha Pharmacy & Stores Limited and Lady Chinelo Onyechi



Pharm (Lady) Ngozi Obikili FPSN, Asst. General Manager, Corporate & Strategic Planning, Nigerian Ports Authority



Pharm (Mrs) Clare Omatseye FPSN, Founder & Managing Director, JNC International



L-R: Pharm (Mrs) Ijeoma Nwankwo, Director Drug Evaluation & Research, NAFDAC; Femi Niyi, Chairman, Silverstream Energy Nigeria Limited and Pharm (Mrs) Edosa Ogbeide, Director, NAFDAC Lagos State Office



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Celebrating 41 Years of Uninterrupted Monthly Publication (1979-2020)

Sanwo-Olu, Tallen, Ohuabunwa, others fete Emzor boss

By Adebayo Oladejo

It was indeed a gathering of "who-is-who" in Lagos and beyond, as the wife of the Governor of Lagos State, Dr (Mrs) Ibijoke Sanwo-Olu; Minister of Women Affairs, Dr (Mrs) Paulen Tallen; President, Pharmaceutical Society of Nigeria (PSN), Mazi Sam Ohuabunwa, and other eminent personalities stormed the prestigious Shell Hall, Muson Centre, Onikan, Lagos, to felicitate with Dr (Mrs) Stella Okoli, founder and group managing director, Emzor Pharmaceutical Industries Limited, at the company's recent 15th annual thanksgiving.

Speaking at the colourful gathering, Lagos First Lady, Mrs Sanwo-Olu, who was the guest of honour, showered encomium on Dr Okoli, urging her to continue to be a pillar of growth and development in the country and beyond.

In a similar vein, Mazi Ohuabunwa, who was the chairman of the occasion, called on Nigerians to emulate the enviable personality and lifestyle of the Emzor boss by inculcating the habit of giving thanks to God always and engaging in charitable initiatives which add value to people's lives.

"The woman we have all come to celebrate and appreciate God with today is not just an ordinary woman, but a virtuous woman, loving mother, caring leader, mentor, role model to many, pharmacist of repute and an unrepentant thanks-giver. So, I am delighted to be here today and celebrate with her and the entire Emzor team," Ohuabunwa said.

Speaking further, the PSN president described Okoli as a detribalised Nigerian and an advocate of peace, adding that the country needed more people like her to progress as a nation.

"One thing I have discovered



Dr (Mrs) Stella Okoli, founder/GMD, Emzor Pharmaceutical Industries Ltd flanked by other dignitaries at the event.

about Dr Stella Okoli is that she is a wise woman who understands the power of thanksgiving, and she does it unpretentiously. I respect her for this and pray that God will grant her good health and peace of mind to celebrate more years," the PSN boss said.

Earlier, while giving her opening remarks, Dr Okoli noted that the reason she always seems joyful and positive is because she sees hope where many see challenges and obstacles.

According to her, the Emzor's success story had divine backing, adding that the company strives to take a giant stride every year.

Speaking further, the Emzor founder charged Nigerians to continue living a life of gratitude to God in every situation, noting that it is good to be hopeful in whatever circumstance one is passing through.

Okoli further explained that the annual dinner was an opportunity to worship, honour and give thanks to God for His faithfulness.

Emzor Pharmaceutical Industries Limited is a wholly private indigenous pharmaceutical manufacturing group founded in 1984 by Dr Stella C. Okoli, OON. The company is into the manufacture of high quality pharmaceutical products and medical consumables. Its holding company, Emzor Chemists Limited opened for retail business in January 1977 in Yaba, Lagos.

The rapid growth of the retail business encouraged Emzor Chemists Limited to venture into the importation and wholesale of assorted pharmaceuticals. The idea to manufacture locally came later and this was predicated on the need to develop local capability, create jobs and provide high quality pharmaceutical products and

services to the Nigerian people at prices that are not only affordable but represent value.

Emzor Pharmaceutical Ind. Ltd. started pilot production in 1985. By 1988 it had become an established pharmaceutical manufacturing company especially with the introduction of Emzor Paracetamol which is today a leading brand of analgesic not only in Nigeria but across Sub Saharan Africa.

The company's factory is located in the Isole industrial area of Lagos with facilities to make a wide variety of high quality pharmaceutical products that meet international standards at affordable and competitive prices. All Emzor products meet the highest international standards and are duly registered with NAFDAC.

Towards the end of the programme, a handful of guests also used the opportunity to congratulate and shower accolades on the Emzor boss with musician on ground to ignite the ceremony.

Others in attendance at the occasion were, Her Excellency, Mrs. Paulen Tallen, former deputy governor, Plateau State and Minister of Women Affairs; Chief Mrs. Sarah Adebisi Sosan, former deputy governor, Lagos State; Chief Mrs. Bola Obasanjo, wife of the former president; Sen. Oluremi Tinubu, represented by Hon. Princess Abiodun Elegushi Anifalaje; Prof. Anya O. Anya, father of the day; Chief Mrs. Oprah Bension, Yeye Oge of Lagos; Mr. Emeka Okoli, chairman, Emzor Groups; Prof. Moji Adeyeye, Director General, NAFDAC, represented by Dr. Monica Hembem-Eimunjeze, NAFDAC's director of registration and regulatory affairs, among others.

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Micro Nova staff celebrate boss in style

- Confer him with honorary chieftaincy titles

By Adebayo Oladejo

In appreciation of his leadership qualities and contributions to the growth of Micro Nova Pharmaceuticals Industries Limited in Nigeria within the past 20 years, the entire staff of the company recently eulogised Mr Hemant Sharma, head of operations, and gave him honorary traditional chieftaincy titles.

The colourful ceremony took place during the company's Annual General Meeting (AGM), within which the staff discussed and strategised for the year 2020.

Speaking with *Pharmanews* on the event, which was held at Pearlwort Hotel and Suites, Lagos, with members of the senior management team and other staff in attendance, Mrs Harriet Amaefuna, senior product manager of Micro Nova, revealed that Sharma was honoured for his exceptional managerial acumen and vast knowledge of the Nigeria business environment.

She added that the revered Indian was honoured with chieftaincy titles from the three major tribes of Nigeria. The titles were "Ebubedike I of the

Pharma Industry", "Jagunmolu of the Pharma Industry" and "Sarkin Yakin of the Pharma Industry" which represent some of the most prestigious titles in the country.

Amaefuna further explained that the Micro Nova's helmsman was given the honour because he had contributed so much to the progress of the company and that had been a crucial part of its success story in the country, having consistently assisted it in fulfilling its key vision.

Also speaking on the occasion, Mrs Victoria Oribhabor, head of admin, Micro Nova, said the honour bestowed on the company's boss was befitting, adding that the entire staff members were delighted to celebrate him.

Similarly, Pharm. Gbenga Adebisi, Micro Nova's sales and marketing manager, described Sharma as hardworking, dedicated and resilient boss, adding that his vast experience and extensive knowledge of the business environment has tremendously raised the status and income of the company.

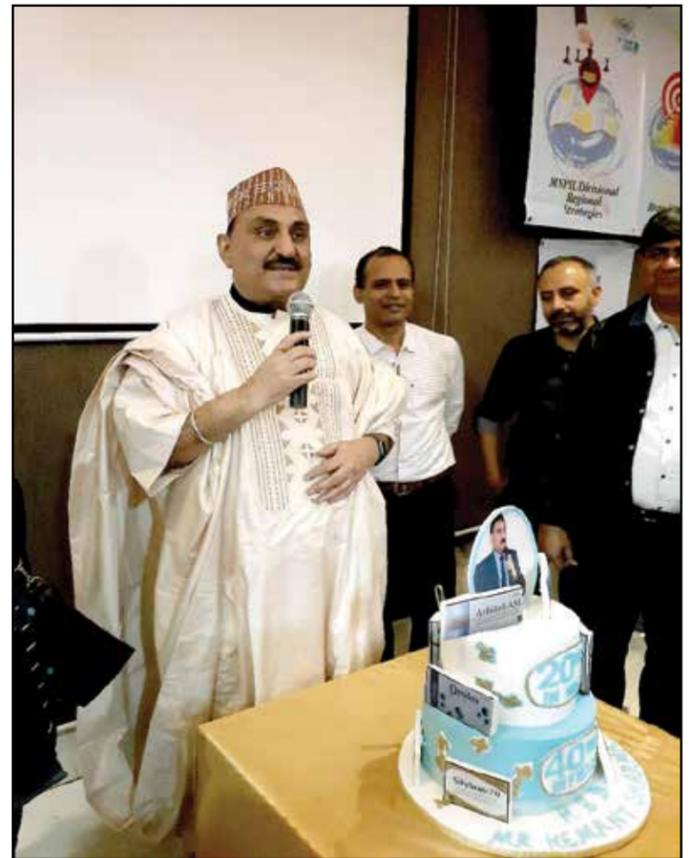
Apparently touched by

the staff's gesture, Sharma, in his reaction, said he was overwhelmed by the surprise

celebration, while also expressing gratitude for the honour bestowed on him.

Micro Nova is a specialty division of Microlabs, which was established in 1973. It has presence in over 50 countries that cut across the United States, South East Asia, Australia, Africa, and Europe. Among other things, the company

has 300 scientists in its employ and a robust range of 520 brands.



Mr Hemant Sharma, vice president (Microlabs India) and head of operations, Micro Nova Pharmaceuticals Industries Limited

Photonews



2020 AGM OF MICRONOVA PHARMA & CELEBRATION OF AN ICON, MR. HEMANT SHARMA (HEAD OF OPERATIONS).



Mr. Sharma cutting the cake with Head of Admin, Mrs. Oribhabor and the Superintendent Pharmacist, Mr. Solomon Ogbuefi



Jagunmolu of the Pharma Industry



Ebube Dike I of the Pharma Industry



Mr. Sharma with a cross section of managers



Cross section of managers after a training section



Sarkin Yakin of the Pharma Industry

www.microlabs.com

Celebrating 41 Years of Uninterrupted Monthly Publication (1979-2020)

Nemitt MD restates commitment to ethical drug distribution

- As company holds customer interactive forum to mark 20th anniversary

By Yusuff Moshood

Nemitt Pharmaceuticals Limited will continue to be at the vanguard of ethical drug distribution in the country and consistently ensure that pharmacists and other healthcare professionals have an alternative to the open drug markets for the sourcing of needed medications, Pharm. Ernest Okafor, managing director of the company, has said.

Speaking with *Pharmanews* in an exclusive interview during a customer interactive forum organised by the company as part of activities to celebrate its 20th anniversary in collaboration with Mega Lifesciences, Okafor said that the company had a clear goal from inception and wanted to be wholly a wholesale pharmaceutical business that is strictly for health institutions and retail pharmacies.

Speaking further at the event, held at Radisson Blu Hotel, GRA, Ikeja, Lagos and tagged "Building to Last", Okafor stated that ethical drug distribution had been the major focus of the company since inception and had thus helped change the narrative of drug distribution in Nigeria.

He stated that the company had also helped to mentor many wholesaler pharmacists from all over the country because of its commitment to ensuring that more professionals go into the business.

"I encouraged many professional colleagues to go into the business because I know that the more of them that are in the



L-R: Dr Chris Otigbuo, consultant physician/CMD, St Claire Specialist Hospital, Lagos; Pharm. Ade Poppoola, GMD, Reals Group/chairman of the occasion; and Pharm. Ernest Okafor, MD, Nemitt Pharmaceuticals, during Nemitt customers interactive forum held at Radisson Blu Hotel, Ikeja, Lagos, last December.

business, the merrier it will be; as pharmacists will have more and better options to the open drug markets," he said.

Speaking further at the event chaired by Pharm. Ade Poppoola, group managing director, Reals Group, and attended by Nemitt customers from all over the country, Okafor said that the decision to organise the customer interactive forum was to strengthen the partnership between the company and its partners, adding that bringing all the partners together at the forum had enabled the company to hear directly from them on how to improve the partnership.

He explained that the feedbacks from the interaction with the partners were quite positive, noting that most of the things the partners wanted the company to do were things the company knew and was already working on to achieve.

Okafor also expressed some reservation about the agitation for the implementation of the National Drug Distribution Guidelines (NDDG) to deal with the problem of chaotic drug distribution, stressing that what the nation needs is the will to enforce relevant laws that make the operation of the open drug market illegal.

He noted that if the regulators enforce the relevant laws relating to drug distribution, all those involved will fall in line and comply.

Also speaking with *Pharmanews* about the event, Poppoola congratulated Nemitt as it celebrated its 20th anniversary, noting that there were great reasons to give glory to God for the life of Pharm. Okafor.

The Nemitt business, he said, started from a little beginning but was powered by excellent professional pharmaceutical practice, based on strict ethical drug distribution model, adding that to sustain this model for 20 years was quite commendable.

The chairman of the occasion urged the Nemitt team to continue to sustain its practice model, adding that it would give the company further advantage in the near future as it moves into the technology driven pharmaceutical practice era.

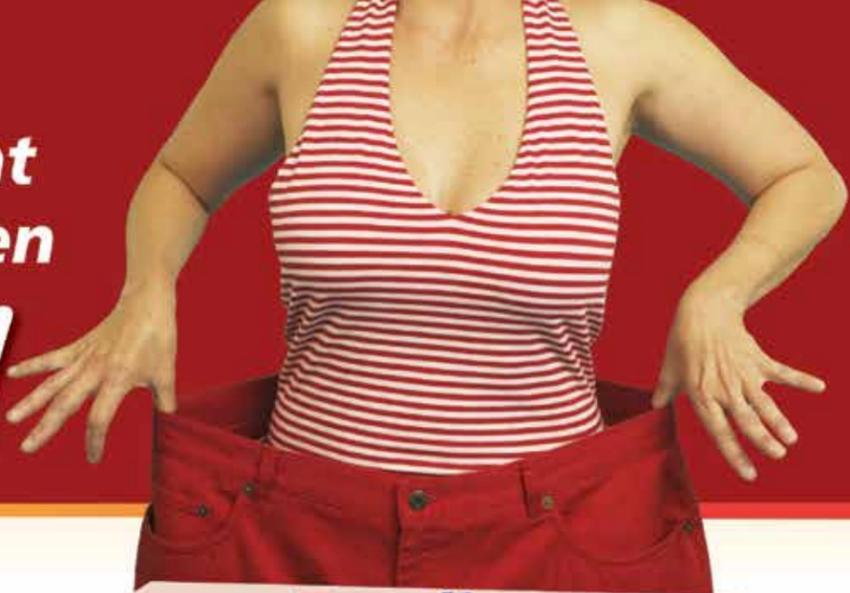
Earlier in her presentation, Pharm. (Dr) Dumebi Mordi, managing director/consultant pharmacist, Rx 30 Pharmacy, Victoria Island, Lagos, urged everyone at the occasion to make building good relationship a fundamental part of their lifestyle.

Mordi who was the keynote speaker said building relationship in business is particularly important because good relationship with customers and staff will help build the business and sustain it for years.



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ACPN National President, Pharm Sam Adekola (second right), during visit to Swipha stand



L-R: Director, Pharmaceutical Services, Primary Health Care Board FCDA, Pharm. Abdulraziz Idris; Pharm Bashiru Hama Adams, Abuja Health Insurance Scheme FCDA.



Excited delegates at Swipha stand.



Pharm. Munir Elelu (middle) with Swipha Delegates -Business Development Director, Pharm. Abbas Sambo and Pharma Operations Director, Pharm. Wilfred Dafiel

Managing your time and life

By Pharm. Sesan Kareem

People who are highly productive and resourceful have developed the habit of good time management. You can fast-track your success, achieve more in a short time, reduce stress, become more efficient at what you do, climb the ladder of achievements in your career and enjoy a balanced life, if you master effective time management.

By the way, what is time management? Time management can be simply defined as activities management. The crux of the matter is you cannot manage time, what you can manage is what you do with your time. The Creator of life is the only one who has the power to control or direct time. What you and I can do is to effectively use our time. Before we discuss on how to effectively manage your time, let me share some fantastic information with you, about time and life.

Time management is life management

Your time is your life. Your life is your time. Guess what? You have a limited time here because your days are numbered. Using your time effectively is the key to maximising your one shot at life. Every second that ticks on the clock is one precious moment of your life. Therefore, you should have a fast tempo for action, and a bias for doing what matters at every moment of your life.

You can transform your life, if you transform how you use your time. I believe you can now understand better why incredibly successful people don't like others wasting their time. It is because they understand consciously that their time is their life and their life

is their time.

Time is fair

Life is not fair, but time is. Life places each one of us in different backgrounds, environments and circumstances. Life gives each one of us different gifts, talents and abilities. However, time is fair. Whether you are Barack Obama, Aliko Dangote, Ifeanyi Atueyi or yours truly Sesan Kareem, we all have the same 24 hours every day. What now shapes our results is how effectively we utilise our time.

Now, this is interesting. Because time is fair, we can also say life is fair. You see, what we truly need to transform our condition or circumstance is to invest our time judiciously in whatever we want to achieve. In other words, if you want to be smart, invest your time in acquiring relevant knowledge, and take action on your knowledge. If you want to be fit and strong, invest your time in exercise, and good diet. If you want to be financially successful, invest your time in becoming the best at what you do. Therefore, you have no excuse that life is not fair to you, because time is fair.

Time should be invested

You can lose money or valuables and gain them back. We have all lost something valuable before and we were able to get some of them back. Donald Trump lost all his wealth twice, filed for bankruptcy, and started all over again; yet he still became a billionaire and the President of the United States.

However, when you waste your time, you waste an integral part of your life that you can never get back. In this light, your time is a

precious gift you must invest, use and enjoy to the fullest. I can predict where you will be in the next five years by looking at how you spend your time right now.

Think about it. If someone spends his precious time right now drinking alcohol on a daily basis; in the next five years he would have become be an alcoholic, perhaps suffering from one health challenge or the other, isn't it? On the flip side, if someone spends his limited time right now creating value for his company or customers on a daily basis, then, in the next five years he would have become more successful and better recognised.

(To be continued...)

ACTION PLAN: Identify what activities contribute to your results and create quality time to do them. Identify activities that waste your time and commit to stop doing



For questions or comments, mail or text sesankareem2@gmail.com/08072983163

them. Guide your time as you protect your life.

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Sesan Kareem, a management consultant helps organisations and their workforce to build a culture of excellence, performance, productivity and profitability.

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SIDE EFFECTS:

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INTERACTIONS:

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Caution should exercised with Alcohol, Sleeping pills, Anticonvulsants, NSAIDs, Antifungals, Antidiabetics, HIV/AIDS dr



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CONTRA-INDICATIONS.
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SIDE EFFECTS:
Nausea, Rashes, leukopenia are rare.

CONTRAINDICATIONS
Hypersensitivity to paracetamol or any of the other ingredients/components of the product. Severe and active hepatic impairment.

SPECIAL WARNING:
This preparation contains paracetamol. Do not take any other paracetamol-containing medicines at the same time.

USE IN PREGNANCY/ LACTATION:
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Young pharmacists should strive to be good scientists, entrepreneurs – Falabi

By Yusuff Moshood



Pharm. Olugbenga Falabi

Pharm. Prince Olugbenga Falabi is the managing consultant/Chief executive officer (CEO), Tiptop Nigeria Limited, a new management consultancy and product marketing company. In this interview with **Pharmanews** at his office in Ikeja GRA, Lagos, Falabi who was a former general manager of Greenlife Pharmaceuticals Limited and also a past national chairman of Association of Industrial Pharmacists of Nigeria (NAIP) speaks on what prompted his decision to resign from Greenlife to establish the new company. He also speaks on the need for pharmacy curriculum to be reviewed to ensure new pharmacy graduates are trained to be great scientists who are also very good in business.

Below is the abridged interview

What informed your decision to start this management consultancy and product marketing firm Tiptop Nigeria Limited and what are the objectives of the company?

Actually, the idea came after my 50th birthday. I looked forward and said to myself that I would be going into full retirement in the next 10 years. I then decided it is high time I did something that would be worth retiring on.

I have never believed it is right to set up a business while still working for somebody. I believe you will be using part of the time for that job for your own business and I think it is not right and it is unfaithfulness.

What I did at a time was that I set up a firm and put somebody completely in charge and, of course, it failed. The fact is that that person did not own that vision and couldn't run with it properly. It was a lesson.

I did not own the vision when I was a medical representative at Roche; I supported the Roche

vision. I did not own the vision at Mopson where I worked for about two years; I was there to support the vision of Pharm. M. O. Paul. The same thing with my time at Cadilla and the 11 years I spent at Greenlife Pharmaceuticals Limited. I didn't own the Greenlife vision, but I supported it and helped grow the vision from 1.2 to beyond 12 billion naira. I was doing my job.

So, I had expected that other men should be able to run with other people's vision but it was not the case. So, I shut down the company. And when I retired early from Greenlife I decided to pursue this idea of Tiptop, an original vision of mine that I could devote time to and pursue.

This is actually the way to go because many pharmacists come out of pharmacy school as great scientists but with little or no business and/or entrepreneurial skills. Yet, they need business skills to run their pharmacies or other pharmacy businesses they are involved in.

What is the fundamental principle behind the Tiptop vision?

I believe that my training and the experience that I have acquired since 1991 when I started as a medical representative to when I left my position as general manager at Greenlife will make me to be more useful as a consultant. I believe I will be able to use the skills that I have acquired to help many organisations, instead of serving just one company. The objective of Tiptop is to help keep companies alive and well. Not just for them to be alive but to be doing well.

Our plan is to help companies look at the environment and help them see how they can build a resilient organisation that will be able to anticipate change and be able to take proactive steps that will help the company in the short, medium and long term.

What are the short and long term plans of Tiptop Ltd?

In the short term, that is, in the next one year, our plan is to have more clients and help them make better impacts in their businesses. However, in the longer term, let's say in the next five years, the plan is for us to be able to manufacture some niche products locally through contract manufacturing to help take care of the health needs of our people.

What are your thoughts on how to bridge the gap in the training of pharmacists as it concerns entrepreneurial skills, so that they will be good scientists and also be very good in business?

It is certainly something that is desirable. I have told some of our colleagues in our meetings that some of the people we refer to as charlatans in pharmacy circles are actually businessmen who were trained at the "Idumota business school". That is their training school. Even though this school doesn't have any Nigerian University Commission's licence or certification, serious business training is going on there.

Therefore, it will be very good for pharmacy students to have entrepreneurial trainings and experience from school. There are ways to do this. I remember that at the PSN conference in Uyo, the registrar was talking about a review of the pharmacy

curriculum. I think that process should be accelerated and that more management courses be incorporated into the new curriculum.

I know that there are some management courses there already, but we need more as even the ones we did in our time were not core courses. We just took those courses to pass. The students should be made to know that these courses are also very important.

Aside from that, there should also be opportunities for successful businessmen to give talks at the colleges and pharmacy schools to share experience about how it is done. This will stick more as the students will be able to relate more with these talks.

Another period that should also be properly used for this is the period when students go for their industrial attachment (IT). They need to know and be told that the IT period is for them to gain invaluable experience that will be useful to them when they go into pharmacy practice fully. They need to see it as a learning and mentoring period to gain useful tips as it concerns business and entrepreneurship.

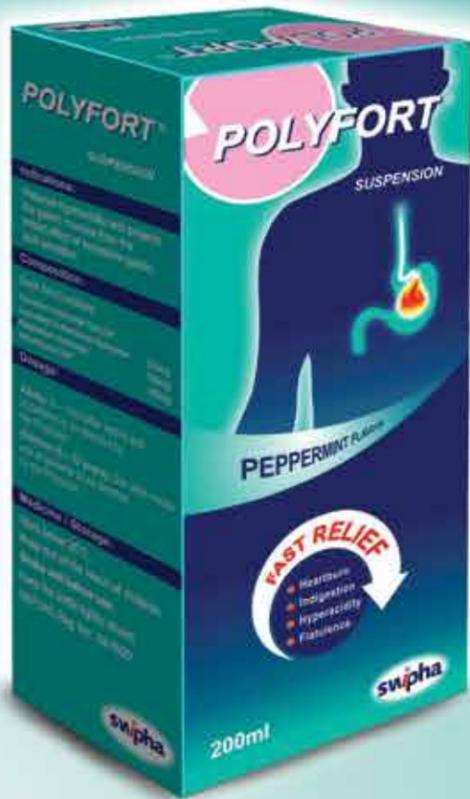
This is actually the way to go because many pharmacists come out of pharmacy school as great scientists but with little or no business and/or entrepreneurial skills. Yet, they need business skills to run their pharmacies or other pharmacy businesses they are involved in.

When you were the national chairman of NAIP, there were some discussions about getting pharmaceutical market data. That project was to help players in the industry have a better idea of the market size and thus be able to make necessary business projection. However, it seems that project has become stalled. Is the pharmaceutical market data idea still relevant or has it been jettisoned?

The issue of market data started as far back as the 90s. Unfortunately, it has not been too much of a success. This is so because in this part of the world, what we do is to build silos. From my experience, I have always believed that if we are able to properly and successfully estimate the market, planning becomes easier and better.

We haven't got it right and we have unfortunately had to rely on estimates from Europe and America to plan. I know a lot is going on in this direction with the assistance of NAFDAC. I hope this works out well because it will help us.

Hopefully, we shall surmount this challenge. I know that NIROPHARM, APIN, PMG-MAN, and other stakeholders are in discussion about it. They all want to get this done and I hope they do.



L-R: Product Manager, Pharm. Rowland Haastrup; Swipha Key Distributor, Pharm. Juwon Otelaja endorsing the New Polyfort during the exhibition.



Maydon fetes partners at distributors' forum

- Pledges commitment to long-term relationship with customers

By Yusuff Moshood

Maydon Pharmaceutical Limited has assured its distributors that the company is committed to building a long-lasting, mutually beneficial relationship with them.

Mr Donatus Dunu, chairman/ chief executive officer (CEO), of Maydon Pharmaceuticals, gave the assurance while making his opening remarks at the Maydon Distributors' Forum, held recently at Excel Oriental Hotel, Airport Road, Lagos, noting that the company appreciates the support and patronage the distributors had given to it over the years.

The Maydon helmsman stated that even though competition had become stiffer in the pharmaceutical industry over the last couple of years, he was quite happy for the loyalty of the distributors, assuring them that the company was committed to consistently earning their loyalty by taking care of their needs.

Also speaking with *Pharmanews* in an interview at the forum, Mr Uche Udozor, director, Business and Distribution, Maydon



Some Maydon staff and dignitaries during the unveiling of Halar cream at the event

Pharmaceuticals said that the forum, the first to be organised since 2015, was to help improve the relationship between the company and its distributors.

While noting that Maydon had received sufficient feedback

on how to improve its business from the distributors, Udozor reaffirmed the commitment of the company to ensuring that its business relationship with all its business partners

continued to produce a win-win situation for all concerned.

He stated further that the forum has also inspired some of the distributors to improve on their performance in the new year, disclosing that some had told him they would aim to do better in the year so that they can win the coveted prices of the company.

Udozor expressed happiness at the great turn-out of distributors at the event, noting that having about 45 distributors from all over the country for the programme added colour to it.

He reiterated that Maydon, noted for quality, efficacious and well packaged products would continue to make available top quality medications for Nigeria and Nigerians.

UNN pharmacy alumni class '86 holds maiden summit

- Elects national executives

The University of Nigeria, Nsukka (UNN) pharmacy graduating set of 1986 recently held its maiden summit in Lagos and elected national executives to pilot its affairs.

The summit, which came 33 years after the group graduated from the UNN faculty of pharmacy was held on 20 December, 2019 at Eyo Hall of Sheraton Hotels, Ikeja, Lagos and was attended by 26 members, some of whom came from outside Nigerian.

According to a communique jointly signed by Pharm. (Dr) Raymond Okechukwu, secretary; and Pharm. (Sir) Kennedy Izunwa, chairman of the 2019 Summit Planning Committee, some members of the group had been elected as national officers of the group's National Executive Committee.

The new executives are: Pharm. Victor Okwuosa, president; Pharm. (Dr) Raymond Okechukwu, secretary; Pharm. Ikeri S., publicity secretary; Pharm. (Dr) Ifeyinwa Chijioke-Nwauche, financial secretary; and Pharm Eddy Igwuegbu, treasurer.

According to the statement, one deputy president is to be elected from each of the nation's geopolitical zones, through the group's social media platform, to work with the new executives to properly coordinate the affairs of the alumni association.

The communique also

disclosed that a nine-man Board of Trustees (BOT) was constituted during the maiden summit. Members of the BOT are Pharm. Kennedy Izunwa, Pharm Amaka Okoye, Pharm. Edosa Ogbeide, Pharm Chigozie Oguine, Pharm Barnabas Aghiligwo, Pharm. Ernest Udensi, Pharm. Patrick Osele, Pharm. Mathias Igwe and Pharm. John Oppah. The BOT members are to serve/pilot the affairs of the group for the next three years.

The communique added that some committees were also formed at the get-together to help address some critical issues affecting the group. They are: 2020 Class Reunion/Summit Committee, headed by Pharm Jude Okoye; Welfare Committee, chaired by Pharm. Cletus Ibe; Business Scheme Committee, chaired by Pharm. Kenedy Izunwa; Homecoming to UNN Faculty of Pharmacy Committee, chaired by Pharm. (Dr) Raymond Okechukwu; and Governance & Leadership Committee, chaired by Pharm Ngozi Obikili.

The main objective of the UNN Pharmacy Alumni Class of 1986, according to the communique, is to maintain veritable collaborative association among members as well as promote relationship with other philanthropic organisations' towards societal development.



Members of the UNN Pharmacy Alumni Class '86, in a group photograph at the maiden summit of the group held at the Eyo Hall, Sheraton Hotels and Towers, Ikeja, Lagos, last December.



R-L: Pharm. Patrick Osele, Pharm. (Mrs) Ngozi Obikili, Pharm. Victor Okwuosa and Pharm. Kennedy Izunwa during the summit.

Celebrating 41 Years of Uninterrupted Monthly Publication (1979-2020)



MAYDON PHARMACEUTICALS LIMITED

recently held its distributors' forum in Lagos.
The event was held at Excel Oriental Hall, Airport Road, Lagos.

Below are the pictures taken at the event



Director, Business and Distribution, Maydon Pharma Ltd, Mr Uche Udozorh(right), presenting an award plaque to MD God's Glories Hand Pharmacy, Ibadan, Mrs Mary Bamidele Farodolu, while the Regional Manager, West, Mr Kanu Dominic looks on.



Director, Business and Distribution, Maydon Pharma Ltd, Mr Uche Udozorh, presenting an award plaque to the MD/CEO Roseline Medical Concept, Aba.



MD/CEO Latnas Pharmaceuticals Ltd., Kano, Alhaji Sayyid Lawal Atan, receiving his award plaque.



A cross section of Maydon staff and customers unveiling Halar cream which is brand of triple action cream.



National Sales Manager, Maydon Pharma Ltd., Pharm. Wole Osun, presenting an award to the CEO, Warneck Pharmacy, Aba, Mrs Clementina Emenalo, while the Director of Business and Distribution, Maydon Pharma Ltd, Mr UcheUdozorh looks on.



L-R: The MD/CEO of valin Medicals, Enugu, Mr Frank Egbuhube, CEO, Warneck Pharmacy, Aba; Mrs Clementina Emenalo, the MD/CEO, Latnas Pharma Ltd, Kano; Alh. Sayyid Atana, the MD, Roseline Medical Concept, Aba; Mr UcheDuru, the MD, Zangokabo Pharma Ltd., Kano; Alh. Bashir Abdurahman and the MD/CEO, Hadid Pharmacy, Kano; Alh. Naziru Nasidi displaying their awards.



A cross section of distributors from Ibadan, Oyo State



A cross section of the North Central distributors at the forum hold recently.



A cross section of Maydon staff and customers presenting Calmentine to the Public. Calmentine is Maydon's brand of Amoxicillin and clavulanic acid 625mg, 312mg and 228.5mg.



A cross section of the Eastern distributors at the forum held recently.



A cross section of Northern distributors

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Events in Pictures



Pharm. Ernest Okafor, MD, Nemitt Pharmaceuticals (3rd from left) flanked by some Nemitt staff with their awards during the company's customer interactive forum and 20th anniversary held in Lagos, recently. From left is Mr Steve Anaele (Excellence award), Mrs Nkechi Nwogu (Long service award) and Mr Gbenga Aribilola (Long service award).



Nemitt Pharma and Mega Lifesciences staff in a group photograph during the Nemitt customer forum event.



Pharm. Ade Popoola, chairman of the occasion (middle), presenting the platinum partner award to Pharm. (Mrs) Toyin Ayopo, manager, Nett Pharmacy, while Pharm. Chris Ehimen, MD, Nett Pharmacy looks on in admiration during the customer interactive forum of Nemitt Pharmacy, held in Lagos recently.



L-R: Chukwuemeka Benneth (Regional Manager West, Biofem Nigeria), Usifo Augustine (Head of Marketing, Biofem Group), Prof. Darlington Obaseki (CMD, UBTH), Pharm Mrs Caroline Olumese (HOD, Pharmacy Department, UBTH)



A cross section of guests at the commissioning ceremony of Pinnacle Health Pharmaceutical Ltd head office building in Lagos, recently.



ASSOCIATION OF INDUSTRIAL PHARMACISTS OF NIGERIA (NAIP)

seeks

EXPRESSION OF INTEREST

for the

LICENSING OF NANIP® HERBAL COUGH TINCTURE

BACKGROUND

The Association of Industrial Pharmacists of Nigeria (NAIP) actively engaged with the Association of Pharmacists in the Academia (NAPA) with the goal of the industry driving academic research in areas of commercial interest to fast track commercialization of indigenously researched medicines by the academia.

On March 2, 2018, NAPA and NAIP launched the Nigeria Medicines Development Project (NMDP) with the signing of an MOU between the two associations. By November, 2018, the efforts of the two associations birthed a unique Herbal Cough Tincture, NANIP®.

The Executive Committee of the Association of Industrial Pharmacists of Nigeria (NAIP) hereby invites interested Pharmaceutical Manufacturing Companies, whose factories are located in Nigeria, to submit an Expression of Interest ("EOI") for the Licensing of NANIP® Herbal Cough Tincture.

ELIGIBILITY REQUIREMENTS

Interested Pharmaceutical Manufacturing companies whose factories are in Nigeria should submit bound EOI documents duly paged and signed. EOIs are expected to be limited to five (5) A4 pages.

The Key EOI requirements include,

- A profile of the Company
- Contact Person(s) and Contact details
- Experience and capacity in the manufacture of Pharmaceutical oral liquid dosage forms
- Organizational structure in the Marketing, Sales and Distribution of Pharmaceutical Products in Nigeria
- All submissions must clearly state, "Expression of Interest for the Licensing of NANIP® Herbal Cough Tincture" on all documents submitted.

SUBMISSION OF EOI

The closing date for the submission of the EOI is Friday, February 21, 2020 by 5.00pm (Nigerian Time). All EOIs should be emailed to naip.mail@gmail.com. This is in addition to the submission of hard copies in a wax-sealed envelope addressed and delivered to NAIP Secretariat, MAN Centre, 5 Eleruwa Street, Wemabod Estate, Ikeja Lagos.

Signed:

IG. Anukwu
National Chairman (NAIP)

Yvonne Adeleke-Fayose
National Secretary (NAIP)

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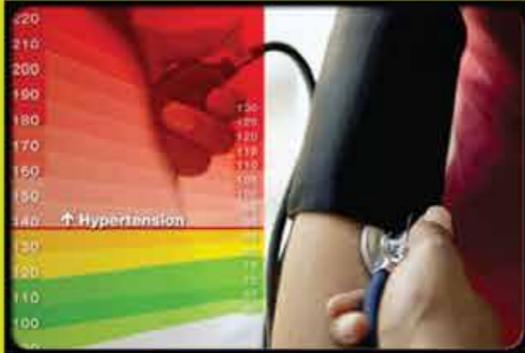
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L-R: Prince Julius Adelusi-Adeluyi FPSN, FNAPharm, OFR, mni; Dr. Lolu Ojo FPSN, Managing Director, Merit Healthcare Limited; Pharm (Mrs) Bukky George FPSN and Pharm (Mazi) Sam Ohuabunwa, FPSN, OFR, MON, FNAPharm, FPCPharm, President PSN



Prince Julius Adelusi-Adeluyi FPSN, FNAPharm, OFR, mni, giving the Chairman's Address



L-R: Mr & Mrs George; Prince Julius Adelusi-Adeluyi; Pharm (Lady) Ngozi Obikili; Pharm Ahmed Ibrahim Yakasai; Dr Ejiro Foyibo; Pharm Emeka Duru during the cutting of the anniversary cake



L-R: Pharm (Prof) Mbang Femi-Oyewo FPSN, MFR, Chairperson, Board of Fellows PSN; Pharm Ahmed Ibrahim Yakasai FPSN, FNIM, FNAPharm; Pharm (Mrs) Bukky George FPSN and Prince Julius Adelusi-Adeluyi FPSN, FNAPharm, OFR, mni



Pharm (Mrs) Bukky George FPSN giving the Founder's Address



L-R: Pharm Jimi Agbaje; Pharm Uche Nwana, Managing Director, Sylken Limited; Pharm Ochuko Omaruaye, MD/CEO New Heights Pharma Limited and Pharm (Mrs) Bunmi Omaruaye, Director, New Heights Pharma Limited



The Retail Operations team led by Pharm (Mrs) Foluke Akinniranye, Chief Retail Operations Officer, HealthPlus Limited receiving their commemorative awards



The Internal Audit team led by Mr. Dimeji Olajitan, Head, Enterprise Risk & Compliance, HealthPlus Limited receiving their commemorative awards



Pharm (Mrs) Bukky George FPSN



L-R: Pharm (Mrs) Ngozi Onuorah, Director, Chemical Evaluation & Research NAFDAC; Dr Amaka Okafor, Director, Inspection & Monitoring Unit PCN and Pharm (Mrs) Bukky George



L-R: Prof Francis Fajemirokun; Chief (Dr) Dele Fajemirokun; Pharm (Mrs) Bukky George and Dr Ebenezer Sonaiya



L-R: Pharm Ahmed Ibrahim Yakasai FPSN, FNIM, FNAPharm; Pharm Lekan Asuni FPSN; Pharm (Mrs) Bukky George FPSN; Pharm Adesanmi Popoola FPSN, MD & CEO Reals Pharmaceutical Limited; Dr Gbenga Fajemirokun, Special Assistant to the Director General of NAFDAC and Pharm Samson Ogunjimi, CEO Codix Pharma Limited



L-R: Dr Henrietta Onwuegbuzie, Academic Director, Lagos Business School; Pharm (Mrs) Bukky George FPSN; Pharm Kunle Oyelana, Managing Director, GlaxoSmithKline & Mr Nnamdi Ezeigbo, CEO Slot Systems Limited



Pharm Samuel Adekola, National Chairman, ACPN



Mrs Esther Agyarko & Pharm Yaw Agyarko, Country General Manager, ELN, West English Speaking Africa at Danone



L-R: Pharm Lekan Asuni FPSN, Managing Director/CEO Lefas Group & Pharm Samson Ogunjimi, CEO Codix Pharma Limited



Pharm (Mrs) Ngozi Onuorah, Director Chemical Evaluation & Research NAFDAC

Nemitt Pharmaceuticals Limited recently held its customer interactive forum as part of activities to celebrate the company's 20th anniversary. The memorable event organised in conjunction with Mega Lifesciences Limited held at Radisson Blu Hotel, GRA, Ikeja, Lagos was captured in the pictures below:



L-R: Pharm. (Dr) Dumebi Mordi, MD/Consultant Pharmacist, Rx 30 Pharmacy, Lagos; Dr Chris Otigbuo, medical director, St. Claire Specialist Hospital, Lagos/guest speaker; Pharm. Ade Popoola, GMD, Reals Group/chairman of the occasion; Pharm. Ernest Okafor, MD/CEO, Nemitt Pharmaceuticals Limited and Mrs Jumoke Olukoya, MD, JMK Pharmacy, during the event.



L-R: Pharm. Ade Popoola, chairman of the occasion presenting a consistent partner award plaque to Pharm. Michael Ajayi, MD, Carepeak Pharmacy, Ikorodu.



L-R: Pharm. Ade Popoola, presenting consistent partner award plaque to Mrs Omolara Adewusi of Ziongata Pharmacy.



L-R: Pharm. Ade Popoola, presenting a consistent partner award plaque to Mrs K. Jaiyesimi of Kasville Pharmacy.



L-R: Pharm. Ade Popoola, presenting a bronze partner award plaque to Pharm. (Mrs) Uche Onwo of Russand Pharmacy.



L-R: Pharm. Ade Popoola, presenting a bronze partner award plaque to Mrs Jumoke Olukoya of JMK Pharmacy.



L-R: Pharm. Ade Popoola, presenting a bronze partner award plaque to Pharm. Gbemisola Onifade of Drughub Pharmacy.



Pharm. Funmi Fagboyo (right), receiving a bronze partner award plaque on behalf of Fadob Pharmacy from the chairman of the occasion.



L-R: Pharm. Ade Popoola, presenting a bronze partner award plaque to Ihe Chidera of Careforte Pharmacy.



L-R: Pharm. Ade Popoola, presenting a silver partner award plaque to Mr Joseph Okafor of Perfect Health Pharmacy.

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Nemitt Pharmaceuticals event (continued)



L-R: Pharm. Ade Popoola, presenting a silver partner award plaque to Mr Willie Bassey of Amela Pharmacy, Uyo.



L-R: Pharm. Ade Popoola, presenting a silver partner award plaque to Pharm. Ike Ugwu (FPSN) of Pharmacare Limited, Lagos.



L-R: Pharm. Ade Popoola, presenting a silver partner award plaque to Pharm. (Mrs) Yinka Bodurin of Medmart Pharmacy.



L-R: Pharm. Ade Popoola, presenting a gold partner award plaque to Pharm. Nike Adenuga of Bydow Pharmacy.



L-R: Pharm. Ade Popoola, presenting a gold partner award plaque to Mr Peter Oladipo of Express Pharmacy.



L-R: Pharm. Ade Popoola, presenting a diamond partner award plaque to Pharm. Obinna Ezeruike, who represented Apollo Pharmacy, Enugu.



L-R: Pharm. Ade Popoola, presenting a diamond partner award plaque to Pharm. Chinyeré Ilechukwu of Jaykay Pharmacy.



L-R: Pharm. Ade Popoola, presenting a diamond partner award plaque to Pharm. (Sir) Ike Onyechi (FPSN) of Alpha Pharmacy & Stores.



L-R: Representatives of Mega Lifesciences and Nemitt Pharmaceuticals presenting a consolatory price to Pharm. Folorunso Bukola of Healthmaps Pharmacy.



L-R: Mr Steve Anaele of Nemitt Pharma (right), presenting a consolatory price to Mr Kehinde Afolarin of Springcare Pharmacy.

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Sir Ifeanyi Atueyi: Celebrating a Colossus at 80

By Lolu Ojo

I have known Sir Atueyi since 1983 or 1984 - I cannot easily recall the exact date of our first physical contact. This first meeting was preceded by what we know about him through his beloved journal, *Pharmanews*. He had been invited to be the keynote address speaker at the 1984 edition of Pharmacy Week organised by the Pharmaceutical Association of Nigeria Students (PANS). I was the PANS president. The theme of the week was: "Current Trends in the Pharmaceutical Training and Practice in Nigeria".

Our expectation was that Sir Atueyi would help to unravel the missing link between the training and practice of Pharmacy in Nigeria and provide the pathway to close the identified gaps. I am sure that Sir Atueyi may still have a copy of his address and I will be glad to have a copy from him. He did a very good job as evidenced by the applause that followed his presentation. Yet, almost four decades after, we are yet to decipher the missing links and the gaps are getting wider.

However, Sir Atueyi impacted our young minds with his humility, composure and candour. He mixed freely with us and moved round the faculty with his camera hung around his neck. He must have taken more photographs that we did. Prior to his arrival in Ife, I had sought advice from (then Dr) Prof. Wilson Erhun on the cost of hosting Sir Atueyi on the campus. The amiable teacher waved off my worry with a deep conviction and assurance that "Atueyi will not expect anything from you". True to this prediction, the lanky and handsome senior colleague walked his true height and told us not to worry about him. From this 1984 event and to date, my spirit got attached to this man of substance as a beacon of hope for success in my life pursuit and I continue to reference him as such.

Somehow, we continue to have interactions as I grow my own brand of pharmacy practice which has taken me through all areas, including pharmaceutical journalism as a writer and not a publisher like my mentor. When I oversaw marketing at the then Roche Nigeria Limited, I inherited the culture of placing monthly adverts in *Pharmanews* and I had the opportunity of further contacts with Sir Atueyi.

As a mark of his utmost humility, he called me into his office and commissioned me to look into the operation of *Pharmanews* and give advice on the next level moves. I interviewed all members of staff and we tinkered with the idea of putting a price tag on the journal and let the readers

We must live for a definite purpose for our life to have a good meaning. Sir Ifeanyi Atueyi found his purpose, not by power or might or brilliance or juju or by any other means other than allowing himself to float in the ocean of the love of God. He maintained his integrity despite the pressure to do otherwise. He stood firm by the teachings of his parents and got deeply involved with God to live a life of purpose.

pay for a copy. However, a second look at the philosophy of *Pharmanews* convinced us of the need to continue the free distribution policy and, instead, opted for expansion of the customer advert base and a faster turnaround time.

During the discussion, it was impossible to miss the deep attachment between Sir Atueyi and *Pharmanews* as described in his autobiography: "**My Life and Pharmanews**". They are inseparable. This experience, without any money involvement, got me closer to Sir Atueyi and invariably, I became a member of the *Pharmanews* family. I got involved in the *Pharmanews* training programme as a resource person and recommended other resource persons to join the team. It was such a great delight working for and with Sir Ifeanyi Atueyi.

Model of Integrity

As the national chairman of the Association of Industrial Pharmacists (NAIP), I worked with my team in the executive committee to set up a housing estate as part of our welfare package for members and their friends. At the beginning of the project, we needed to build trust in the minds of potential subscribers, and we decided to set up a project board of trustees to be composed of men (and women) of true integrity and honour.

I approached Sir Atueyi to be the chairman of the proposed board. But he politely turned down the request on the grounds that he would not want to be involved with "omo-oniles" (land speculators) trouble, which I also admit to be legion. However, Sir Atueyi continued to monitor our progress with a visionary intensity and he was there to commission the three prototype buildings in the estate.

I have read the autobiography of Sir Ifeanyi Atueyi and I will recommend it to everyone who wishes to learn from his rich experience to shape their own lives or update their knowledge about the unseen hands of God in the affairs of men. I am delighted that my life trajectory has almost followed the same pattern with that of Sir Ifeanyi Atueyi and I pray to live long enough to celebrate 80th birthday in good health.

He also bought plots of land for himself and his family. It was an encouragement gesture which I will continue to cherish.

With the establishment of the Nigeria Academy of Pharmacy (NAPharm), I now have the opportunity to work even more closely with Sir Ifeanyi Atueyi. Even at his age, he

will be the first to arrive at all meetings. His commitment to the ideals of the Academy is absolute. During the last outing on drug and substance abuse, he was there for me and the committee through the planning and execution of events which came out to be the most successful. I enjoyed the banter between him and Prince Juli particularly on the significance or otherwise of 10 months difference in their dates of birth. He is a jolly good fellow, whose demeanour betrays his octogenarian status. He has lost nothing in speech, gait and agility.

Worthy Legacy

I have read the autobiography of Sir Ifeanyi Atueyi and I will recommend it to everyone who wishes to learn from his rich experience to shape their own lives or update their knowledge about the unseen hands of God in the affairs of men. I am delighted that my life trajectory has almost followed the same pattern with that of Sir Ifeanyi Atueyi and I pray to live long enough to celebrate 80th birthday in good health.

We must live for a definite purpose for our life to have a good meaning. Sir Ifeanyi Atueyi



found his purpose, not by power or might or brilliance or juju or by any other means other than allowing himself to float in the ocean of the love of God. He maintained his integrity despite the pressure to do otherwise. He stood firm by the teachings of his parents and got deeply involved with God to live a life of purpose.

Sir Atueyi gave us *Pharmanews* which, for many years, has remained the main source of news on pharmaceutical affairs in Nigeria. He has opened a floodgate of opportunity for others to follow in his footsteps. Today, there are young pharmacists and other professionals who are into health publishing as a result of Sir Atueyi's influence and untiring efforts. He has impacted his environment well. He has conquered the world through the optimal exploitation of potentials deposited in him. He has run a good race and fought a good fight and certainly, a good reward will continue to trail his path in this world and the world to come.

Sir Atueyi is a recognisable brand at any event and occasion with his characteristic mien and beard. He has a story that is worth telling and sharing. His life is calling on us to do good always because a time is coming when we shall be called upon to tell our own story.

Will you stand out like SIR IFEANYI ATUEYI?

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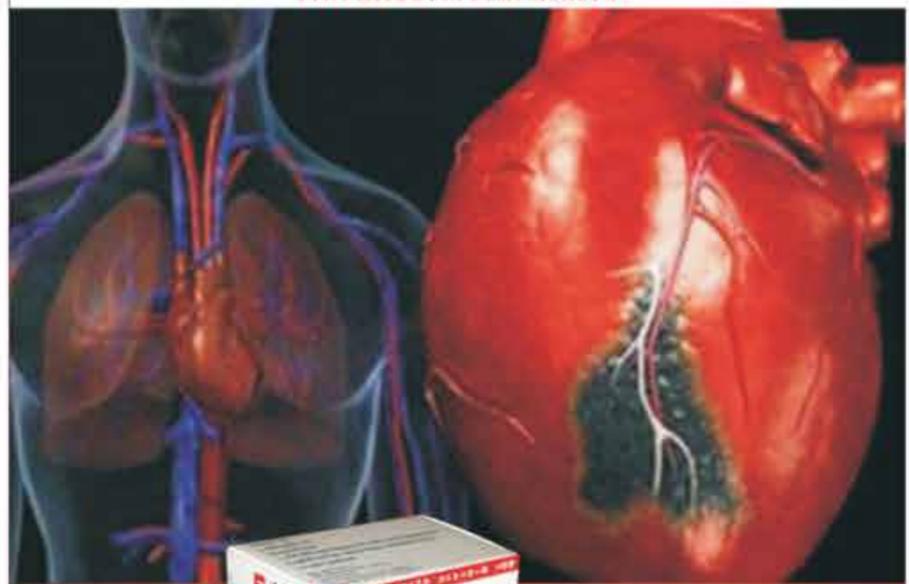


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What is your personal development plan (PDP)?

Welcome to 2020! Let me specially welcome you to this page. This is the debut article for this column that you will be reading every month in West Africa's biggest healthcare journal (and the best, if you ask me).

It has become necessary to have an offering targeted at the commercial and business segment of the pharmaceutical sector and practice. Readers of this journal are mostly health scientists and practitioners. And they are very good at what they do. However, the reality is that our scientific competence and capabilities may not be adequate for success when we find ourselves (and we often do) in positions and circumstances that require business, commercial, leadership, management, interpersonal relationship and management skills.

Soft skills and commercial competence have been practically absent in the professional training curricula of most health service providers. This column will focus on these skills with a strong bent for pharma marketing, sales, selling, and leadership. Specifically, our target readers will include pharma-CEOs, Pharma C-Level managers/leaders, head of sales, head of marketing, sales managers, product/brand managers, commercial managers, trainers, planners, sales representatives, regulators, other service providers in the healthcare/pharma sectors, as well as allied stakeholders.

2020 success dashboard

2019 is gone and, naturally, we are focused on 2020. For most pharma companies, there are many unfinished businesses of 2019 that may impinge on 2020: national conferences, "thank you" gifts and souvenirs, Q4/2019 outstanding trade and field force incentives, production and marketing collateral for 2020, etc. All of these are important. But below is my list of some items that should be on your "2020 Dashboard of Success":

Learn from 2019. You need to start with a good understanding of what happened last year. What accounts for your success or failure? What worked for you and what did not? In this regard, data is crucial. For instance, who (distributors, wholesales, institutions, products/SKUs, reps/managers) and what (territories/regions, cities and states, strategies and initiatives, investment, etc.) are responsible for, say, 80 per cent of your sales/collection? Then you can have clarity of purpose and direction for 2020

Set targets and objectives. Targets drive action for most of the field force (FF). Honestly, this

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ought to have been concluded before the end of 2019. If you haven't set your targets and objectives, the next best time is NOW! Set and communicate targets by SKUs, month and quarter for each and every member of the field force. Please don't forget the non-financial objectives as well.

Manage your cost. Most employees, especially salesmen, act as if companies mint money. Daily and periodic objectives must be set for salesmen (and every staff) so that you can insist that they deliver on them. Part of the process is development of KPI and regular appraisal of everyone. Find out your costs and the prices you pay for critical items of purchases and supplies. Benchmark. Get the best from your suppliers by making them to compete. Negotiate price and commercial terms every time and all of the time

Intensify supervision. The days are gone when you can assume that your subordinates will do the needful as agreed. Work ethics, especially amongst youngsters, is on a downward spiral. Demand for reports and evidence (photographs, video, names/phone numbers), check and do independent double-checking. Every assignment and project must have a deadline, timeline and milestone. Walk the shop floor, do on-the-spot and random physical, voice and video checks. Supervise the supervisors. It will be worth the trouble.

Secure your assets. Your money, your stock and your relationships are your assets used to generate profit. You must track them. Follow the stock and confirm it is delivered to the right customer. I find it amazing that some companies do not know where up to 70 per cent of their stock and money is at any

When creating your own PDP, it is essential to make sure it accurately outlines your personal goals, why they're important to you, and how you plan to achieve them. Although all PDPs are specific to each individual, the plan will generally detail your ideal future, based on your short and/or long-term ambitions. It should also always recognise the potential obstacles you might face, and how you propose to overcome them

Par Excellence with Pharm. Tunde Oyeniran

Sales. Marketing. Leadership. Management



respective expectations clearly, using numbers.

Of course, this list is not exhaustive. But these are enough for starters. I'll like to mention a few more: deepen your relationship with your partners (customers, caregivers, institutions, etc.); have a system and SOPs; watch your environment; insist on continuous improvement; walk the talk and keep your promises.

Personal angle

It is about the time you chart a course for yourself in the year 2020. Create a personal development plan (PDP) to see a more focused and more successful you by the end of the year. Personal development planning is the process of creating a SMART action plan, based on awareness, values, reflection, goal-setting and planning for personal development within the context of your career, education, spiritual life, self-actualisation plan, relationship or for self-improvement.

When creating your own PDP, it is essential to make sure it accurately outlines your personal goals, why they're important to you, and how you plan to achieve them. Although all PDPs are specific to each individual, the plan will generally detail your ideal future, based on your short and/or long-term ambitions. It should also always recognise the potential obstacles you might face, and how you propose to overcome them

Here are the steps to help you create a good personal development plan:

- Define your goals.
- Prioritise.
- Set a deadline.
- Understand your strengths.
- Recognise opportunities and threats.
- Develop new skills.
- Take action.
- Get support
- Measure your progress and review.

Tunde Oyeniran, B Pharm MBA, is Lead Consultant, Ekini White Tulip Consulting Limited. Ekini White Tulip Consulting is a multi-disciplinary firm delivering exceptional training, recruitment/selection and sales/marketing management solutions for the pharma/healthcare sector. Contact: 08029606103/oyeniran.tunde@gmail.com

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- Dolo-Meta B is contra-indicated in patients with hypersensitivity to any of its components.
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* Please refer to the product insert for more information

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- ✓ Spread with massaging movements to cover the entire affected area.
- ✓ Repeat 12 hrs later to the centre of the affected area.

See pack for more details

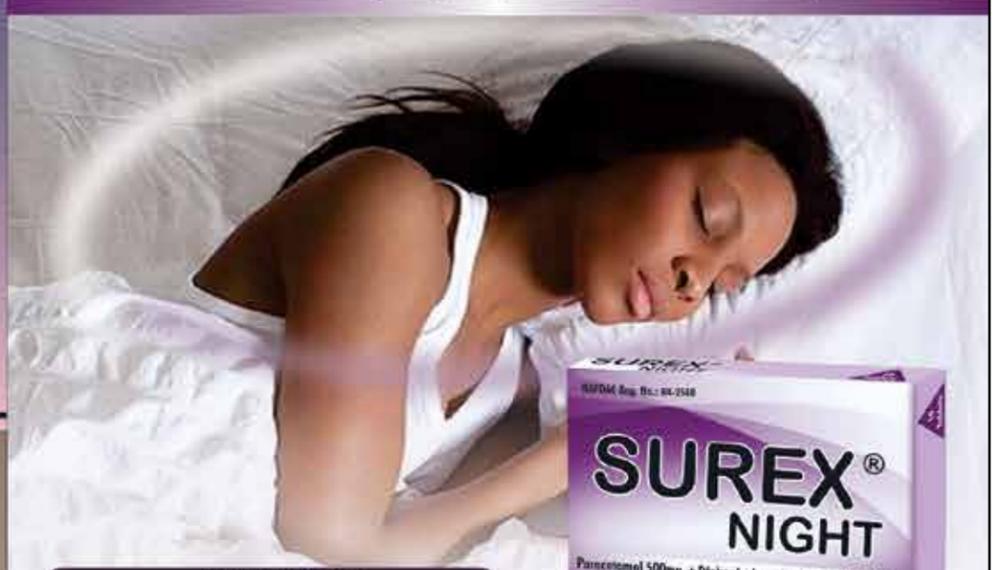


...promotes hair growth

*ALOREPAIR is contra-indicated in patients with: severe hypertension, who are hypersensitive to minoxidil, propylene glycol or ethanol and any other component of the preparation, pregnant and lactating.
NOTE: you may experience the following adverse effects, itching and other skin irritations of the treated area of the scalp.
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* SUREX NIGHT is contra-indicated in pregnant women and breast feeding mother.
* SUREX NIGHT has been reported to have the following adverse effects, drowsiness, dizziness, tiredness and blurred vision.

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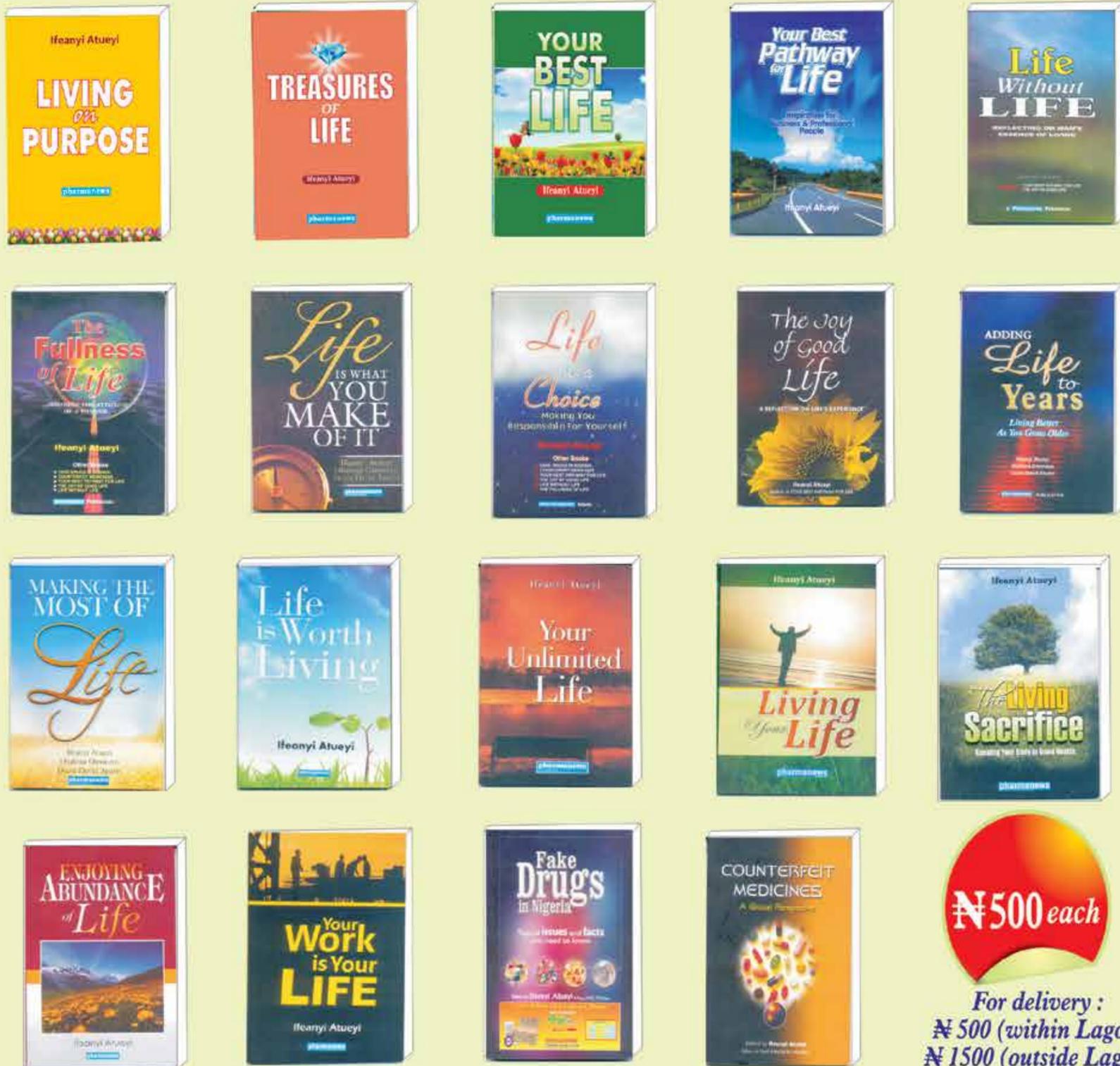
If symptoms persist after 3 days, please consult your doctor



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Border closure: Ohuabunwa, Adekola, others charge pharmacists on business survival

– Say closure has negative implications on country's economy

By Adebayo Oladejo

Following the continued closure of the country's land borders since August 2019, community pharmacists in the country have been advised to take financial discipline, capacity building and the survival of their business very seriously, in order to weather the various economic storms they currently have to contend with.

This advice was given in the various recommendations made by experts and stakeholders in the pharmaceutical industry, including Mazi. Sam Ohuabunwa, president, Pharmaceutical Society of Nigeria (PSN); Pharm. Samuel Adekola, national chairman, Association of Community Pharmacists of Nigeria (ACPN); Dr Ramon Moronkola, consultant cardiologist, Lagos University Teaching Hospital (LASUTH) and Pharm. Chris Ehimen, chairman, Nett Pharmacy, at this year's ACPN-Lagos Pharmacists Education Conference, held recently at NECA House, Ikeja, Lagos.

Speaking at the event, Mazi Ohuabunwa said that the continuing education programme for community pharmacists was timely, as knowledge gained would help them to keep their businesses afloat amid the current economic imbroglio and beyond.

He added that while many of the prevailing business policies in the country may not favour business-owners pharmacists must raise their games and improve themselves with enhanced knowledge and capacity-building.

"The more educated you are, the more knowledgeable and improved you will be; so all pharmacists should embrace continuous and never ending knowledge. And they should utilise every opportunity to learn new things," Ohuabunwa advised.

The number one pharmacist in the country also disclosed that the current land borders closure was restricting trade and compounding an uncertain outlook for the country's economy.

He added that such a drastic move, which is ostensibly aimed at stemming the flow of illicit goods, has not only severed trade with neighbouring countries, but also cast doubt over the continent's wider push towards free trade and cooperation.

Speaking in the same vein, Pharm. Adekola, commended the Lagos State ACPN for choosing the theme, "Business Survival In a Rapidly Changing Environment", for the event, noting that if pharmacists want to be effective and efficient, they must have their knowledge base updated always through several seminars, workshops and continuing education programmes.

Speaking further, Adekola disclosed that the Continuous Education Conference programme in Lagos had been consistent over the years because of the importance ACPN places on knowledge and effective

service delivery.

He added that in the healthcare sector, development is needed on daily basis, and for it to be achieved, there is need for periodical update of knowledge, through acquisition of fresh knowledge and refreshing of old ideas.

Earlier in his address, Chairman of ACPN-Lagos, Pharm. Olabanji Benedict Obideyi, lamented that the economic situation in Nigeria was shrinking pharmaceutical businesses across the country, adding that, if there is any appropriate time for the practitioners to up their games, that time is now.

He further disclosed that

many businesses are currently grappling with high production and operating cost which has made sustainability difficult for them.

"It is an obvious fact that many things are now happening in the business space and one has to be prepared. Most of the community pharmacies in Lagos are working assiduously to improve and move with the trend. So the programme is to sensitise us on how to thrive in the midst of these challenges. And that was what informed the theme for this year," Obideyi said.

The keynote speaker, Dr Moronkola, was of the opinion that it was high time pharmacists got

involved in the management of serious health conditions like hypertension, diabetes and others, adding that to achieve success in the management of such ailments, pharmacists, nurses and other healthcare professionals need collaboration and must work as a team.

has been discovered that more than 68 percent of patients get to the community pharmacist first before any other healthcare provider; so it is high time you enriched your knowledge, so that you don't become stale," he advised

According to the chairman of the occasion, Pharm. Ehimen, the Finance Bill which seeks to amend seven acts of the National Assembly relating to taxes payable in the country, as well as the ongoing closure of the country's land borders and other policies, are making the business environment very tense, adding that the upward review of the VAT at this time will hurt businesses, the economy and citizens.

Speaking further, the experienced entrepreneur advised community pharmacists to be business savvy at this period, saying "a desperate situation requires a desperate measure".

"We can turn the situation around for our benefit, so it is not time to sit down and lament, but rather a time to get to work and do it smarter," he stressed.

Other dignitaries at the event included: Pharm. NAE Mohammed, registrar, PCN, who was represented by Dr Ukamaka Okafor, a director, PCN; Pharm. Moyosore Adejumo, director, Pharmaceutical Service, Lagos State Ministry of Health, who was represented by Pharm. Moses Awolola; Pharm. Deji Osinoiki, chairman, Board of Trustees, ACPN; Pharm. Bolanle Adeniran, chairman, PSN, Lagos State; Dr Afoke Isiavwe, consultant Endocrinologist, Rainbow Specialist Medical Centre, Lagos; Pharm. (Mrs) Abiola Paul-Ozieh, immediate past chairman, ACPN, Lagos State among many others.



Mazi. Sam Ohuabunwa, president, Pharmaceutical Society of Nigeria (PSN)



A cross-section of dignitaries and participants at the programme

ACPN applauds launch of New Height's Omron M7 Intelli IT, other products

By Adebayo Oldejo

The Association of Community Pharmacists of Nigeria (ACPN), Lagos State Chapter, has applauded the unveiling and commissioning of New Height's professional and home blood pressure devices, Omron M7 Intelli IT, Omron HBP-1320 and Omron HBP-1120.

Speaking at the grand ceremony which was done during the recently held Lagos ACPN Pharmacists Education Conference, at the NECA House, Ikeja, Lagos, the president, Pharmaceutical Society of Nigeria (PSN), Mazi Sam Oluwabunwa, remarked that he was eager to see the impact of the newly unveiled devices, especially in the area of improved control of high blood pressure among Nigerians,



A cross section of top dignitaries at the occasion.

adding that New Heights had become a household name in terms of quality products.

Also applauding the launch,

Pharm. Okotie Jonah, secretary, Association of Community Pharmacists of Nigeria (ACPN), Lagos State branch,

remarked that the unveiling and commissioning of Omron M7 Intelli IT and other ranges was a huge success, adding that Omron M7 Intelli IT, in particular, was well received by community pharmacists in Lagos State given its advanced features and improved reliability in cardiovascular screening.

"The launch of the M7 Intelli IT as an amazing experience as the device will give both the healthcare practitioner and the patient an amazing experience. It is a device that elicits trust from the patient and builds the confidence of healthcare practitioners. New Heights is a leading company in pharmaceutical wholesale and distribution sector; so with this unveiling, it has added a feather to its cap", Jonah said

Beaming with smiles and confidence while explaining the benefits of the newly unveiled devices, Pharm. Ebenezer Olayinka, marketing manager, New Heights Pharmaceuticals, explained that Omron M7 Intelli IT is the latest cutting-edge innovation in blood pressure monitoring.

Olayinka added that that the other two products - The HBP-1320 upper arm blood pressure monitor is easy to use, has a rugged design, and an integrated handle that makes carrying easier; while HBP-1120 upper arm blood pressure monitor has a compact and space-saving design which is designed for professional use in medical practices and nursing homes and has been clinically proven to deliver reliable results quickly.

According to the marketing executive, both HBP-1320 and HBP-1120 are devices that put the healthcare professional in control, saying that they can carry out measurements on the patient either manually or automatically using the devices and they can compare results to confirm accuracy.

"There all kinds of electronic blood pressure measuring devices in the market today, but majority of them are not accurate and cannot stand the rigors of use in a healthcare environment. However, New Heights Pharmaceuticals Limited, the official business partners for Omron Healthcare in Nigeria, with over a decade of partnership has come to bridge the gap in solving the problem of accuracy and validation in professional blood pressure measuring devices."

Olayinka further disclosed that Omron M7 Intelli IT is the company's latest innovation in accuracy that ensures consistent, accurate result from any position around the upper

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Pepper fruit, the peppery nutrition

Pharm. Ngozika Okoye
MSc, MPH, FPCPharm
(Nigeria Natural Medicine Development Agency)

D*ennettia tripetala* (Fam: Annonaceae) is the botanical name of a plant whose fruits are called pepper fruits. It is native to West Africa, including Nigeria, where the fruits are called *nkarika* in Efik, *obi ata or igberi* in Yoruba, *mmimi* in Igbo, *imako* in Urhobo and *aki* in Bini. The *Dennettia tripetala* tree thrives mainly in the Savannah and rain forest zones while the fruit usually ripens between April and May.

Constituents: *Dennettia tripetala* contains fatty acids, carbohydrates, proteins, potassium, calcium, magnesium, phosphorus, niacin, riboflavin, thiamine, vitamins A and C, phytochemicals like terpenes, tannins, flavonoids, saponins and alkaloids.

Preparations: Pepper fruit is mostly chewed fresh but can also be used for food preparations and for preparing herbal medicines. Both the green, red and pink pepper fruits, as well as the leaves, roots and barks of the tree are notable for their pungent peppery taste and smell. It can be used as a spice for seasoning and flavouring food, such as white soup, spicy fish, hot drinks, alcoholic drinks, beverages, meat, vegetables, stew, sauces



Dennettia tripetala

and sausages.

The pepper fruit can also act as a substitute for ginger in *zobo* drink production. In Igbo land, pepper fruits are usually served with garden egg, bitter kola, kola nuts and palm wine, during coronations, traditional marriages, naming ceremonies, cultural ceremonies, new yam festivals and other events.

Pharmacological actions and medicinal uses: The pepper fruit oil extract holds a compound named 1-nitro-2-phenol ethane which has an anticonvulsant and hypnotic effect that can heal infant

convulsion effectively.

The seeds are vital for preparing food for new-born mothers without delay after childbirth as the spice aids in uterus contraction.

Extract from *Dennettia tripetala* fruits have shown insecticidal, hypoglycemic, cytotoxic, antioxidant, anti-inflammatory, antimutagenic, anti-ulcer, antibacterial, antifungal, mildly laxative, antiviral, antihelmintic, stimulant, hepatoprotective and nephroprotective properties. As a result, different plant parts, especially the healthy fruits and leaves have been used

for making herbal medicines for treating typhoid, diarrhoea, stomach upset, vomiting, worm infestation, cold, cough, fever and pain.

Pepper fruit seed can reduce intraocular pressure (IOP) considerably up to 25% in people suffering from glaucoma. This African fruit repairs damage in liver and kidney, which is related to the impact of multiple exposures to carbon tetrachloride.

Adverse effects: Although pepper fruit causes contraction of the uterus, which is good for nursing mothers, it also can lead to adverse conditions and even forced or premature labour for pregnant women, especially in the third trimester.

Some women who are allergic to pepper fruit can experience discomfort when consuming it. Consuming too much pepper fruit can lead to gastrointestinal problems. It is suggested that pepper fruit might also serve as an abortifacient.

Economic potentials: The hexanolic extract of *D. tripetala* fruits has been found to be toxic to the larvae of the *Aedes aegypti* mosquito and this points to the potential for generating insecticides from *Dennettia* essential oil. It is safer than the conventional insecticide, permethrin. It is useful as a grain protectant (during storage), food and medicine.

Experts charge lady pharmacists on home management

Temitope Obayendo

A home management expert, Ms Ifeoma Nwabachili, has called on members of the Association of Lady Pharmacists (ALPs) Lagos Chapter, to say no to work abuse and instead embrace work-life balance, in order to become better home managers.

Nwabachili, who was the keynote speaker at the 2019 forum of the Association of Lady Pharmacists (ALPs) Lagos Chapter, held at Dr Abayomi Finnih Park, Oregun, Lagos, said many professional women are losing their husbands and homes due to lack of some of the essential home management skills.

The home management expert advised the ladies to make their kitchens comfortable and invest in quality kitchen items, stressing that such often make life easy for women at home.

Nwabachili asked the pharmacists some crucial questions to drive positive changes in their homes, such as: "How is your wardrobe? How clean is your fridge, freezer? How decorated is your living-room?"

For a better home management skill to be cultivated, Nwabachili, encouraged the participants to create a monthly plan for maintenance of items in the home, cleaning, fumigation, furniture, family talk time, meal time-table, family outing, and others.

There was also a section on skin care and makeup, led by Pharm. Mariam Giwa, who taught the ladies how to specially



The Lagos ALPs members cutting the 2019 forum cake.

care for their skin to maintain a youthful look and age gracefully.

Earlier in the programme, the Chairperson of the occasion, Pharm. (Mrs) Adenike Adenuga in her welcome address, encouraged the women to always be their husbands' best partners irrespective of their professional engagements, noting that the word "woman" epitomises wisdom, strength, resilience, multi-tasking, and home building.

She added that for them to attain balance in all spheres of life, the lady pharmacists have to socialise more, as well as network

and associate with confidants whom they can share their heartfelt issues with.

"Studies have found that hearts laden with all sorts of bitterness, hatred and malice, don't go far in accomplishing their goals in life. So let go of anyone who has offended you; release them from your heart so that you also can be free", she urged.

Adenuga also emphasised the need for older women to properly train their girls, in order for them to become better home makers in the nearest future. She advised

the lady pharmacists to be humble, become more spiritual and endeavour to always adapt to their husbands and their immediate environment.

The Chairman, Lagos ALPs, Pharm. (Mrs) Modupe Alli, appreciated all members for their contributions towards the activities of the association from January to December, adding however that all work and no play, would not give them the best.

She urged them to seize the opportunity of the forum to unwind, relax, network and enjoy themselves for a better overall performance.

The forum, which was well attended, had top dignitaries such as: Distinguished Professor Cecilia Igwilo, former dean, Faculty of Pharmacy, UNILAG; Professor Boladale Silva, father of the day; Chief Yetunde Morohundiya, former chairman, Lagos ALPs; Former chairpersons of Lagos ALPs; Chairman, Lagos State PSN, Pharm. (Mrs) Bolanle Adeniran; Chairman, Association of Hospital and Administrative Pharmacists of Nigeria (AHAPN) Lagos Chapter, Pharm. (Mrs) Titilayo Onedo, and others.



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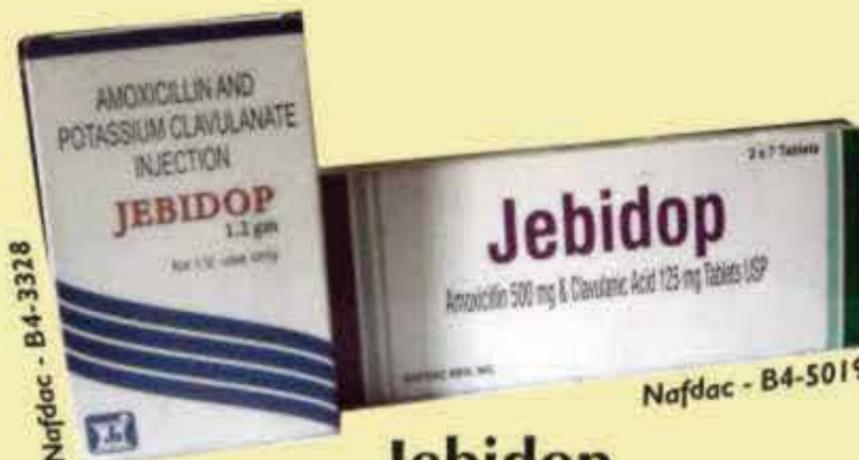
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Celebrating 41 Years of Uninterrupted Monthly Publication (1979-2020)

Pharmacy education shouldn't be about grades and certificates only – Wada

By Adebayo Oladejo



Yusuf Hassan Wada

Yusuf Hassan Wada, a 500 Level Pharmacy student of Usmanu Danfodiyo University Sokoto is a community development advocate. In this exclusive interview with **Pharmanews**, the Katsina State native speaks about his passion for the betterment of society, which has led him into writing, creating awareness, advocacy and research, with a major interest in public health. Wada, who was the first winner of the **Pharmanews** PANSITE of the year award, an award to reward innovation and active participation of students in public health activities, also speaks on the state of pharmacy education in Nigeria, especially the northern part. Excerpts:

Why Pharmacy, out of several other health-related courses you could have studied at the university?

When I was in secondary school, I didn't have a passion for any medical course because I had the notion that most medical practitioners didn't usually have time to rest. However, as soon as I got into the School of Matriculation Studies I met a lot of people who encouraged me to go for Pharmacy.

Actually, as at when I was at the School of Matriculation Studies, I didn't know much about Pharmacy, but I've always had a passion to serve humanity. I look forward to solving many problems facing my society, one of which I discovered was drug abuse. I was also on the lookout for the profession which would enhance my campaign against drug abuse in my community. Then I realised Pharmacy would be of great help to my vision, and I went for it.

Aside from the above reasons, are there other reasons for your advocacy activities?

I am passionate about making a difference. I am interested in humanity and I am interested in the betterment of

my society. The specific story is, I was having a conversation with my friends, Isah Inuwa and Aliyu Ammani, and I shared the idea with them. They later told me about a foundation they had for collaborations. I bought the idea and we planned for the programme and successfully implemented the first round with 20 schools. We propagated the saying that "prevention is always better than cure" as it is always less expensive, and requires less of other resources.

So, I basically started with preventive programmes, improving educational counselling, doing biological and social research, communicating my findings and recommendations in writing, conducting sensitisation programmes to raise awareness on drug abuse through quiz, debates, conferences, media

courtesy visits, as well as giving lectures and prevention campaigns on substance abuse.

I also wrote articles about the current trend of abuse in our society and also provided recommendations that would help tackle health and lifestyle issues in Nigeria that are common to Africa. Many of these articles were published in the national dailies,

I strongly believe that with advocacy and appropriate efforts, we should be able to get some things right in our society.

It can be tough combining studies with active involvement in other activities, how have you been coping?

I can easily say it is one of the best experiences I've had, both in the positive and the negative sense of it. I feel lucky and continuously thankful to God for the position I am in currently because nothing is possible without Him.

My life is dedicated to serving humanity, and I can't find a better place to serve than where the need is greatest. This year, I have combined a lot of things. I have served various associations, including Katsina State Health Students Pen Press as principal editor; as well as PANS as PRO and chairman, media, publications and public enlightenment. I led the hosting of one of the best PANS annual conventions (44th edition). I've also been juggling my final year project with advocacy, volunteering, writing, research, presentations, attending conferences, travelling and rest.

Although the struggle to have a balanced social and academic life has been tough, my dream of becoming a pharmacist has always been the ultimate goal. So I make sure that my academic life is not negatively affected

Could you tell us some of your achievements as well as challenges as an advocate and ambassador of drug abuse?

I believe that success comes from Allah. I think my main achievement is feeling fulfilled, not because I'm rich or powerful or influential, but just because with my passion and energy, I have been able to contribute my little quota in my society.

It got to a point that my activities began to act as a source of inspiration to several people, especially the young, encouraging more people to consider advocacy and writing. I have won several awards with writing and advocacy.

I cannot explain the feeling, but it is always as if I'm in my zone! To sum up, I would attribute

all of it to God, dedication and social circle.

Challenges are inevitable because the advocacy world is difficult for young ones who have not made a name to get heard. Another challenge is striking a balance between academic work and administrative duties as it has not been easy travelling around, having lengthy meetings and still working to get good grades.

What qualities do you think made you to be nominated for and win the first-ever Pharmanews PANSITE of the year in 2019, considering that there were thousands of entries nationwide?

I think **Pharmanews** is looking for global changers who stretch the frontiers of seeing/thinking outside the conventional, to not only cater to the all-round development of their environment but also to positively affect their communities – acting as worthy ambassadors.

Unlike many young people in my community, I always believe that my age is not and will not be a limiting factor to make a difference. As a student I have shown sterling leadership within my school and the community. I sought out problems within my spheres of operation and provided solutions.

Aside from academic exploits in the university, were you involved in other school activities?

You know, if you are a writer you would become popular, whether in the public or in school. That gave me an edge, such that even at PANS, I was dragged into students' politics as the PANS PRO. When I came to UDUS, I was also dragged into the students' parliament that paved way for me to be Speaker of the PANS Parliament. I'm also actively engaged in games and other extra-curricular activities on campus.

If you had the honour of changing some things about pharmacy education in UDUS, what would they be?

Faculty of Pharmaceutical Sciences, UDUS, is one of the fastest growing schools of pharmacy in the world. Through the relentless efforts of the faculty management, many competent pharmacists have been produced and we are hoping that the recent approval of the PharmD. programme will take effect soon.

One of the things I could have done if I had the honour is to change the students' mindset of being mainly concerned about grades and getting certificates. Students should be able to learn life skills and prepare themselves for the tasks outside the classroom. This is the starting point for me.

And let me just add this. I think we need to pay attention to our curriculum at all levels and tailor it to train people to actually solve our local problems.

One of the things I could have done if I had the honour is to change the students' mindset of being mainly concerned about grades and getting certificates. Students should be able to learn life skills and prepare themselves for the tasks outside the classroom. This is the starting point for me.

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Celebrating 41 Years of Uninterrupted Monthly Publication (1979-2020)

NAPPMED renews agitation for health ministry to replace PCN as regulator

continued from back page

"We ought to be partners in progress but they (pharmacists) continue to see us as a threat and always seek to make the rest of us - pharmacy technicians and patent medicine dealers - look bad.

"Pharmacists have monopolised the pharmaceutical industry for too long. We want the federal government to mandate the PCN to regulate only pharmacists and allow NAPPMED to be directly under the umbrella of the ministry of health," he said.

In his summation, there is a noticeable presence of, at least, a patent medicine dealer in the entire 774 local government councils in the country but the same cannot be said about pharmacists whose membership strength, he declared, was lamentable.

"We have a minimum of 10,000 members in each state who cover up for the absence or limited presence of pharmacists. This is why I think we deserve some level of respect," he said.

However, in a swift reaction, PCN's spokesperson, Peter Illiya, has dismissed NAPPMED's allegations and agitation as "absolutely baseless and frivolous."

Speaking with **Pharmanews**, Illiya stressed that it was not the position of NAPPMED to dictate to the government on its regulator.



Alhaji Abubakar Avallah

"I am sure it is probably because the PCN is now hitting them hard in terms of compliance and regulation that they want the FMOH to regulate them. Of course, these patent medicine dealers know the ministry doesn't have offices all over the country. That is why they think they would have a field day," he opined.

It would be recalled that a Federal High Court in Akure dismissed the suit filed by NAPPMED against the PCN in 2016.

In his verdict in Akure, Ondo State in the suit no: FHC/AK/CS/01/2004 which sought



**Pharm. N. A. E. Mohammed
Registrar, PCN**

to stop the PCN from regulating activities of members of NAPPMED, Justice F.A. Olubanjo dismissed NAPPMED's prayers for lacking in merit.

"I find no merit in this amended originating summons and the reliefs sought therein are refused. The amended originating summons filed on 11 March, 2015 is dismissed" Olubanjo held.

The judge further held that the PCN Act of 1992 empowers the council to regulate the affairs and functions of Pharmacy and matters related to the pharmacist profession.

According to him, the

minister of health has the power to make regulations under section 53 of the Pharmacy Act, and has appointed the PCN as the licensing authority to issue licence of patent and proprietary medicine vendors in Nigeria, through a letter dated April 14, 2003.

In his ruling, Olubanjo affirmed that by section 36 of the Poisons and Pharmacy Act Cap 535 Laws of the Federation of Nigeria 1990, the Minister of Health has the power to prescribe the second defendant (PCN) as the licensing authority for the issuance of PPMVL.

In Nigeria, patent and proprietary medicine vendors (PPMV) or NAPPMED as a body comprises persons without formal training in Pharmacy who sell orthodox pharmaceutical medicines for common illnesses.

Currently, there is no database to capture the number of PPMVs in the country, but it is estimated that their membership strength (both registered and unregistered outlets) is in the range of 500,000.

PPMV are often the first source of care for most patients in rural areas where they are permitted to sell a limited number of over-the-counter (OTCs) medicines but prohibited from selling prescription-based medications.

ACPN applauds launch of New Height's Omron M7 Intelli IT, other products

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arm, adding that it is embedded with the Omron smartphone app and tailored to address the problem of accuracy, validation and safety.

"Among other things, it has the capacity to sync your readings to your smartphone in such a way that you can easily track your results and monitor progress by turning the results into meaningful graphs. It can also share the data via email to your healthcare professionals.

What this simply connotes is that, you are in control of this new Intelli Wrap Cuff technology which assures consistent accuracy from any position around your upper arm," he noted.

Speaking with **Pharmanews**, Pharm. Oghenechuko Omaruaye, managing director of New Heights, noted that Omron Healthcare with over 80 years' experience in manufacturing medical devices and becoming number one global brand in digital blood pressure monitors, has come up with solutions for professional blood pressure measuring devices specifically

developed for healthcare professionals

After a keynote speech on cardiovascular diseases by Dr Ramon Moronkola, consultant cardiologist, Lagos University Teaching Hospital (LASUTH), the

Omron products were formally unveiled amidst a thunderous ovation from the appreciative audience.

It would be recalled that New Heights Pharmaceuticals Limited, in collaboration with

Omron Healthcare previously launched Omron M7 Intelli IT and other ranges at Atrium Event Centre in Port Harcourt, Rivers state, some months back before the recent Lagos unveiling.



Pharm. (Mazi) Sam Ohuabonwa, president, PSN and Pharm. Samuel Adekola, national chairman, ACPN flanked by other dignitaries at the event.

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Getz launches Fortide for treatment of asthma and COPD

By Yusuff Moshood

Getz Pharma Nigeria has launched an innovative product, Fortide. It is a fixed dose combination of Formoterol and Budesonide and is available as a metered dose inhaler for the management and treatment of asthma and chronic obstructive pulmonary disease (COPD).

The memorable event was held at Radisson Hotel, Lagos, last December, and chaired by Prof. Gregory Erhabor, consultant pulmonologist and professor of medicine, Obafemi Awolowo University.

The launch was equally graced by Getz's Country Head, Mr Shujaat Ali Khan; the Business Manager, Dr Funsho Oloruntoba; Product Manager, Pharm. Afolabi Babajidel and Dr Obianuju Ozoh, consultant pulmonologist, Lagos University Teaching Hospital (LUTH)/Medical Director of Chest Clinic, GRA Ikeja, who was also a keynote speaker at the event.

Erhabor, who presented a paper on "Overview of Management of Asthma and Chronic Obstructive Pulmonary Disease in Nigeria", shed light on the burden of the airway disease as well as different management options available, based on approved guidelines.

He also spoke on the unique benefits of Formoterol plus Budesonide in achieving asthma control among patients and its place among patients of COPD and how its use can help to reduce worsening of symptoms, frequent hospitalisation, as well as improve lung function.

The second guest speaker, Dr Ozoh, who spoke on the management of asthma and COPD in a resource limited environment, explained the benefits of high dose inhaled corticosteroid and bronchodilator. She also spoke on



L-R: Dr Funsho Oloruntoba, business manager, Getz Pharma Nigeria; Prof. Gregory Erhabor, Professor of medicine and consultant Pulmonologist, Obafemi Awolowo University Teaching Hospital; Pharm. Afolabi Babajide, product manager, Getz Pharma; Mr Shujaat Ali Khan, country head, Getz Pharma Nigeria and Mr Venkatesan K, general manager, WCV, during the event.

the impact of price and economic status on patients' access to effective options in management of these airway diseases in Nigeria.

Getz Pharma Nigeria's Product Manager, Pharm. Babajide, told the audience how the company had been actively involved in providing good health outcomes for asthma patients over the past four years with Montiget, a brand of Montelukast.

He stated that Fortide had come to bridge the gap in the

management of asthma and COPD, noting that the new Fortide inhaler can be used as a reliever and controller option in the management of asthma based on GINA 2019 guideline.

He also said that the availability of Fortide in Nigeria would help patients achieve improved health outcomes in the management of asthma and COPD, adding that the product can be used in the management of COPD in patients

not achieving treatment goal with bronchodilators alone.

The event was graced by a long list of consultants across various specialities and other healthcare professionals involved in the management of airway diseases.

In attendance were pulmonologists, family physicians, paediatricians, general practitioners, pharmacists and nurses from major institutions and healthcare facilities in Lagos and southwest Nigeria.

Alfa, Ohuabunwa, Akpa, others, join NIPRD Governing Board

continued from back page

secretary.

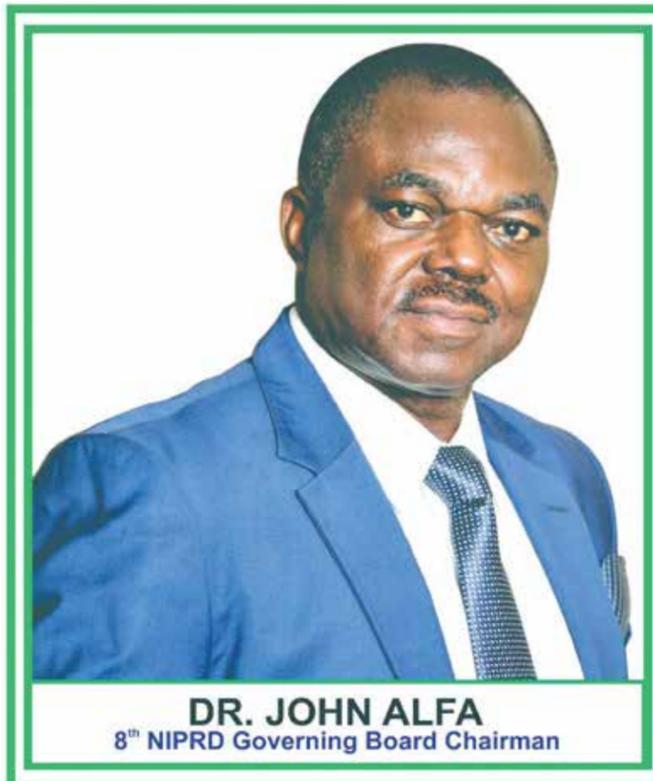
Speaking at the inauguration of the board, the Minister of State for Health, Dr Olorunnimbe Mamora, tasked all members of the board to set standards for control and discipline and be accountable in their activities towards uplifting healthcare service in Nigeria.

Mamora, who read out the obligations of governing boards to the newly constituted NIPRD board members, stressed the need for them to strictly abide by the guiding principles of the board, as well as seeking to justify the confidence reposed in them through their appointments.

The minister stated: "Governing boards are creations of statutes and their responsibilities are to give policy directions to management of institutes and in so doing, the principles of change, good governance and accountability in the affairs of health institutions must be adhered to as government expects no less from them.

"NIPRD will be vital in making Nigeria benefit from the African Free Trade Agreement recently signed by the Nigerian government through its contribution to the economy and national development."

Mamora also charged the board members on increasing the



DR. JOHN ALFA
8th NIPRD Governing Board Chairman

Internally Generated Revenue (IGR) of NIPRD, which, he said, would in return improve the resource base of the institute as well as enhancing the effectiveness and efficiency of the use of resources in line

with financial regulations.

He also advised the new board members to familiarise themselves with the new policies, processes and procedures which have been introduced into the act of governance, while urging them to distance themselves from any shady deals, as the present administration has zero tolerance for such.

In his response, Dr Alfa appreciated President Buhari for

appointing him and his colleagues as members of the board, while assuring him of the commitment of the newly constituted board to work together in line with set standards and rules to achieve the goals of the Institute.

NIPRD, as a parastatal of the Federal Government of Nigeria under the Federal Ministry of Health (FMOH), was established by Government order No. 33 Vol. 74 of 11th June 1987 part B, under the Science and Technology Act Cap 276.

It was established to carry out research and development on drugs, biological products and pharmaceutical raw materials based on indigenous resources. NIPRD commenced operation in the year 1989.

The agency has the vision to build a centre of excellence in research and development of phytomedicines, pharmaceutical and biological products, drugs and diagnostics towards improving the health and well-being of mankind.

Its mission are: To apply appropriate modern science and technological resources to stimulate local production of drugs through effective collaboration with the industry and experts within and outside Nigeria; develop herbal and phytomedicines to pilot state of commercialisation; develop quality standards for phytomedicine; provide quality assurance services on all drugs used in healthcare delivery; and provide safety data and essential information on herbal and other towards achieving self-sufficiency.



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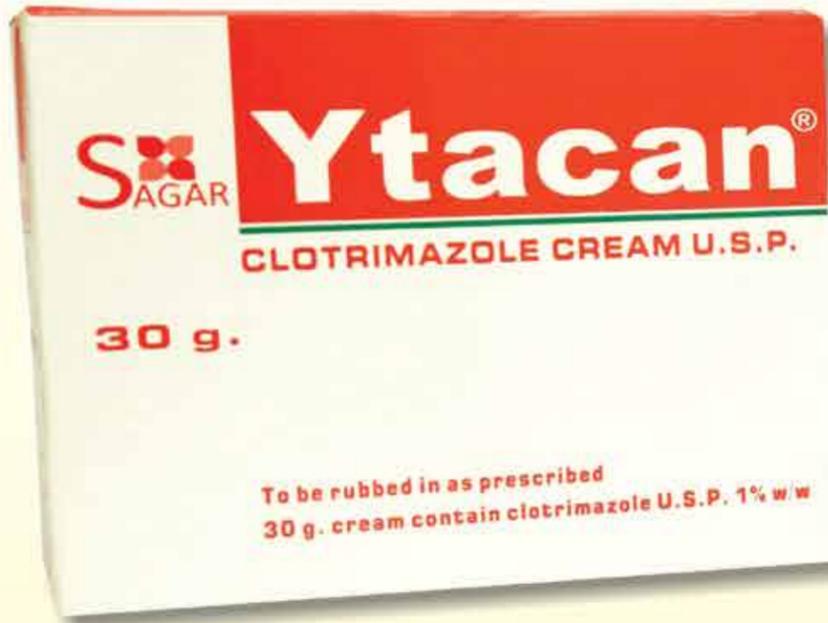
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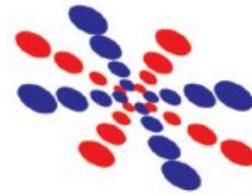
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NAPPMED renews agitation for health ministry to replace PCN as regulator

The Nigerian Association of Patent and Proprietary Medicine Dealers (NAPPMED) has begun fresh agitation to have the federal government replace the Pharmacists Council of Nigeria (PCN) with the Federal Ministry of Health (FMOH) as its regulator.

In an interview with *Pharmanews*, Alhaji Abubakar Avallah, immediate past vice president of NAPPMED explained that it was wrong for the federal government to add the association with pharmacists and pharmacy technicians under the same regulator.

Avallah further disclosed that there had been a growing discontentment among members over the manner pharmacists see them as second-class citizens, adding that they therefore consider it an aberration for the federal government to lump them together.



L-R: Dr Oyewole S. B., principal medical officer, General Hospital, Ifako ijaye; Dr Funso Oloruntoba, business manager, Getz Pharma Nigeria; Prof. Gregory Erhabor, professor of medicine and consultant pulmonologist, Obafemi Awolowo University Teaching Hospital/guest speaker; Mr Venkatesan K., general manager, Worldwide Commercial Ventures and Dr Fafiolu, consultant family physician, General Hospital, Alimosho, during the unveiling of Fortide by Getz Pharma at Radisson Hotel, Ikeja, Lagos last December

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Alfa, Ohuabunwa, Akpa, others, join NIPRD Governing Board

Temitope Obayendo

Poised to boost the development and commercialisation of indigenous pharmaceutical raw materials, drugs and biological products in the country, President Muhammadu Buhari has inaugurated a new Governing Board for the National Institute for Pharmaceutical Research and Development (NIPRD).

The new NIPRD Governing Board is headed by a former Deputy President of the Pharmaceutical Society of Nigeria (PSN) Dr John Alfa as chairman, with members including Dr Okey Akpa, Mazi Sam Ohuabunwa, Pharm. M. O. Lawal, Dr Aminu Wada, a representative of FMST; and Dr Obi Adigwe as

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