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NOVEMBER 2022 Vol. 44 No.11

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L-R: Pharm. Taofik Odukoya, founder/CEO, Vanguard Pharmacy; Pharm. (Alh) Bola Adeyemi, secretary, Board of Fellows (BOF), Ogun State; Mrs Kawthar Odukoya, co-founder/executive director, Vanguard Pharmacy; and Pharm. (Alh) Dosumun Sulaiman, chairman AHAPN, Ogun State, at the unveiling of the 8th branch of Vanguard Pharmacy at Asero, Abeokuta, Ogun State..

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PCN ready for full implementation of Pharmacy Act, says Ahmed

- As name changes to Pharmacy Council of Nigeria

By Temitope Obayendo

The Registrar, Pharmacy Council of Nigeria (PCN), Pharm. Babashehu Ahmed, has declared the Council's readiness to strictly implement the newly approved and gazetted Pharmacy Council Act 2022, stressing that no errant pharmacist, pharmacy

technician or medicine dealer will be spared under the new regulation.

The declaration follows the signing of the Pharmacy Bill into law by President Muhammadu Buhari on 16 August, a move which Ahmed says will redefine pharmacy practice in the country

by removing perennial barriers to the regulatory functions of the Council.

With the gazetting of the Act also came a change of name for the Council, from "Pharmacists Council of Nigeria" to "Pharmacy

continued on page 16

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SUBSCRIPTION INFORMATION
1. Subscription rate for 12 editions is N15,000 including delivery within Nigeria.
2. Single copy costs =N=1,500.00.
3. Payment to be made directly to **Zenith Bank Plc. A/c No: 1010701673**
4. You can also pay through portal, simply visit: <http://login.remita.net/remita/external/PHARMANEWS/collector/>
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ISSN 0331-815X

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PHARM. (CHIEF) HAMIDU OLUYEDUN

Pharm (Chief) Hamidu Adediran Oluyedun is the CEO of Harafat-GTB Pharmacy and Stores, Ibadan, Oyo State. Born in 1961 into the Oluyedun Family, in Ibadan, Oyo State, Oluyedun obtained his Senior Secondary School Certificate from Liberty Commercial Academy, Ibadan, in 1983.

He bagged his Bachelor of Pharmacy Degree from Obafemi Awolowo University, Ile-Ife, in 1989. He obtained his M.Sc. in Human Nutrition in 1997 and another M.Sc. in Sociology in 2005, both from the University of Ibadan. He is presently rounding off his PhD programme in Medical Sociology. He is a Fellow of the West African Postgraduate College of Pharmacists.

Oluyedun became a registered pharmacist in 1990 and had his NYSC programme at 342 Artillery Brigade, Obinze Barracks, Owerri, Imo state. He worked briefly in Lagos after his NYSC programme before moving to Ibadan.

He worked as a locum pharmacist-in-charge in NITEL, South West Zone, from 1995 to 1997. He was employed by the Oyo State Hospital Management Board, as a Grade 1 Pharmacist in 1991 and rose through the ranks to the post of Director of Pharmaceutical Services, before retiring from active service in 2021.

Oluyedun is also a lecturer and facilitator, who has mentored many of people. He is currently a guest lecturer at the College of Health Science and Technology, Eleyele; and the College of Nursing and Midwifery, Eleyele, Ibadan. He is the acting chairman of the Governing Council of Ibadan College of Health Technology. He is also an instructor and facilitator at the National Open University of Nigeria and the West African Postgraduate College of Pharmacists.

In recognition of his diligence and dedication, he has received various awards for his leadership and meritorious service. These include the Distinguished Service Award from the National Association of Administrative Pharmacists (NAHAP) in 2008. He has won the Geneva Health Award on four occasions.

He has also won the Health Award of the University of Utrecht, Netherlands; the Belgium Embassy Scholarship Award of the University of Wits, Johannesburg; the Health Leadership Award, by Johnson & Johnson, in conjunction with the University of California, Los Angeles/ AMREF/ GIMPA, twice; Laureate CODESRIA Health Institute, Dakar, Senegal; sponsorship award in Gates Malaria Partnership for School of Public Health University of Ghana/ Ghana Health Services/ PSSMC; and sponsorship award to Wake Conference in the University of Hyderabad, in conjunction with Deakin University, Melbourne.

In addition, he has received letters of commendation, the recent being, letters of commendation from the Honourable Commissioner of Health for Oyo state in 2020 and from the Head of Service in 2021. He has participated in various research processes and has published various papers. He has also presented over 50 abstracts, at home and abroad. He has presented various papers in Asia, Europe and various parts of Africa.

Oluyide is a dedicated community leader, responsible family man, philanthropist, and passionate professional.



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Inspiration

Certain things catch your eye, but pursue only those that capture the heart. – **Ancient Indian Proverb**

Put your heart, mind, and soul into even your smallest acts. This is the secret of success. – **Swami Sivananda**

Start where you are. Use what you have. Do what you can. – **Arthur Ashe**

Sometimes the greatest thing to come out of all your hard work isn't what you get for it, but what you become for it. – **Steve Maraboli**

The best preparation for tomorrow is doing your best today. – **H. Jackson Brown, Jr.**

Success is no accident. It is hard work, perseverance, learning, studying, sacrifice and most of all, love of

what you are doing or learning to do. – **PELE**

"If you want to achieve excellence, you can get there today. As of this second, quit doing less-than-excellent work." – **Thomas J. Watson**

"To accomplish great things, we must not only act, but also dream, not only plan, but also believe." – **Anatole France**

"Success is ... knowing your purpose in life, growing to reach your maximum potential, and sowing seeds that benefit others." – **John C. Maxwell**

"Success does not consist in never making mistakes but in never making the same one a second time." – **George Bernard Shaw**

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Celebrating 43 Years of Uninterrupted Monthly Publication (1979-2022)

The recently concluded 6th edition of the Nigeria Pharma Manufacturers' Expo, which witnessed the participation of major stakeholders within and outside the pharmaceutical manufacturing sector, was a landmark event, the lessons and benefits of which must not be handled with levity. The two-day event, having over 80 indigenous and foreign exhibitors showcasing their products and services, was held at The Haven, in Ikeja, Lagos.

With the theme: "Advancing the Frontiers of Medicine Security in Nigeria, Expanding Local Manufacturing in the era of AfCFTA," the expo provided a platform for experts, regulators and policy makers to chart progress path for local manufacturing in the country, especially towards the attainment of universal health coverage and medicine security.

Almost all the speakers at the event agreed that government must do more to provide the enabling environment for local manufacturers to flourish and remain globally competitive. Indeed, with Nigeria's growing population and abundant natural resources, the country remains a major hub for pharmaceutical manufacturing on the continent. Sadly, unfavourable policies from the government have consistently thwarted this expectation.

The foreign exchange crisis, which has made it very difficult for most manufacturers to import raw materials from India and China remains embarrassingly dominant in the list of factors

Pharma Manufacturers' Expo 2022: Maximising the benefits

militating against local manufacturing in the country. The fact that the Central Bank of Nigeria continues to portray this persistent problem as intractable casts a dark shadow on the prospects and potentials of the entire pharmaceutical landscape in the country.

As observed by the President of the Pharmaceutical Society of Nigeria (PSN), Prof. Cyril Usifoh, in his remarks at the opening ceremony of the exhibition, most of pharmaceutical manufacturers groan under the burden of high import duties, aside from the scarcity of forex. These factors will undoubtedly continue to threaten the accessibility of quality medicines to citizens unless government revisits its policies on import duty and forex.

Another major drawback to medicine security in the country, as affirmed by the Chairman of the expo, Pharm. Patrick Ajah, is the astronomical cost of gas and diesel. This continues to put much pressure on manufacturers, making them unable to grow and expand as they should. Indeed, as Ajah rightly observed, most local pharma manufacturers are only being patriotic rather than making profit with the prevailing circumstances in the country.

Essentially, Nigeria's quest

for self-sufficiency in local drug manufacturing may turn out to be a mirage, unless government listens to stakeholders and implements policies that will stimulate growth, innovation and competitiveness among local manufacturers.

With huge endowments in herbal and phytomedicine, it is incumbent on government to find ways of harnessing these resources to boost local drug production. One way to do this is to facilitate platforms, such as the pharma expo, that encourage knowledge sharing and capacity/technology transfer.

Moreover, there should be an urgent national policy that will reduce the local pharma industry's dependence on India and China for APIs. This can be achieved if government pays stricter attention to the resuscitation of the country's ailing extractive and petrochemical industries, in addition to supporting pharmaceutical farming and bio-manufacturing and ultimately, solving the power problem that is becoming a national failure.

More importantly, government must address the ongoing massive brain drain in the health sector by creating better working conditions for healthcare professionals. A situation in which the best brains

among the nation's doctors, nurses and pharmacists are leaving the country in droves, leaves nothing to be desired.

According to Prof. Usifoh, over 5000 pharmacists left Nigeria to Canada and UK within the last five years. He added that while less than 20,000 pharmacists are working in the country, out of the 50,000 produced so far. If this ugly trend persists, Nigeria may soon be left with a major manpower crisis in its healthcare sector.

While we commend the National Agency for Food and Drug Administration and Control (NAFDAC) for ensuring quality control through diligent regulation, we also wish to call on the Federal Government to make more investments in the research and development segment of the pharmaceutical industry, especially now that the clamour for home-grown vaccine is at its peak. It is worrisome that many years after its establishment, Biovaccines, a joint venture between the Federal Government and May and Baker, has not been able to roll out its first vaccine, even though the DG of NAFDAC had said this would happen much earlier.

It is also imperative for the Central Bank of Nigeria to resolve the bottleneck around availability of forex for local manufacturers, as well as to reduce the high import duties on pharmaceutical raw materials. These will significantly lessen the burden on local pharmaceutical manufacturers.

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What is your assignment?

By Sir Ifeanyi Atueyi

This question may be a difficult one for many of us to answer correctly. But it is a question whose answer determines one's life here on earth and thereafter. This question presupposes that there is a peculiar assignment for you. There is a contribution God created you to make on earth. You are designed to make a difference with your life. This is actually the purpose for your creation.

Knowing your assignment simplifies your life. It makes you to know what to do and what not to do. You cannot be a jack of all trades. Instead, you evaluate which activities are essential and which ones are not. You have a basis for the allocation of your time and other resources. People who do not know their assignments may be doing the wrong things and even trying to do too many things resulting in confusion, conflict, lack of progress, stress and fatigue.

You were created to do good works. Ephesians 2:10 (NIV) says, "For we are God's handiwork, created in Christ Jesus to do good works, which God prepared in advance for us to do." The good works are your service. Whenever you serve others, you are actually serving God and fulfilling your purpose (Colossians 3:23).

You are expected to perform a special assignment. Jeremiah 1:5 (NIV) says, "Before I formed you in the womb I knew you. Before you were born I set you apart; I appointed you as a prophet to the nation." God had already planned something specific you would do for Him before you were born. That is why each person is an original and not a copy.

No two individuals have the same fingerprints. You can never fill another person's gap neither can anyone fill your own. You are a unique individual. This is enough to make you know how important or valuable you are.

You have been saved to serve God. 2 Timothy 1:9 (NIV) says, "Who has saved us to a holy life – not because of anything we have done but because of his own purpose and grace. This grace was given us in Christ Jesus before the beginning of time." You are not saved by your work or service but are saved for service. You have a function to perform because you are saved. Luke 1:74 (NKJV) says, "To grant us that we,

being delivered from the hand of our enemies, might serve Him without fear." Our services start counting to God when we are saved.

A saved person is one that wants to serve others. Desire to serve is an evidence that you're truly saved. In Mark 10:45 (NLT), Jesus says, "For even the Son of Man came not to be served but to serve others and give his life as a ransom for many." Every Christian is called to service. Your salvation incorporates call to service. Regardless of your job or career, you are called to full-time Christian service.

There are many Christians who are not willing to serve in their churches and fellowships. They attend as observers and do not want to be involved in any type of service, societies, meetings or contribution. They cannot have the desire to serve if they are not saved.

We are blessed

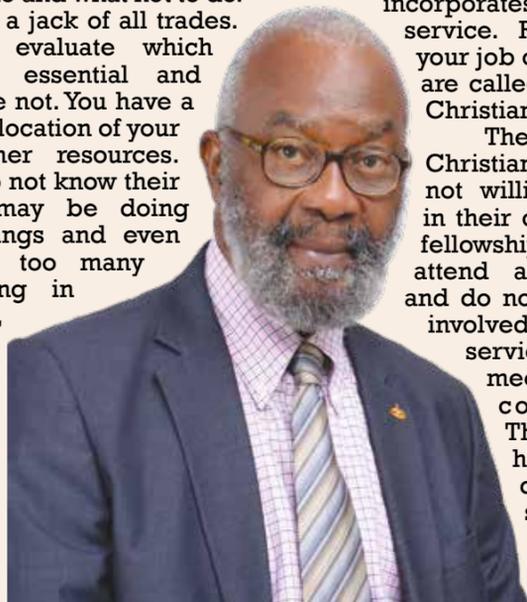
to bless others. We are meant to be a channel or vessel for others. The corollary is that if you are not blessed you cannot bless others. You cannot give what you do not have.

Do not be like the Dead Sea which receives but does not give out water. It is therefore dead. No living thing survives there. It is actually called the Dead Sea because it accumulates so much salt that there is no life or fish in it.

God has given you special gifts, talents and abilities to carry out your assignment successfully. Both talents and spiritual gifts are given to benefit others and for the glory of God. However, spiritual gifts are specifically for special spiritual tasks, while talents can be used entirely for non-spiritual purposes.

Talents possessed by believers ought to be surrendered and consecrated to the Lord and used for His honour and glory. For example, a talented singer may use his or her voice to sing for the Lord. God also makes the necessary provisions for you to deploy your talents. That is why such gifts must be put into use.

Unfortunately, some people do not develop their gifts and therefore cannot do what God had planned for them. They die without fulfilling God's purpose for their lives.



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Power of negotiation

By George O. Emetuche

Negotiate everything. – Mazi Sam I. Oluabunwa

Negotiation is one of the most essential arts in business and in personal life. The more you learn and improve on the art of negotiation, the more you get what you want in business and in life. If you don't know how to negotiate, then get ready to take what comes your way!

Negotiation is a discussion between parties, aimed at reaching an agreement. It is an effort that resolves an issue in a way that is mutually acceptable. Negotiation is the process of getting what you want from another person. It can take place between a buyer and a seller, an employer and an employee, or between governments of countries, and so on.

Why you should negotiate

Knowing the art of negotiation teaches you how to agree with people and be on the same page with them; as well as how to disagree with people and still maintain good relationships with them without any party feeling hurt. Chris Voss wrote, "He who has learned to disagree without being disagreeable has discovered the valuable secret of negotiation." The main aim of negotiation is to agree to agree, or agree to disagree.

Negotiation is a necessity in business because parties want to get the best deal for their businesses. Negotiation therefore offers a meeting point for the parties involved in the negotiation.

You can actually negotiate everything. One of the attributes that helped us when we started our business was the ability to negotiate deals productively.

Successful people negotiate

The truth is that successful people know the art of negotiation. They negotiate better than average people because they have learnt the skills. I know successful entrepreneurs who got better deals from us because they had to bypass their teams to negotiate with me directly. They explored this strategy when there was a stalemate in discussions.

As a businessperson, developing your negotiation skills will help you in many ways. It will make you to get products and services at best prices. It will help you to get the best business terms. It will help you to choose the best business partners because, in negotiation, you make ideal choices. Competency in negotiation will make you to get good deals for your business.

As a startup, you need to attend basic negotiation class to learn the rudiments of negotiation. Basic knowledge in business negotiation will help you to know how to come

to agreement when there are differences with partners, staff, customers, and other stakeholders. It will help you to know how to convince people to be on your side on issues. Being savvy in negotiation will enable you to know how to resolve a problem or dispute.

You need to understand the rules of the table to be a good negotiator. To get a good deal at the negotiating table, you need to prepare. You need to prepare internally and externally. You need to know your strengths and weaknesses; you need to know that of the other party too. Information is imperative.

Equipping yourself with relevant information about the other party puts you in a

good negotiating position. You need to know their strengths or advantages over you. You need to know their weak points. Never go to the table without a purpose. Never go to the negotiating table empty-handed. You must come with value in order to take value. Never accept a bad deal.

Achieving your goals at the table is a function of what you bring to the table. The more value you bring, the more value you take. Never appear weak at the table. You negotiate from a point of strength, and not from a point of weakness. Your goal on the negotiating table is a win-win deal. Negotiate like a Champion! **(Continues next edition)**

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Why you need nutritional supplements (2)

(Contd from last edition)

Vitamins

Vitamins are micronutrients that offer a range of health benefits, including:

- boosting the immune system
- helping to prevent or delay certain cancers, such as prostate cancer
- strengthening teeth and bones
- aiding calcium absorption
- maintaining healthy skin
- helping the body to metabolise proteins and carbs
- supporting healthy blood
- aiding brain and nervous system functioning

There are 13 essential vitamins that nutritionists divide into two groups: fat soluble and water soluble.

Fat soluble vitamins are:

- vitamin A
- vitamin D
- vitamin E
- vitamin K

Water soluble vitamins are:

- vitamin B-1 (thiamine)
- vitamin B-12 (cyanocobalamin)
- vitamin B-6
- vitamin B-2 (riboflavin)
- vitamin B-5 (pantothenic acid)
- vitamin B-3 (niacin)
- vitamin B-9 (folate, folic acid)
- vitamin B-7 (biotin)
- vitamin C

Typically, a person who eats a diet rich in vegetables, fruits, and lean proteins can get all the vitamins they need in their food. However, those who eat less fruit and vegetables, and those with digestive conditions may need to take a vitamin supplement to reduce or avoid a deficiency.

Minerals

Minerals are the second type of micronutrients.

There are two groups of minerals: major and trace minerals. The body needs a balance of minerals from both groups for optimal health.

- Major minerals are:
 - magnesium
 - calcium
 - phosphorus
 - sulphur
 - sodium
 - potassium
 - chloride

Sodium is an electrolyte that helps maintain nerve and muscle function

regulate fluid levels in the body. Too little can lead to hyponatremia. Symptoms include lethargy, confusion, and fatigue. Too much can lead to high blood pressure, which increases the risk of cardiovascular disease and stroke.

Table salt, which is made up of sodium and chloride, is a popular condiment. However, most people consume too much sodium, as it already occurs naturally in most foods.

Experts urge people not to add table salt to their diet. Current guidelines recommend consuming no more than 2,300 mg of sodium a day, or around one teaspoon. This recommendation includes both naturally-occurring sources, as well as salt a person adds to their food. People with high blood pressure or kidney disease should eat less salt.

Major minerals help the body to do the following:

- balance water levels
- maintain healthy skin, hair, and nails
- improve bone health

Trace minerals are:

- iron
- selenium
- zinc
- manganese
- chromium
- copper
- iodine
- fluoride
- molybdenum

Trace minerals help with:

- strengthening bones
- preventing tooth decay
- aiding in blood clotting
- helping to carry oxygen
- supporting the immune system
- supporting healthy blood pressure

By Mrs Chima Ejimofor

A person can ensure they consume enough minerals by including the following foods in their diet:

- red meats (limit their use and choose lean cuts)
- seafood
- Natural sea salt
- milk and other dairy products
- nuts and seeds
- vegetables
- leafy greens
- fruits
- poultry
- fortified bread and cereals
- egg yolks
- whole grains
- beans and legumes

Why do you need nutritional supplements?

Vitamins and minerals are essential to helping your body develop and function as it should. While most people get all of what is recommended by eating healthy, others need a little extra nutrient boost. That is where supplements come in — providing you with the support your body needs to stay healthy.

The typical family today eats majorly fast foods. Fast food is about the worst excuse for fuel we can ingest into our bodies! Knowing something

and doing something are two different realities. So much lip service is given to losing weight and eating healthy.

Today, not only are children not getting proper nutrition for their growing bodies, they are establishing poor eating habits in childhood that usually persist into their adult years. Many teenagers already have full-blown insulin resistance.

In a recent study, it was discovered that 17 per cent of the population did not eat any vegetables. Only 41 per cent consume fruits regularly. Less than 5 per cent actually eat five servings of fruits and vegetables daily.

So many people still eat fried and processed foods. The ground in which the foods are grown have also been subjected to unhealthy processes, thereby depleting the soil of essential nutrients. Organic fertilizers are expensive, so farmers manage costs by using fertilizers that replenish the soil with only nitrogen, phosphorus and potassium (called NPK). With these NPK fertilizers, farmers are able to grow good-looking grains and produce, though the crops remain depleted in all the other necessary minerals.

Sadly, economics is the driving force behind most agriculture worldwide. Emphasis is now more on



quantity per acre than quality/nutrient content of the food harvested. Few can argue about the quality of our foods now compared to foods of a generation or two ago.

(To be continued).

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(Medical News Today)

Mrs Chima Ejimofor is the Lead Partner of Infinite Health Consult, Telephone/WhatsApp: 07033179632, email: infinitehealthconsult@gmail.com

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Diane Ashiru-Oredope: Foremost antimicrobial pharmacist and “antibiotic guardian”

By Ola Aboderin

One of the most alarming public health concerns facing humanity in recent years is antimicrobial resistance (AMR), which occurs when bacteria and other pathogens evolve to become resistant to drugs and medicines. This makes infections harder to treat and consequently increases the risk of disease spread, severe illness and death. A major factor driving this scourge is the inappropriate or excessive use of antimicrobials, which include antibiotics, antivirals, antifungals and antiparasitics.

As the World Health Organisation has noted, even more disturbing is the rapid global spread of resistant bacteria (also known as “superbugs”) that cause infections that are not treatable with existing antimicrobial medicines, such as antibiotics. As can be imagined, such infections can have very devastating, if not tragic, consequences. And, indeed, it was one of such tragic cases – the case of Addison Rerecich – that spurred Professor (Pharm.) Diane Ashiru-Oredope to rise to the challenge of becoming a global bulwark against the misuse of antimicrobials.

Her campaign

In September 2014, while working with the UK Health Security Agency, Ashiru-Oredope developed the concept of “Antibiotic Guardian”, a campaign to raise awareness about the risks of antimicrobial resistance and to change behaviours around antibiotic use. The campaign encouraged healthcare professionals and members of the public to make a pledge to improve how antibiotics are prescribed by clinicians and used by patients. By selecting a pledge on the dedicated website, students, educators, farmers, families, organisations, as well as veterinary, medical, nursing and pharmacy practitioners were encouraged to sign up as Antibiotic Guardians.

Within three months, over 10,000 people within the UK had pledged to take at least one concrete personal action that can lead to better use of antibiotics. Eight years down the line, the campaign, which has gone global, has attracted nearly 200,000 people who have pledged to help save antibiotics from becoming obsolete.

To strengthen the effectiveness of the campaign, already adopted by the UK government and WHO Europe, additional sections were developed and added to the website. One of these is the Antibiotic Guardian Award, held annually to honour the efforts of



Prof. Diane Ashiru-Oredope

healthcare professionals around the UK and the world in combating antimicrobial resistance.

According to Ashiru-Oredope, “Stopping resistance starts with reducing inappropriate prescribing. Antimicrobial medicines should only be taken when a doctor has made a prescription. Everyone should avoid asking their doctor, nurse, dentist or pharmacist to prescribe antibiotics. And when a health professional prescribes antibiotics, it is important that you always take them as directed; never save them for later and never share them with others.”

“Healthcare professionals in general practice can also contribute by involving patients in shared decisions about treatments of illnesses, such as delaying prescriptions or offering back-up prescriptions, if symptoms do not improve.”

Her profile

Prof. Diane Ashiru-Oredope is the lead pharmacist for the Antimicrobial Resistance (AMR) and Healthcare Associated Infections, UK Health Security Agency (UKHSA) and the Global AMR lead for the Commonwealth Pharmacists Association. An antimicrobial pharmacist by background, she has led and continues to lead several national,

and international antimicrobial stewardship projects. At UKHSA, she chairs the English Surveillance Programme for Antimicrobial Utilisation Resistance (ESPAUR). She also leads in developing and evaluating national antimicrobial stewardship interventions to tackle AMR. She is co-lead for the HCAI and AMR division’s health equity programme of work, and is leading a UK-wide evidence review on Pharmaceutical Public Health, commissioned by the four UK Chief Pharmaceutical Officers.

Over the years, Ashiru-Oredope has helped to shape policies in tackling antimicrobial resistance. Aside from creating the global Antibiotic Guardian campaign in 2014, she was also a member of the WHO team that developed and published the WHO policy guidance on integrated antimicrobial stewardship activities in 2021. She also served as an adviser, then Global AMR lead for the Commonwealth Pharmacists Association from 2016 until March 2022.

Her journey

Born by Nigerian parents in 1982, Ashiru-Oredope, obtained her first degree in Pharmacy from the University of Bradford, UK, in 2003. She obtained a diploma in Clinical Pharmacy from the University of Cardiff in 2005, before proceeding to the School of Pharmacy, University of London, where she obtained her PhD in Clinical Pharmaceutics in 2009.

She started her career as resident pharmacist at Oxford Radcliffe Hospitals (2003 – 2005). After that, she worked as staff pharmacist (part time) at The London Clinic (2006 – 2008). In 2009, she was employed as lead antimicrobial pharmacist at Mid Essex Hospital. Six months after, she was asked to provide maternity cover for the antimicrobial pharmacist role. She performed excellently well in the role, such

that, two years later, she was moved to the Health Protection Agency (HPA) as an antimicrobial pharmacist to support the Department of Health Expert Advisory Committee on AMR and HCI. She also had another part-time role in a hospital as a specialist antimicrobial pharmacist.

It was during the early part of her role at HPA (which later became UK Health Security Agency) that Ashiru-Oredope watched the touching documentary on Addison Rerecich, which convinced her that the battle against antimicrobial resistance was one she must take personal. According to her, “I happened to watch a documentary about a girl called Addie and that is what changed my whole trajectory of being a specialist in AMR. It became more than a day job for me – a cause, a mission, a vision, or whatever else you will call it.”

“I think that is why there’s a difference in the way I focus on my role in AMR. Watching the documentary about that girl, and being a mum myself, made me realise that anyone can have a resistant infection. If that could happen to Addie, it could happen to my children, it could happen to me, it could happen to members of my family. So at that point, I guess I was convinced that I was in the right specialty.”

From then on, Ashiru-Oredope has taken on various roles and adopted various channels to create awareness, shape policies and propel actions towards preventing infections, making better use of antibiotics and helping to protect these vital medicines. She has also remained research active, by successfully leading or significantly contributing to more than 70 peer-review publications as well as several blogs, newspaper articles and editorials. She is currently one of the editors for BMC Public Health journal. In 2022, she was credited as a consultant pharmacist through the Royal Pharmaceutical Society’s national credentialing and assessment processes.

Her recognitions

Professor Ashiru-Oredope has been recognised in various ways for her outstanding roles championing public health globally. Barely a year after she started her landmark Antibiotic Guardian campaign, the Royal Pharmaceutical Society of UK named her Pharmacist of the Year in 2015. Two years later, she was conferred with the Fellowship of the Royal Pharmaceutical Society (FRPharmS), an honour which recognises individual pharmacists for their distinction in the profession of Pharmacy. In April 2022, the Microbiology Society gave her the Peter Wildy Prize, which is presented to an individual for an outstanding contribution to microbiology education and/or communication in order to stimulate interest and understanding in the subject. Most recently, in August 2022, the University of Nottingham made her honorary chair and professor of Pharmaceutical Public Health. She has also delivered TEDx talks at TEDxNHS and TEDxLondonBusinessSchool on antimicrobial resistance, awareness and stewardship.

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Secrets in celebrities' signatures (7)

By Dipo MacJob (Dr Write)



reason why people put an underscore beneath a name. If the underscore was put underneath the first name, it shows the likeness for the first name. If the underscore was put underneath the surname, then the attachment is towards the surname more than the other names.



Size: The size of her handwriting shows that she was very much sociable and the fluidity or

connectivity of her letters from one to the other shows that she had a good flow of thoughts which is key for any leadership role. This trait is also noticeable in the writings of writers or

She is believed to be among the top three most decorated monarchs till date. Even in death, Elizabeth Alexandra Mary or Queen Elizabeth (II)'s burial ceremony caused the entire world to stand still. Born 21 April 1926, Queen Elizabeth, in 2015, surpassed Queen Victoria to become the longest reigning monarch in British history, having reigned for 70 years before her demise.

For royalties, there are expectations. A lot is demanded of them because of their status. No matter how much freedom they would desire, they simply cannot live their lives the way an average citizen can. There is a persona that must be put up once they are before the public and this can cover up their true personalities.

One thing is however sure, there is a bit more we would find out about Queen Elizabeth (II) from her handwriting. Did her public lifestyle match up with the traits seen in her signature? Are there a number of things she successfully hid from us all; secrets which she took with her into the grave?

As I usually say on this column, your handwriting is unique to you. It says a lot about your personality traits, which is why no two handwritings are the same and this serves as the basis for which graphology or handwriting analysis finds relevance in personality profiling.

There are a number of traits in the late queen's signature that showed her character traits, some of which we all are aware of in the public domain and some which were rather hidden. In this edition, we shall look at a few of those, as follows

Underscore: A simple underline beneath a signature of the writer shows a writer with a healthy self-confidence, a reaffirmation of self, a healthy ego or self esteem. These are the graphological meanings of an underscore.

It should be noted however that if the underscored signature has two lines instead of one, it shows the reverse of all that has been said above. Clearly, the late monarch carried herself with so much poise and confidence that radiated from within, not necessarily because of what she was at the time.

Finally, she was very proud of her name Elizabeth. This is one

authors. I want to say categorically and graphologically that the late Queen Elizabeth (II) was a good story-teller. How many books did she write while she was alive? You find that out.

Lower zone small case letter "y": This letter, besides revealing the trait of someone who had a good drive and energy, also shows that there were a number of things that she was frustrated about, judging by this trait. The question now is, how do we know what exactly that was?

Generally, the signature of the late queen reveals someone who was actually more extroverted than introverted. The only reason why she may have appeared that way before the entire global audience was because of the demands of royalty; but secrets are revealed through the handwriting.

Don't miss our the next edition. But before I draw the



curtain, always remember, "if you must get it right, you must do it the WRITE way."



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Diabetes happens when the body is not able to take up sugar (glucose) into its cells and use it for energy. This results in a build-up of extra sugar in the bloodstream. According to the World Health Organisation (WHO), diabetes is a chronic, metabolic disease, characterised by elevated levels of blood glucose (or blood sugar), which leads over time to serious damage to the heart, blood vessels, eyes, kidneys and nerves.

About 422 million people worldwide have diabetes, the majority living in low-and middle-income countries, and 1.5 million deaths are directly attributed to diabetes each year. Both the number of cases and the prevalence of diabetes have been steadily increasing over the past few decades.

What are the different types of diabetes?

• **Type 1 diabetes:** This type is an autoimmune disease,

meaning that the body attacks itself. In this case, the insulin-producing cells in the pancreas are destroyed. Up to 10 per cent of people who have diabetes have Type 1. It is usually diagnosed in children and young adults (but can develop at any age). It was once better known as "juvenile" diabetes. People with Type 1 diabetes need to take insulin every day. This is why it is also called insulin-dependent diabetes.

• **Type 2 diabetes:** With this type, the body either does not make enough insulin or its cells do not respond normally to the insulin. This is the most common type of diabetes. Up to 95 per cent of people with diabetes have Type 2. It usually occurs in middle-aged and older people. Other common names for Type 2 include adult-onset diabetes and insulin-resistant diabetes.

• **Prediabetes:** This type is the stage before Type 2 diabetes. The blood glucose levels are higher than normal but not high enough

to be officially diagnosed with Type 2 diabetes.

• **Gestational diabetes:** This type develops in some women during their pregnancy. Gestational diabetes usually goes away after pregnancy. However, having gestational diabetes means a higher risk of developing Type 2 diabetes later on in life.

Less common types of diabetes include:

• **Monogenic diabetes syndromes:** These are rare inherited forms of diabetes accounting for up to 4 per cent of all cases. Examples are neonatal diabetes and maturity-onset diabetes of the young.

• **Cystic fibrosis-related diabetes:** This is a form of diabetes-specific to people with this disease.

• **Drug or chemical-induced diabetes:** Examples of this type happen after organ transplant, following HIV/AIDS treatment or are associated with glucocorticoid steroid use.

Diabetes insipidus is a distinct rare condition that causes your kidneys to produce a large amount of urine.

How common is diabetes?

Speaking at a recent event, seasoned medical experts, including Prof. Olufemi Fasanmade, a consultant endocrinologist at the Lagos University Teaching Hospital (LUTH); Prof. Amam Mbakwem, a consultant cardiologist at LUTH; and Prof. Babatope Kolawole, a consultant physician/endocrinologist

at the Obafemi Awolowo University Teaching Hospital (OAUTH), identified poor medication adherence, poor lifestyle, increased consumption of western diets and sedentary living as factors fuelling the prevalence of diabetes in Nigeria, especially among those living in urban areas.

Fasanmade, described diabetes as a complex disease with multi-systemic effects on many organs of the body and often requires patients to see different specialists. He added that the prevalence of diabetes in Sub-Saharan Africa is about 24 million, out of which Nigeria accounts for four to five million, with one in every 10 adults in Nigeria affected. This, he said, makes diabetes a serious health threat in this part of the globe.

Speaking further, Fasanmade, who is the president, Endocrine and Metabolism Society of Nigeria, as well as immediate past chairman, American Association of Clinical Endocrinologists (Nigeria Chapter), expressed concern over the dearth of trained endocrinologists in Nigeria, adding that Nigeria has only 150 to 200 endocrinologists to serve its over 200 million people.

Also speaking, Prof. Mbakwem, in her presentation, noted that diabetes increases the risk of cardiovascular diseases, stressing that patients with Type 2 diabetes have twice the risk of cardiovascular diseases, compared with the general population. She added that there is the chance that one may die earlier than others

continued on page 13



Recommendations

- in prediabetes - As Monotherapy for prevention of T2DM
- As First Line Oral therapy in newly diagnosed Type 2 diabetes patients
- In Dual therapy
- In Combination with Insulin

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After my return to Port Harcourt, all seemed to be going smoothly in the city, while other towns in the East Central State continued to vibrate with the heat and fury of the war. Joan and I continued to find ways to communicate and I also visited her whenever I could. Sadly, on May 19th of the following year, 1968, Port Harcourt came under siege by the Nigerian soldiers and, as usual, it was time to run again.

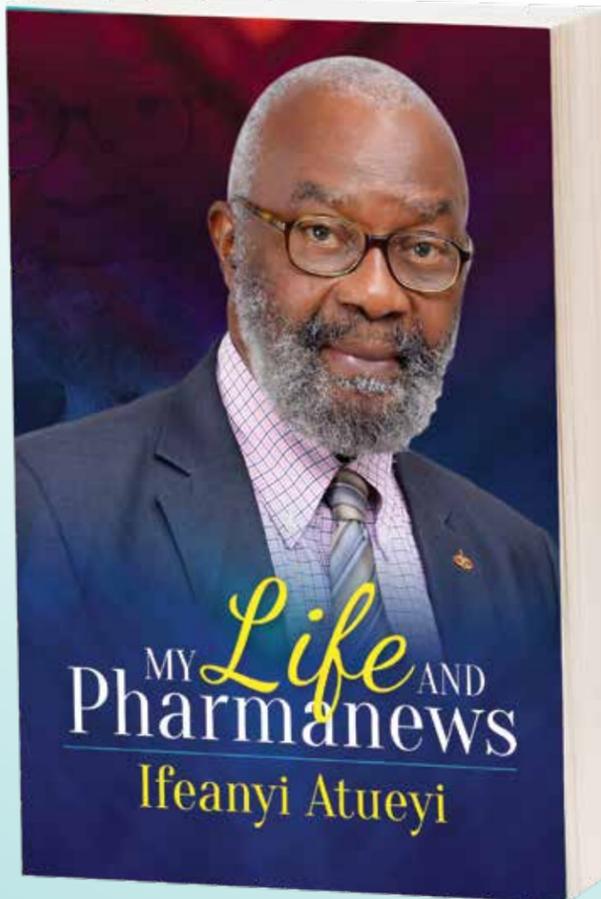
What made the case of the fall of Port Harcourt more painful was that it happened when it was least expected. In fact, shortly before the sound of gunfire from the Nigerian troops came, I had just prepared a rich pot of soup with plenty of snails, in preparation for days of delicious meals ahead. But as soon as the blasts and shelling began, I couldn't take a single thing, much less have time to eat. I fled with others and headed for Owerri, which was safe.

Most of the refugees trekked to Owerri – a journey of about 79 kilometres or 49 miles. All the vehicles on the road were overloaded with people and their belongings. Actually, the distance wasn't much of a barrier to us, firstly, because we were running for our dear lives and secondly, because there was a massive exodus. It was a huge stream of people all the way.

When I reached Owerri,

A JEWEL IN A DUEL (4)

(Excerpts from *MY LIFE AND PHARMANNEWS* by Sir Ifeanyi Atueyi)



I reported to the Ministry of Health. From there, I was posted to the military hospital at Abiriba, as a lieutenant in the Biafran Army.

Internal commotions

I spent some time at this military hospital in Abiriba. My

Commanding Officer (CO) then was Major D.C. Nwafor – a brilliant cardiologist. Interestingly, he was an old boy of my school, DMGS, Onitsha. After a while, I was posted to another military hospital at Mbanjo. The Commanding Officer was Major Ekanem Umoh, who, fortunately again, was also an old boy of DMGS. He was a seasoned soldier with the Nigerian army; thus, his experience proved quite valuable in instilling military

discipline in us.

Before this time, Iyi-Enu Hospital had enlisted Joan with some other nurses to take care of children suffering from kwashiorkor being taken for treatment in Gabon by Caritas organisation. This meant that we

could no longer see each other and could only communicate through letters that we were not sure of being delivered. Expectedly, this period proved to be a severely trying time for both of us. Indeed, the experience made the war to assume a personal dimension for us. And so, while the ravages of the civil war continued, we had to contend with the pains of being separated, the anxiety over the safety of each other and the intense longing to be within the reach of each other.

In a way, though, the saying that “absence makes the heart grow fonder”, really proved to be true in our case. Not being able to see each other and not knowing when next we would be able to do so helped to further strengthen and concretise our relationship.

Things continued this way until January 15, 1970, when Biafra surrendered and the war came to an end. The Nigerian Head of State, Yakubu Gowon, officially announced the end of the war and stated that there was “no victor and no vanquished” – but of, course, we knew that this was merely to console us. From the massive loss of lives, destructions and devastations all around us, we knew we had been thoroughly vanquished and that it would take a while for us to rebuild our lives and communities.

Continues next edition

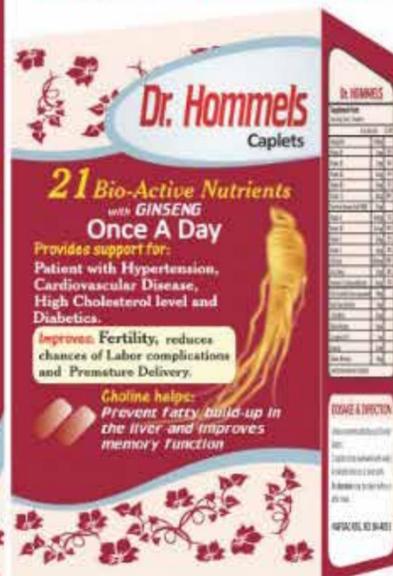
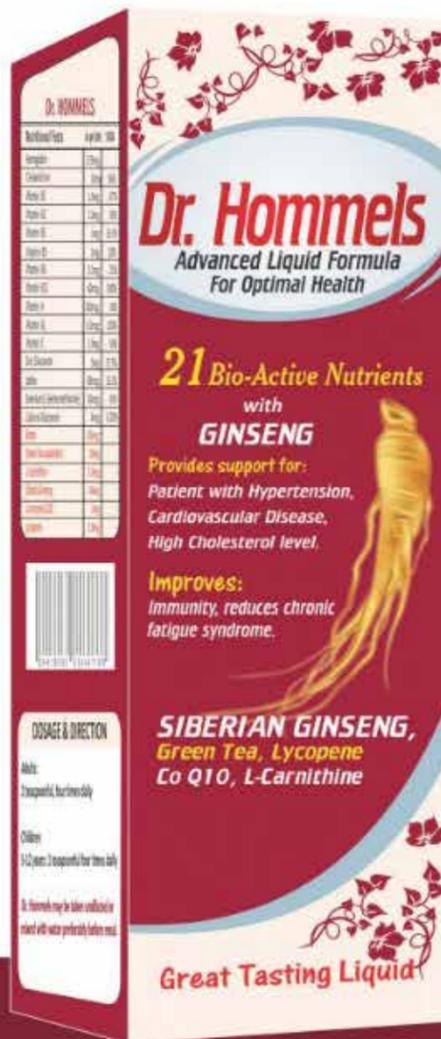
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Effective management of diabetes mellitus

continued from page 11

if he or she has diabetes and cardiovascular diseases.

She said, "Despite the advances in medication for the management of diabetes, it has not changed the outcome of the patients who have diabetes; so, life expectancy is reduced by 12 years in patients who have diabetes and cardiovascular diseases, while it is reduced by six years if its only diabetes

"Cardiovascular diseases can occur 10 to 15 years earlier in patients with diabetes, compared with those without diabetes. Also, despite advances in care, most patients with Type 2 diabetes die from cardiovascular diseases, and despite improved prognosis with advancing the standard of care, patients with Type 2 diabetes remain at increased risk of cardiovascular mortality."

What are the risk factors?

- Having a family history (parent or sibling) of Type 1 diabetes.

- Injury to the pancreas (such as by infection, tumour, surgery or accident).

- Presence of autoantibodies (antibodies that mistakenly attack your own body's tissues or organs).

- Physical stress (such as surgery or illness).

- Exposure to illnesses caused by viruses.

Risk factors for prediabetes and Type 2 diabetes include:

- Family history (parent or sibling) of prediabetes or Type 2 diabetes.

- Being Black, Hispanic, Native American, Asian-American race or Pacific Islander.

- Being overweight/obese.
- Having high blood pressure
- Having low HDL cholesterol (the "good" cholesterol) and high triglyceride level.

- Being physically inactive.

- Being aged 45 or older.
- Having gestational diabetes or giving birth to a baby weighing more than nine pounds.

- Having polycystic ovary syndrome.

- Having a history of heart disease or stroke.

- Being a smoker.

Risk factors for gestational diabetes include:

- Family history (parent or sibling) of prediabetes or Type 2 diabetes.

- Being African-American, Hispanic, Native American or Asian-American.

- Being overweight/obese before pregnancy.

- Being over 25 years of age.

What causes diabetes?

The cause of diabetes, regardless of the type, is having too much glucose circulating in the bloodstream. However, the reason why the blood glucose levels are high differs depending on the type of diabetes.

Causes of Type 1 diabetes:

This is an immune system disease. The body attacks and destroys insulin-producing cells in the pancreas. Without insulin to allow glucose to enter the



cells, glucose builds up in the bloodstream. Genes may also play a role in some patients. Also, a virus may trigger an immune system attack.

- **Cause of Type 2 diabetes and prediabetes:** The body's cells do not allow insulin to work as it should to let glucose into its cells. The body's cells have

become resistant to insulin. The pancreas cannot keep up and make enough insulin to overcome this resistance. Glucose levels rise in the bloodstream.

- **Gestational diabetes:** Hormones produced by the placenta during pregnancy make body's cells more

resistant to insulin. The pancreas cannot make enough insulin to overcome this resistance. Too much glucose remains in the bloodstream.

What are the symptoms of diabetes?

- Increased thirst.
- Weak, tired feeling.
- Blurred vision.
- Numbness or tingling in the hands or feet.
- Slow-healing sores or cuts.
- Unplanned weight loss.
- Frequent urination.
- Frequent unexplained infections.
- Dry mouth.

Other symptoms

- In women: Dry and itchy skin, and frequent yeast infections or urinary tract infections.

- In men: Decreased sex drive, erectile dysfunction, decreased muscle strength.

Type 1 diabetes symptoms: Symptoms can develop quickly

continued on page 15

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Effective management of diabetes mellitus

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– over a few weeks or months. Symptoms begin as a child, teen or young adult. Additional symptoms include nausea, vomiting or stomach pains and yeast infections or urinary tract infections.

Type 2 diabetes and prediabetes symptoms: Patient may not have any symptoms at all or may not notice them since they develop slowly over several years. Symptoms usually begin to develop in adult years, but prediabetes and Type 2 diabetes are on the rise in all age groups.

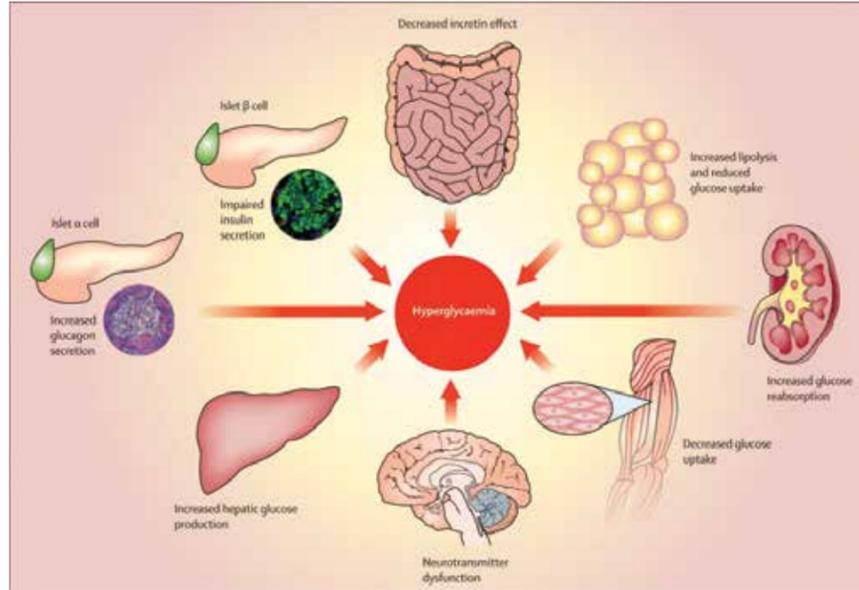
Gestational diabetes: Patient typically will not notice symptoms. An obstetrician will test for gestational diabetes between 24 and 28 weeks of pregnancy.

What are the complications of diabetes?

If the blood glucose level remains high over a long period of time, the body's tissues and organs can be seriously damaged. Some complications can be life-threatening over time.

Complications include:

- Cardiovascular issues including coronary artery disease, chest pain, heart attack, stroke, high blood pressure, high cholesterol, and atherosclerosis (narrowing of the arteries).
- Nerve damage (neuropathy) that causes



numbing and tingling that starts at the toes or fingers and then spreads.

- Kidney damage (nephropathy) that can lead to kidney failure or the need for dialysis or transplant.
- Eye damage (retinopathy) that can lead to blindness; cataracts, and glaucoma.
- Foot damage including nerve damage, poor blood flow and poor healing of cuts and sores.

- Skin infections
- Erectile dysfunction
- Hearing loss
- Depression
- Dementia
- Dental problems

Complications of gestational diabetes:

In the mother: Preeclampsia (high blood pressure, excess protein in the urine, leg/feet swelling), risk of gestational diabetes during future pregnancies and risk of diabetes later in life.

In the new-born: Higher-than-normal birth weight, low blood sugar (hypoglycaemia), higher risk of developing Type 2 diabetes over time and death shortly after birth.

Who should be tested for diabetes?

Having symptoms or risk factors for diabetes requires getting tested. The earlier diabetes is found, the earlier management can begin and complications can be lessened or prevented. If a blood test

show symptoms of prediabetes, the patient and the healthcare professional can work together to make lifestyle changes (e.g. weight loss, exercise, healthy diet) to prevent or delay developing Type 2 diabetes.

Additional specific testing advice, based on risk factors:

Testing for Type 1 diabetes: Test in children and young adults who have a family history of diabetes. Less commonly, older adults may also develop Type 1 diabetes. Therefore, testing in adults who come to the hospital and are found to be in diabetes-related ketoacidosis is important. Ketoacidosis is a dangerous complication that can occur in people with Type 1 diabetes.

Testing for type 2 diabetes: Test adults age 45 or older, those between 19 and 44 who have overweight/obese and have one or more risk factors, women who have had gestational diabetes, children between 10 and 18 who are overweight/obese and have at least two risk factors for Type 2 diabetes.

Gestational diabetes: Test all pregnant women who have had a diagnosis of diabetes. Test all pregnant women between weeks 24 and 28 of their pregnancy.

Management and treatment

Diabetes affects the whole body. To best manage diabetes, it is vital to take steps to keep risk factors under control and within the normal range, including:

continued on page 17

Overactive Bladder (OAB)

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References:
1. Tams H, Drugs 2004; 44(suppl 6): 2-4
2. Oshrokh AC, Journal of the West African College of Surgeons, Vol. 4, No. 2, July – Dec., 2014
3. Finckler J, Moroni OABs and Cals Lowt, AHA Exp Suppl. Jan-Feb 2010;32(1):1-12

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PCN ready for full implementation of Pharmacy Act, says Ahmed

continued from page 1

Council of Nigeria". This, according to the registrar, makes the law all-encompassing and further amplifies PCN's regulatory powers.

Ahmed, who spoke with *Pharmanews* in an exclusive interview, urged all pharmacists to operate within the ambit of the law to avoid sanctions from the Council.

He said: "We shall leave no stone unturned to ensure full implementation of the law, more so that the law has provided for clear sanctions, in case of a breach of its provisions. I will ensure its full implementation through effective stakeholders' engagement.

"There is no doubt that this new Act will redefine pharmacy regulation as well as practice, and will cure the inadequacies and that impede the regulatory function of the Council. The law is all-encompassing and has strengthened the PCN in carrying out its functions.

"I am pleased to inform the general public that the new Pharmacy Council of Nigeria Act has been gazetted as Extraordinary Gazette No. 157 of 30 August, 2022, Vol. 109 Government Notice No. 108. With this development, the *Pharmacists Council of Nigeria* is now officially **Pharmacy Council of Nigeria**.

"All pharmacists should view themselves as ambassadors of the pharmacy profession. We should endeavour to uphold the standards of Pharmacy, ensure compliance with laid down regulatory frameworks, and remain diligent, ethical and resilient in delivering good pharmaceutical services to the populace."

The registrar, who was appointed on 7 April at a Special Meeting of the PCN Governing Council, expressed his profound gratitude for the overwhelming confidence reposed in him, while assuring the pharmacy community of taking the profession to greater heights.

He added that, aside from holistic commitment to the Pharmacy Act, his other objectives for the Council include strengthening enforcement; building technical capacity to regulate e-pharmacy, with a view to ensuring accountability, efficient and effective professional practice; re-engineering PICs and PPMV committees; implementing the novel state-based accreditation committees; implementing the registration of, and effective regulation of medical and sales representatives; as well as ensuring effective collaborations with relevant MDAs to achieve payment of professional allowances to pharmacy lecturers.

Ahmed listed other goals of the PCN under his tenure to include pursuance of the completion and take-off of the approved Co-ordinated Wholesale Centres (CWCs); digitalisation of inspectorate activities to promote transparency; implementation of new initiatives that have positive



**Pharm. Babashehu Ahmed,
Registrar, PCN**

impact on the practice, such as Task Shifting and Task Sharing Policy, Hub and Spoke Model, and Satellite Pharmacy; coordination of licence issuance for specialist cadres; revitalisation of MCPD and Tier-Accreditation pilot; and continuous engagement with development and implementing partners.

The registrar summed up his vision for the Council into the following priority areas: Launch of a reviewed Strategic Plan (2022 - 2026) as a roadmap for the PCN; Re-engineering of the Registry for effective coordination and quality service delivery that meets stakeholders' expectation; Implementation of Good Pharmacy Practice (GPP) concepts in various areas of Pharmacy; and Enhancement of stakeholders' engagement through effective collaboration.

"To measure these priority areas, an effective monitoring and evaluation tool, with measurable indices, will be put in place," Ahmed assured.

On the availability of forex to local drug manufacturers, as a regulatory institution in the pharmaceutical sector, the PCN boss promised to pursue various strategies through engagement of relevant MDAs to have policies in place that will tackle this issue.

When asked if there is any end in sight to the menace of open drugs markets in the country, he stated that in pursuit of the full implementation of National Drug Distribution Guidelines (NDDG), the cardinal focus will be on working with the stakeholders to ensure the completion of the various Coordinated Wholesale Centres (CWCs), which, he said, will lead to the closure of the open drug markets across the country.

Ahmed maintained that the CWC concept has come to stay, disclosing that the Kano CWC,

otherwise known as Kanawa Pharmaceutical Partners (KPP), has been completed and awaiting commissioning.

He also said, "The

Lagos project, that is, City Pharmaceuticals and Allied Partners, which is located at Bada Village, opposite Lagos-Badagry Expressway, Orile, Iganmu, Lagos, is ongoing, while the ground-breaking ceremony of the Anambra CWC, Central Pharmaceuticals and Allied Products Wholesales Limited, which is situated at Km 10, Onitsha-Owerri Expressway, Oba, Anambra, was recently performed by His Excellency, Prof. Charles Chukwuma Soludo, the Executive Governor of Anambra State, on Friday, 17 June, 2022."

Speaking on the regulation of online drug sales, the PCN head noted that the Council has developed a regulation titled "Online Pharmacy Regulations 2021". According to him, the regulation is officially cited as *Federal Republic of Nigeria Official Gazette, Government Notice No. 135*.

He added that the regulation covers the aspect of registration and licencing; inspection, monitoring and enforcement; operation of online pharmacy and other general provisions, stressing that the PCN has established a platform of collaboration with Interpol to ensure adequate enforcement of the various provisions.

"This platform is going to provide strong cybersecurity to drive the operation of the regulation," Ahmed assured.

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Effective management of diabetes mellitus

continued from page 15

- Keeping blood glucose levels as near to normal as possible by following a diet plan, taking prescribed medication and increasing your activity level.

- Maintaining blood cholesterol (HDL and LDL levels) and triglyceride levels as near the normal ranges as possible.

- Control blood pressure. Blood pressure should not be over 140/90 mmHg.

Patients hold the keys to managing diabetes by:

- Planning what they eat and following a healthy meal plan. Following a Mediterranean diet (vegetables, whole grains, beans, fruits, healthy fats, low sugar) or a Dash diet is advised. These diets are high in nutrition and fibre and low in fats and calories. A registered dietitian will help in understanding nutrition and meal planning.

- Exercising regularly. It is advisable to exercise for at least 30 minutes most days of the week. Walking, swimming or finding some enjoyable activity will help.

- Achieving a healthy weight. Working with the healthcare team to develop a weight-loss plan will help.

- Taking medication and insulin, if prescribed, and closely following recommendations on how and when to take it.

- Monitoring blood glucose and blood pressure levels at home.

- Keeping appointments with healthcare providers and having laboratory tests completed as ordered by the doctor.

- Quitting smoking.

Why is checking blood glucose level important?

Checking blood glucose level is important because the results help guide decisions about what to eat, physical activity and any needed medication and insulin adjustments or additions.

The most common way to check blood glucose level is with a blood glucose meter. With this test, the side of the finger is pricked, the drop of blood is applied to a test strip, the strip is inserted into the meter and the meter will show the glucose level at that moment in time. A healthcare provider will decide how often a patient will need to check glucose level.

What is continuous glucose monitoring?

Advancements in technology have provided another way to monitor glucose levels. Continuous glucose monitoring uses a tiny sensor inserted under the skin. This does not require pricking the finger. Instead, the sensor measures glucose and can display results anytime during the day or night. A healthcare provider will determine if this is a good option.

What should blood glucose level be?

A healthcare team will determine what a patient's blood glucose level should be. They may have a specific target range for each patient. In general, though, most people try to keep their blood glucose levels at



these targets:

- Before a meal: between 80 and 130 mg/dL.

- About two hours after the start of a meal: less than 180 mg/dL.

What happens if blood glucose level is low?

Having a blood glucose level that is lower than the normal range (usually below 70 mg/dL) is called hypoglycaemia. This is a sign that the body gives out that it needs sugar.

Symptoms of hypoglycaemia include:

- Weakness or shaking.
- Moist skin, sweating.
- Fast heartbeat.
- Dizziness.
- Sudden hunger.
- Confusion.
- Pale skin.
- Numbness in mouth or tongue.
- Irritability, nervousness.
- Unsteadiness.
- Nightmares, bad dreams, restless sleep.
- Blurred vision.
- Headaches, seizures.

Patient might pass out if hypoglycaemia is not managed.

What happens if blood glucose level is high?

This is called hyperglycaemia. Hyperglycaemia is defined as:

- A blood glucose level greater than 125 mg/dL while in the fasting state (nothing to eat or drink for at least eight hours).

or

- A blood glucose level greater than 180 mg/dL one to two hours after eating.

How is diabetes treated?

Treatment for diabetes depends on the type of diabetes, how well-controlled the blood glucose level is and other existing health conditions.

- **Type 1 diabetes:** This requires taking insulin every day.

- **Type 2 diabetes:** Treatments for this can include medications (both for diabetes

and for conditions that are risk factors for diabetes), insulin and lifestyle changes such as losing weight, making healthy food choices and being more physically active.

- **Prediabetes:** The goal here is to keep condition from progressing to diabetes. Treatments are focused on treatable risk factors, such as losing weight by eating a healthy diet (like the Mediterranean diet) and exercising (at least five days a week for 30 minutes). Many of the strategies used to prevent diabetes are the same as those recommended to treat diabetes (see the prevention section of this article).

- **Gestational diabetes:** If glucose level is not too high, initial treatment might be modifying diet and getting regular exercise. If the target goal is still not met or glucose level is very high, the healthcare team may start medication or insulin.

Oral medications and insulin work in one of these ways to treat diabetes:

- Stimulates the pancreas to make and release more insulin.

- Slows down the release of glucose from the liver (extra glucose is stored in the liver).

- Blocks the breakdown of carbohydrates in the stomach or intestines so that the tissues are more sensitive to (better react to) insulin.

- Helps rid the body of glucose through increased urination.

What should I expect if I have been diagnosed with diabetes?

If you have diabetes, the most important thing you can do is keep your blood glucose level within the target range recommended by your healthcare provider. In general, these targets are:

- Before a meal: between 80 and 130 mg/dL.

- About two hours after the start of a meal: less than 180 mg/dL.

You will need to closely

follow a treatment plan, which will likely include following a customized diet plan, exercising 30 minutes five times a week, quitting smoking, limiting alcohol and getting seven to nine hours of sleep a night. Always take your medications and insulin as instructed by your provider.

World Diabetes Day

World Diabetes Day (WDD) was created in 1991 by the International Diabetes Federation (IDF) and the World Health Organisation in response to growing concerns about the escalating health threat posed by diabetes. World Diabetes Day became an official United Nations Day in 2006 with the passage of United Nations Resolution 61/225. It is marked every year on 14 November, the birthday of Sir Frederick Banting, who co-discovered insulin along with Charles Best in 1922.

At the WDD 2021, a coalition of non-governmental organisations, National Action on Sugar Reduction (NASR) raised the alarm about over 4 million Nigerians living with diabetes. This was contained in a statement signed by the representative of the coalition, Runcie Chidebe, as Nigeria joined the rest of the world to mark the 2021 World Diabetes Day with the theme "Access to Diabetes Care".

The statement pointed out that Nigerians who are carriers of the deadly disease are mostly the poor who have no access to any form of care, while the death rate remains high among them. In the same vein, Dr Bamidele Mustapha, Medical Director, General Hospital, Ifako-Ijaiye, at another forum called on members of the public to cultivate the habit of routine health check-ups of diabetes, adding that regular screening and early check-ups will enhance early detection of diabetes in the body.

However, at the brainstorming session by experts on tackling diabetes among Nigerians, a total of 3.6 million adults (20-79 years) and 4,440 children and adolescents (0-19 years) are said to be living with diabetes in Nigeria.

Also speaking variously during the launch of a project on diabetes between Novo Nordisk and the Federal Ministry of Health, in Abuja in June 2022, they tasked the Federal Government to prioritise diabetes treatment at the primary level.

A consultant endocrinologist, at the University of Port Harcourt Teaching Hospital, Prof. Sunny Chinenye, disclosed at the event that besides 11.2 million Nigerians presently living with the disease, about 40 per cent had no information that they were living with the condition.

Article compiled by Adebayo Oladejo, with additional contributions from medicinenet.com, News Medical Lifesciences, Wikipedia, Cleveland Clinic, Mayo Clinic, WHO, Healthline, www.worlddiabetesday.org, Medical News Today, www.twinkl.com.ng, Project Pink Blue, NAN, The Punch, The Vanguard, Premium Times, Guardian, Pharmanews, and Others.



Abayomi, Adeyeye, others charge pharma policy makers on progress plan

- As stakeholders list benefits of Pharma Manufacturers' Expo

By Patrick Iwelunmor

For Nigeria to attain self-sufficiency in local drug manufacturing and an enviable rating in terms of universal health coverage and medicine security, especially in an era when global health emergencies are springing up unannounced, policy makers must continue to chart innovative courses capable of revolutionising the Nigerian health sector.

This and more were the submissions of the Lagos State Commissioner for Health, Professor Akin Abayomi, who was the Chief Host of the 6th Nigeria Pharma Manufacturers' Expo, held at the Haven, Ikeja, Lagos, from 18 to 19 October.

The expo, which was themed: "Advancing the Frontiers of Medicine Security in Nigeria, Expanding Local Manufacturing in the era of AfCFTA," brought together over 80 exhibitors from within and outside Nigeria for robust business networking and ventilation of ideas.

The opening ceremony witnessed the presence of decision-makers and other stakeholders in the Nigerian pharmaceutical industry, including Sir Ifeanyi Atueyi, who was openly recognised for his invaluable contributions to



L-R: Pharm Olubunmi Arebeana, representing the Minister of Health, (3rd from left) leading other dignitaries to cut the tape, declaring the expo officially open on Tuesday 18 October, 2022.

the pharmaceutical journalism sector.

Welcoming participants to the event, Abayomi posited that government, as a policy maker, needs to define policies that

lead to cutting-edge regulation and quality control practices that do not threaten citizens' security and that of the state.

He also urged government to create the enabling environment

for the private sector to flourish, while harping on the urgency of capacity transfer, not only in the manufacturing sector but in

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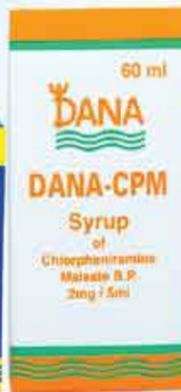
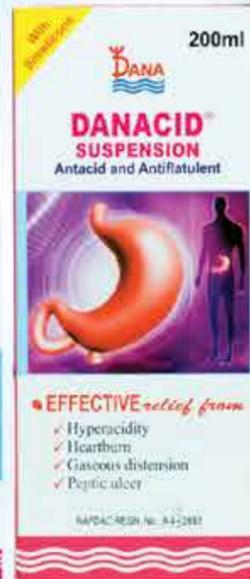
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Onuegbu, Ogunjemiyo, others decry unfavourable policies in pharmacy practice

By Ranmilowo Ojalumo

The National Chairman, Association of Industrial Pharmacist of Nigeria (NAIP), Pharm. Ken Onuegbu, has decry what he termed negative impacts of government policies on pharmacy education and practice in Nigeria, noting that the government has not been implementing policies that will advance the nation's pharmaceutical industry.

While speaking at a session organised by pharmacists in academia recently, the NAIP chairman pointed out that even when there are favourable policies, there is often a problem with their implementation.

Onuegbu who spoke on "Governance, Government Policies, Laws and Bills; Impacts on Pharmaceutical Education, Research and Practice," said: "Currently, more than 70, if not 80 per cent, of medicines in Nigeria are imported, whereas, there is a policy that specifies that 70 per cent of drugs in Nigeria should be produced locally, while only 30 per cent is imported. This policy has been there for many years but, till now, the situation has not changed.

Our government is not bothered about the huge drug importation. The government has failed in its role to support research & development that will take pharmacy practice to greater height."

Onuegbu further stated that, if 60 percent of the favourable policies relating to the pharmaceutical industry in the country were implemented, the industry would be greatly improved.

"Corruption has not allowed favourable policy to be implemented", the NAIP chairman said.

Also speaking at the session, the National Chairman, Association of Hospital and Administrative Pharmacists of Nigeria (AHAPN),



L-R: National Chairman NAIP, Pharm. Ken Onuegbu; PSN President, Prof. Cyril Usifoh; Immediate past Chairman, BOF-PSN, Prof. Mbang Ferni-Oyewo; National Chairman, NAPA, Dr. Olugbenga Akinkunmi; National Chairman, AHAPN, Pharm. Segun Ogunjemiyo and National Secretary, PSN, Pharm. Gbenga Falabi at a session organised by the Pharmacists in Academia recently.

Pharm. Olabode Ogunjemiyo pointed out that the practice of pharmacy, which has evolved over the years from product-focused to patient-focused, depends on several factors for its success. Such factors, he said, include good governance and favourable policies.

According to AHAPN chairman one of the major factors impeding the progress of pharmacy education, practice and research is funding. He lamented that while the World Health Organisation (WHO) prescribed 15 per cent of the national budget to health, Nigeria only allocated a paltry 4.97 per cent to health in 2022.

This, he said, affects every aspect of the health sector, including the pharmacy sub-sector.

He also lamented anomalies in the National Health Insurance Scheme (NHIS), now known as the National Health Insurance

Authority (NHIA), saying only a small percentage of the Nigerian population is covered, as many people prefer out-of-pocket expenses on health.

He added that not all drugs and procedures are captured under the NHIA Act, and costs of medications are beyond the reach of the people, ultimately leading to treatment failures and increased morbidity and mortality.

Ogunjemiyo, who is a deputy director, Pharmacy Services, Federal Medical Centre, Owo, Ondo State, also lamented that there is no favourable policy for pharmacy interns as they are only taken in small numbers, stating that many pharmacy graduates stay at home for up to two years, without getting internship slots. Yet, he said, they cannot proceed in their career, without first getting

internship done.

He added that, in view of the challenges confronting pharmacy education and practice in the country, good governance, leading to implementation of good policies, is an urgent necessity.

Ogunjemiyo called for conscientious implementation of the favourable health policies in the country so as to achieve effective administration of pharmacy practice in all its ramifications.

Also speaking at the event, a lecturer at Obafemi Awolowo University, Ile-Ife, Dr T.A. Olugbade, stressed the need for the Nigeria government to be in alignment with the International Federation of Pharmacists (FIP)'s policies for transforming the pharmacy profession, as well as the WHO guidelines for ensuring establishment of Good Pharmacy Practice Guidelines.

PHARMANEWS AWARDS

YEAR	AWARD	WINNER
2015	Ifeanyi Atueyi Essay & Debating Competition	- Faculty of Pharmacy, UNIBEN.
2016	Ifeanyi Atueyi Essay & Debating Competition	- Faculty of Pharmacy, UNIBEN.
2017	Ifeanyi Atueyi Essay & Debating Competition	- Faculty of Pharmacy, OAU, Ile-Ife.
2018	Ifeanyi Atueyi Essay & Debating Competition	- Faculty of Pharmacy, UNIBADAN.
2018	Young Pharmacist Award	- Pharm. Isa Muhammad
2019	Ifeanyi Atueyi Essay & Debating Competition	- Faculty of Pharmacy, UNIBADAN.
2019	PANSITE Award	- Yusuf Wada (Faculty of Pharmaceutical Sciences, Usman Danfodio University, Sokoto)
2019	Young Pharmacist Award	- Pharm. Frank Eze
2020	PANSITE Award	- Izukanne Emembolu (Faculty of Pharmacy, UNIZIK, Awka)
2020	Outstanding Pharmacist Award	- Pharm. (Mrs) Olubukola George
2020	Young Pharmacist Award	- Pharm. Daniel Uchechukwu Eze
2021	PANSITE Award	- Martin Chukwunonso Nwofia (Chukwuemeka Odumegwu Ojukwu University, Igbariam)
2021	Pharmanews Interschool Debate Competition	- Faculty of Pharmacy, UNIBEN.
2022	PANSITE Award	- Jennifer Ukamaka Ekuma (University of Uyo, UNIUYO)
2022	Dean Award	- Prof. Festus B.C. Okoye Nnamdi Azikwe University (UNIZIK)
2022	Pharmanews Interschool Essay & Debate Competition	- Prof. Dora Akunyili College of Pharmacy, Igbinedon

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Abayomi, Adeyeye, others charge pharma policy makers on progress plan

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the research and development (R&D) segment.

Speaking on efforts being put in place for local vaccine manufacturing to begin in Nigeria, Abayomi observed that the role of government remains pivotal, adding that vaccine manufacturing requires the right economic environment and biotechnological stimulation.

He described the pharma expo, which advocated the indigenisation of local manufacturing, as being replete with growth and expansion opportunities for the Nigerian pharmaceutical landscape.

The health commissioner highlighted the indigenisation agenda of the Lagos State government through activities going on in the herbal/complementary/alternative medicine industry in the state, under the purview of the Lagos State Traditional Medicine Board (LSTMB), as one of the efforts capable of stimulating the growth of the local manufacturing industry for the ultimate goal of attaining medicine security.

On his part, chairman of Pharmaceutical Manufacturers Group of Manufacturers Association of Nigeria (PMG-MAN), Dr Fidelis Ayebae, while commending the role that regulatory bodies like NAFDAC have been playing so far in stimulating the local manufacturing sector for optimal performance, urged all policy makers to work more towards protecting the Nigerian pharmaceutical industry with stiff regulation and policies that would advance, rather than stifle, it.

He added that unless Nigerian policy makers protect the local manufacturing industry, the African Continental Free Trade Area, when fully operational, would only open Nigeria up for all sorts of imports that would eventually degrade the potentials of local manufacturers.

Harping on the achievements of her office in the area of strengthening the local pharmaceutical industry, DG of NAFDAC, Professor Mojisola Adeyeye, called for more government involvement in health-related projects and innovations.

She asked the Nigerian government to take a cue from India whose Ministry of Trade and Industry recently met with pharmaceutical manufacturers in the Asian country.

Highlighting one of the highpoints of her administration, Adeyeye said: "Our 5+5 policy aims at boosting the local manufacturing industry. The policy has yielded fruits as we now have 34 registered products from the nine we had prior to this time. NAFDAC will not allow the local manufacturing industry to die. Having attained Maturity Level 3, we are aiming towards Level 4."

On NAFDAC's service-oriented philosophy, she said: "We are placing more premium

on the health of Nigerians and not on profit. Local vaccine manufacturing will happen faster than we think. We are preparing for it. Some NAFDAC staff are right now on their way to South Korea for bio-manufacturing training. We now have more international partners collaborating with our local manufacturing industry."

Corroborating Adeyeye on the need for governments to get involved in efforts



L-R: Prof Akin Abayomi, Lagos State Commissioner for Health; Pharm Olubunmi Arebeana, Director, Food and Drugs, Federal Ministry of Health; Dr Walter Mulombo, WHO Country Representative and Prof Mojisola Adeyeye, DG, NAFDAC, at the opening ceremony of the 6th Nigeria Pharma Manufacturers' Expo, in Ikeja, Lagos.

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Celebrating 43 Years of Uninterrupted Monthly Publication (1979-2022)

Abayomi, Adeyeye, others charge pharma policy makers on progress plan

continued from page 21

aimed at strengthening the health outcomes in African countries, especially Nigeria with its exploding population, the Keynote Speaker and WHO Country Representative, Dr Walter Mulombo, said that medicine security remains the real essence of the global health security agenda. He commended the Nigerian government for some of the proactive steps it is taking in ensuring medicine security for its citizens.

According to Mulombo, "Working with the Nigerian Health Minister and NAFDAC in putting in place those requirements that would lead the country to attaining universal health coverage shows that Nigeria is truly and practically on course."

On how and when Nigeria would start its local vaccine manufacturing, he added: "We need to accelerate the pace of our local manufacturing. There must be a paradigm shift. Nigeria has the potential to change the narrative in Africa, thanks to its innovativeness and capacity to boost local manufacturing."

For the President of the Pharmaceutical Society of Nigeria, Professor Cyril Usifoh, government needs to do more by tackling the forex and import duty crises that have made it extremely difficult for local manufacturers to do business in Nigeria.

He said: "With no forex to import APIs and the high cost of import duties on pharmaceutical raw materials, government needs to change policy to help local manufacturers fulfil the promise of medicine security to the citizens. We need this help urgently to be able to compete globally."

Bemoaning the precarious situation in the disposable syringes manufacturing segment in Nigeria, Chairman of the Pharmacy Council of Nigeria (PCN), Professor Ahmed Tijani Mora, called on PMG-MAN and other stakeholders to do something about the disturbing situation.

On his part, DG of the National Institute for Pharmaceutical Research and Development (NIPRD), Dr Obi Adigwe, warned that more dangers await the Nigerian health space, if stakeholders fail to build capacity in the local drug manufacturing industry.

He disclosed that PMG-MAN has always played very significant roles in the Nigerian health sector, recalling that the body had warned of impending health crises prior to the emergence of the coronavirus pandemic. He commended NIPRD for securing funds towards boosting local manufacturing in the country.

Speaking on the benefits of the expo, Professor of Pharmaceutical Chemistry and CEO of Bloom Public Health, Chimezie Anyakora, whose company has been in the forefront of championing innovative interventions in the Nigerian

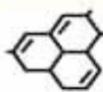
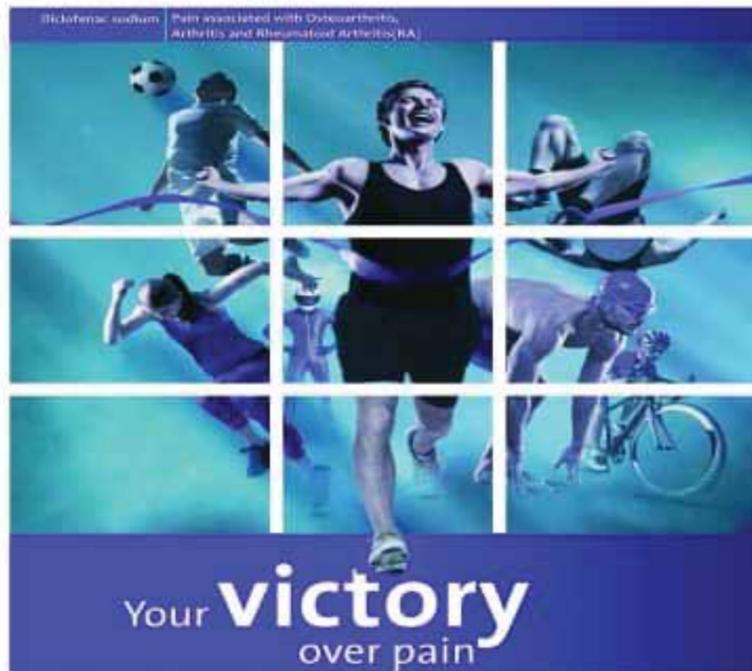
health space, said: "I think this expo will be a good boost to the pharmaceutical sector in Nigeria. The keynote speaker made a clear point which I align with. The pharmaceutical sector in Nigeria needs to embrace the path of WHO PQ. This is the only pathway to move the country to the next level."

"The DG NIPRD also alluded to the big thing coming. MIPRD and Bloom are partnering in a World Bank-funded project to provide the biggest intervention in the sector. I urge the industry to embrace this. The size of the pharma sector is so big to continue to play at the level Nigeria is playing. The AFCTA makes it even more urgent."



Dr Walter Mulombo, WHO Country Representative, Dr Okey Akpa, MD, SKG Pharma and Dr Fidelis Ayebae, Chairman, PMG-MAN and MD, Fidson Pharmaceuticals PLC, at the event.

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Measles through the years

By Patrick Iwelunmor

One of the most contagious diseases in human history, measles is an ancient disease that had been described by Persian physician and scholar Abu Bakr Muhammad Zakariyya Razi (also known by the Europeanised name Rhazes), as early as the 9th century. Measles became more internationally pronounced, as global exploration activities increased in the 16th century.

A Scottish doctor named Francis Home discovered, in 1757, that the disease was caused by a pathogen, a virus in the paramyxovirus family and it is normally passed through direct contact and through the air. The virus infects the respiratory tract, then spreads throughout the body.

Measles is a human disease and is not known to occur in animals. Transmitting the disease to healthy persons through the blood of infected patients, Home demonstrated that measles was indeed caused by an infectious agent. Places where the disease had not been previously reported were particularly vulnerable. Such places like Faroe Islands (1846), Hawaii (1848), Fiji (1875) and Rotuma (1911), experienced devastating effects of outbreaks.

Prior to the availability of vaccines, measles had been endemic around the globe and remains a global epidemic, even though advances in the health systems of international communities, had seen mortality rates drop by the 20th century.

Measles remains one of the major causes of death among young children, despite the fact that a safe and affordable vaccine is available. The year 2015 witnessed 134,200 measles deaths globally – about 367 deaths every day or 15 deaths every hour. Vaccinations against the disease resulted in a 79 per cent drop in global deaths between 2000 and 2015.

In 2015, about 85 per cent of the world's children received one dose of measles vaccine by their first birthday through routine health services – up from 73 per cent in 2000. Measles vaccination prevented an estimated 20.3 million deaths from 2000–2015, making it one of the best buys in public health.

Mass vaccinations against the disease were first introduced at national level in the 1960s, with the first internationally focused immunisation taking place in Africa in 1966. The World Health Organisation (WHO) worked alongside the governments of over 20 newly independent and decolonised countries in western and central Africa as well as the United States Agency for International



Development (USAID) and Centres for Disease Control (CDC) in the area of vaccine administration with the twin goal of combating measles and eradicating smallpox.

In 1974, when the WHO established the Expanded Programme on Immunisation (EPI), now, Essential Programme on Immunisation, measles was among the first diseases it targeted, while seeking to develop and expand immunization programmes all over the world. The rampant momentum of childhood vaccinations has led to a drastic reduction in the rates of the disease.

The WHO currently recommends immunisation at nine months for babies in areas where the disease is prevalent, while others are advised to have theirs at 12 to 15 months. Children are also

to take a second dose needed to protect the almost 15 per cent of them who do not develop protective immunity after their first dose.

According to available data from the WHO, approximately 17,500 cases of measles were reported in the African region between January and March 2022, signalling a 400 per cent increase, compared with the same period in the previous year. Outbreaks were reported by 20 African countries in the first quarter of 2022, eight more than the cases reported in same period in 2021.

Being the most populous black nation on the planet, Nigeria has also had a very eventful history of measles occurrence, as well as prevention and control. As of January 2022, 254 cases of measles were confirmed in Nigeria. In 2020, 9000 cases were recorded in the country. In 2021, Nigeria, Somalia, Yemen, Afghanistan and Ethiopia recorded the largest measles outbreaks, largely due to insufficient measles vaccine coverage during those outbreaks.

There is no specific medication that kills the measles virus, once someone develops measles. Most patients get better by themselves. Some of the advice given by medical experts is that patients should rest, drink plenty of fluids and take acetaminophen (Tylenol) to help reduce the fever. For severely sick patients who develop pneumonia, middle ear infection or diarrhoea, they should discuss treatment with their doctor.

Even though it is a known fact that no medication can make the measles virus go away, it is also important to note that other medicines such as antibiotics may play significant roles in treating other symptoms that may arise as a result of the disease. Measles can be prevented with measles-containing vaccine, which is primarily administered as the combination measles-mumps-rubella (MMR) vaccine.

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Outsmart Parkinson's with cycling

By Ranmilowo Ojalumo

Bicycle riding is undoubtedly a fun activity, which is why people of all ages engage in it. This is aside from the fact it is a reliable means of transportation in some terrains. What many of these cyclists may not know, however, is that they are actually getting many health benefits from their seemingly routine activity. Paramount among this is keeping Parkinson's disease at bay.

Different research findings have affirmed this. For instance, a recent scientific study specifically proved that cycling will reduce Parkinson's disease by at least 35 per cent. Another study also concluded that riding bicycle helps to reduce heart attack by an appreciable measure in adults. Yet another study says cycling enhances children's mental wellbeing.

Cycling is the use of bicycles for transport, recreation, exercise or sport. Cycling may also be referred to as the act or sport of riding or traveling by bicycle. Those who engage in cycling are known as cyclists or bicyclists.

Cycling is a sporting activity recognised by leading athletes and medical experts all over the world. It was one of the 33 sporting activities contested in the last Tokyo 2020 Olympics, which was shifted to 2021 because of COVID-19. In fact, at the Olympics, cycling contests are in four categories: track cycling, road cycling, mountain bike and bicycle moto cross, popularly called BMX.

Origins

Karl von Drais, a German baron, is widely known as the father of the bicycle, as he

developed a two-wheeled, steerable, machine in 1817. However, the wooden clunky prototype did not have chains, brakes, or pedals at the time; instead the rider propelled the frame forward by pushing it off the ground with their feet. Karl called his invention then "Laufmaschine" (running machine). The invention was later developed on to what we have today.

Cycling officially began as a sport on 31 May, 1868, with a 1,200-metre race between the entrance and fountains of Saint-Cloud Park in Paris. The United States followed suit with its first recorded race on 24 May, 1878. An intense form of racing also became popular in the United States, with a competition that lasted for six days, involving an international field of riders as participants and prizes reaching up to \$10,000.

Today, cycling has become a global sport. In Nigeria, it is one of the recognised sports with an independent body, known as the Cycling Federation of Nigeria (CFN). The body was established in 1972 as the national governing body

of cycle racing in Nigeria. CFN is also a member of the International Cycling Union and African Cycling Federation.

Benefits

However, aside from being a form of livelihood or competitive sport, bicycle riding can also be for recreation or leisure. Whichever way or form, it is an activity that is packed with immense benefits. For starters, cycling is an effective way to become physically active. It is on this basis that fitness campaigns, such as "Ride to Work Day" is held in the United States, Canada, Europe, Asia and other places, to encourage people to add more cycling to their routines.

In fact, the United Nations, as part of its quest to affirm the goodness of bicycle riding has made 3 June World Bicycle Day. According to the UN General Assembly, the decision was to acknowledge the bicycle as a "simple, affordable, reliable, clean and environmentally fit sustainable means of transportation, fostering environmental stewardship and health."

The UN also declared bicycle riding to be "a means of fostering sustainable development, strengthening education, including physical education, for children and young people, promoting health, preventing disease, promoting tolerance, mutual understanding and respect and facilitating social inclusion and a culture of peace."

In addition, a recent study on Parkinson's disease patients to know the relationship between cycling and the disease showed that cycling will reduce the disease by about 35 per cent. Parkinson's disease (or Parkinson's) is a disorder of the central nervous system that affects movement, often including tremors. The disease causes nerve cell damage in the brain which makes dopamine levels to drop, leading to the symptoms of Parkinson's. Parkinson's often starts with a tremor in one hand; other symptoms are slow movement, stiffness and loss of balance among others.

In the study published in *Lancet Neurology* (November, 2019), a team of researchers from Netherlands recruited 130 adults, aged 30 to 75 years, with early-stage Parkinson's disease to either ride a stationary trainer at home or perform an at-home stretching routine three days a week for 45 minutes over a period of six months.

At the end of the observation period, those in the cycling group were fitter and had significantly fewer Parkinson's symptoms, such as tremors and muscle and motor control issues. The study also showed that a spirited indoor cycling session may be as effective as medication for managing early stages of Parkinson's disease.

Another study, titled "Cyclical Lower Extremity Exercise for Parkinson's Trial", was carried out by researchers at Cleveland Clinic, in Ohio, United States of America. The study, a multi-site clinical trial

is a five-year, \$3 million grant, funded by the American National Institutes of Health.

The study's principal investigator, Jay Alberts, PhD, said the study was to determine whether long-term, high-intensity aerobic exercise could slow the advancement of Parkinson's disease. About 250 participants were recruited to participate in the study. The participants were overseen by teams at Cleveland Clinic and experts from the University of Utah, Salt Lake City, USA. The result showed a drastic improvement in patients with Parkinson's.

Further benefits

Aside from helping to prevent Parkinson's, researchers have also said that cycling pumps blood around the body at a greater rate, which allows for the rapid spread of endorphins and other "feel-good" hormones like dopamine, norepinephrine and serotonin. Also, All Kids Bike, a not-for-profit foundation, noted that cycling promotes positive mental health, especially in children, as it takes advantage of the connection between physical activity and mental health.

Also, Dr Lindsey Hunt, in his work, "Biking for Your Brain: The Neurology of Cycling", said "cycling helps stimulate regions of the brain such as the hippocampus, which plays a critical role in memory formation and spatial navigation. In addition to increasing grey matter, cycling has been shown to boost the brain's white matter".

Similarly, Better Health Channel, a centre managed by Victoria State Government Department of Health, Australia, together with Sport Medicine, Australia, affirmed that cycling can help to protect from serious diseases such as stroke, heart attack, some cancers, depression, diabetes, obesity and arthritis.

Among other benefits, the centre affirmed that cycling increased cardiovascular fitness, increases muscle strength and flexibility, improves joint mobility, decreases stress levels, improves posture and coordination, strengthens bones, decreases body fat levels and reduces anxiety and depression.

"Riding a bike is healthy, fun and a low-impact form of exercise for all ages. Cycling is easy to fit into your daily routine by riding to the shops, park, school or work", Better Health Channel submitted.

Recently, the Lagos State Governor, Mr Babajide Sanwo-Olu, appealed to Lagosians to ride bicycles and also make use of other non-motorised means of transport, stating that non-motorised transport has many benefits.

The governor, while addressing Lagosians during the Car-free Day commemoration, on September 23, 2022, specifically asked people in the state to make use of bicycles because of the inherent health benefits, as stated above.





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Akhimien, Ekhaton, others task FG on drug distribution reforms

By Adebayo Oladejo

Stakeholders in the Nigerian pharmaceutical industry have urged the Federal Government to revisit the implementation of the National Drug Distribution Guidelines, saying it will build greater confidence in the industry, while also curbing the proliferation of fake drugs

The personalities, who included former President, Pharmaceutical Society of Nigeria (PSN), Pharm. Anthony Akhimien; Chairman, Association of Community Pharmacists of Nigeria, Lagos State Chapter, Pharm. Lawrence Ekhaton; and Zonal Coordinator, ACPN, IDEA Zone, Lagos, Pharm. Isaac Olufunmiyi, spoke at the recent sensitisation walk against fake drugs, organised by IDEA Zone.

In his remarks at the event, which was held in commemoration of World Pharmacists Day, Pharm. Ekhaton stated that safe and effective medicines are as indispensable as food to all humans.

He consequently urged members of the public to ensure that they get their medicines from registered premises, to prevent falling victims of fake drugs.

Ekhaton further explained that the sensitisation walk by the community pharmacists was for them to enlighten the public on the adverse effects of fake drugs on people's health, and even on



A cross-section of ACPN members, IDEA Zone in a group photograph immediately after the Sensitisation Walk

the economy of the country.

He said, "The menace of fake drugs, as you know, is real and must be curbed in our society. It kills and its adverse effects are far-reaching. It affects the economy; it affects the purchasing power, livelihood and the general wellbeing of our populace.

"So, we have decided, as community pharmacists and as gatekeepers with respect to drug usage in Nigeria and Lagos in particular, to sensitise the public against the menace of fake drugs - how to identify fake drugs and ways to stop the usage of fake drugs in the society."

The sensitisation walk, organised throughout the state by zonal chapters of the ACPN, saw pharmacists displaying placards and distributing flyers on the roles of pharmacists in the community.

Pharm. Akhimien, on his part,

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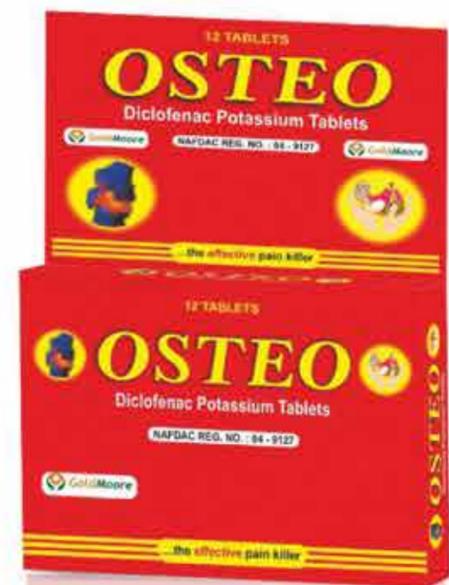
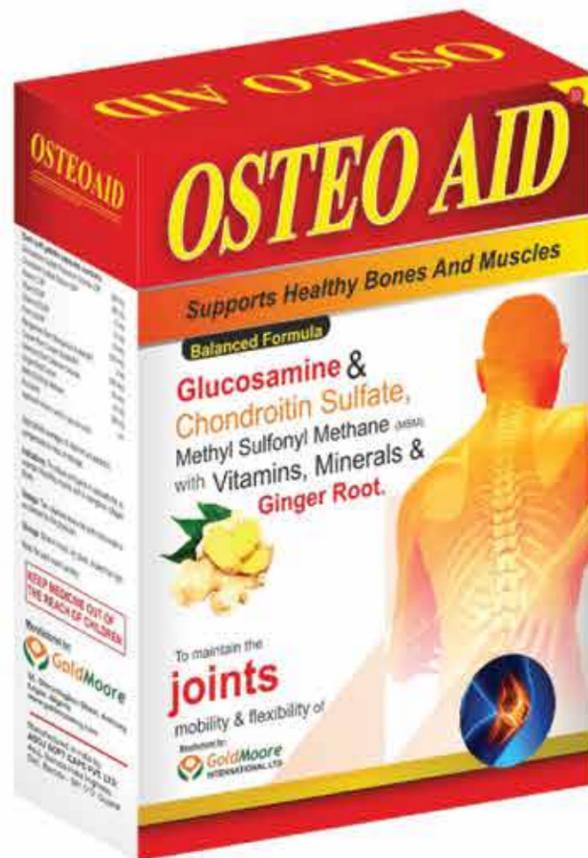


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Akhimien, Ekhator, others task FG on drug distribution reforms

continued from page 29

described the World Pharmacists Day as a day to celebrate pharmacists, as well as to educate the public on their roles in healthcare delivery.

According to him, "A lot of people do not know how to celebrate pharmacists; they just see them as the ones that dispense drugs. But beyond that, we are the custodians of drugs, manufacturers of drugs and distributors of drugs. We undertake the processing, from manufacturing till the patient gets the drug, and we also ensure safe handling, safe delivery and safe taking of the drug."

Speaking on the sensitisation walk, Akhimien said, "The walk is to create awareness on the role of pharmacists and to bring the message closer to them that, as pharmacists, we are not just to dispense the drug but to also give advice on how to use it. We need to synchronise and ensure that the standard that has been set is well observed. Every health standard around the world should also be replicated in Nigeria. If a drug is manufactured in China and is used, it's the same way it should be used in Nigeria as well."

"The FIP, being our global body, is telling us to transmit these standards to all parts of the world and we are the custodians of the drug; therefore, they rely on us the community pharmacists to carry this message to the grassroots and that is why this became very apt, particularly with us celebrating the World Pharmacists Day."

While encouraging Nigerians to patronise only certified pharmacists, the former PSN president, said: "The major role of a community pharmacist is to source for good and credible drugs. I do not believe a registered pharmacist who went to the university would buy fake drugs and sell them. Businesspeople can do that, but if you go to a registered pharmacy, which is identified with the appropriate emblem, you should be assured that you are getting the right thing."

"So, we advise that people should desist from buying drugs from the roadside or market, and go to a pharmacy where the emblem is displayed. This also helps us to give assurance to people to trust us as they have entrusted this to us."

Speaking in the same vein, Pharm. Olufunmuniyi noted that the drug distribution system in Nigeria is so bad that drugs are sold in buses, shops, malls, as well as on the roadsides and in open markets, without control by the health authorities.

In his words: "The country's pharmaceutical industry is today battling with the ills of counterfeit medicines, which has done incalculable damage to the health of Nigerians and the nation's economy. Therefore, pharmacists in Nigeria are saying 'no' to fake drugs. We are using this medium to tell the Federal Ministry of Health, NAFDAC, PCN, and others that fake drugs can only be eradicated in Nigeria if there is



Pharm. Lawrence Ekhator, chairman, ACPN, Lagos State, flanked by the former president, PSN, Pharm. Anthony Akhimien, and Pharm. Isaac Olufunmuniyi, coordinator, ACPN IDEA Zone, during the Sensitisation Walk.

no market where drugs are sold in Nigeria.

"The drug is not a commodity to be found in marketplaces. It is only in a registered pharmacy that you can get excellent pharmaceutical care. We are saying that the drug distribution channel in Nigeria must be revisited. Drug distribution in Nigeria is currently in a state of chaos. Our drug distribution is sick; our drug distribution channel is bad. All hands should be on deck

so as to ensure that the distribution channel is revisited and different laws that have been made, as far back as 2012, are implemented."

Olufunmuniyi added, "All open drug markets in Nigeria must be closed down. There is no way this menace can be curbed if we do not dump the traditional way of doing things. When distributing drugs in Nigeria, we must ensure that a drug doesn't end up with the wrong user."

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Lagos ALPs empowers girls, celebrates Girl Child Day 2022

By Temitope Obayendo

Poised to change the narratives about the girl child, especially in the African society, the Association of Lady Pharmacists (ALPs) Lagos State Chapter, joined the global community recently in celebrating the International Day of the Girl Child, by empowering the mental and emotional capacities of selected girls from eleven schools in the Kosofe Local Government Area of the state.

The programme, which was packed full with different insightful segments for the mental empowerment of the girls, had in attendance seasoned speakers such as Pharm. (Dr) Margaret Iluomanya; Mrs Nkechi Emmanuel-Layode; Pharm.(Mrs) Adeola Alli; Pharm. Candidos Ejembi Ojabo; Dr Afusat Adesina, chairman, Lagos ALPs; Pharm. (Mrs) Foluke Akinniranye, as chairman of the occasion, among others.

Speaking on the theme of the event which was "Our time is now—our rights, our future", Dr Iluomanya, took the girls on a self-discovery path, urging them to move from the space of reading to learning, saying anyone can read and forget, but whatever is learnt and internalised becomes part of the person.

She also drew their attention to the creative use of social media for positive development, noting her passion for girls to have safe spaces on social media for creating impact.

The multiple-award winning lady pharmacist, also asked the girls some personal questions to aid their self-discovery process, as she noted the importance of



L-R: Pharm. (Dr) Margaret Iluomanya, guest speaker; Mrs Nkechi Emmanuel-Layode, guest speaker; Dr Afusat Adesina, chairman, Lagos ALPs and Pharm. (Mrs) Foluke Akinniranye, chairman of the occasion, at the programme.

harnessing their talents, which must translate into financial realities.

"No matter how your priority change in life, you must have your own passion, which must translate into financial realities," she quipped.

The guest speaker, Emmanuel-Layode, a legacy system builder for women and families, spoke on the topic "Seven ways to become the girl for the job", as she pointed out to the girls that it is never too early to get it right on the path to their glory. She also made them realise why they need to become valuable in the society and be prepared for leadership positions.

Her seven points for the girls' mental development were: "Think, intentionality, purposeful about destination, habits, systems, association and practice", adding that effective internalising of these points will make the voice of the girl-child in the society valuable and well recognised.

Zeroing in on few of the points, she said, "Today's social media paralyzes a female child who is not intentional about where she is headed. Be a lover of research and findings in your place of passion. Learn to observe and listen. You can only become what you wish when you create a habit around it." Addressing the girls, Dr

Adesina, chairman ALPS-Lagos, highlighted the place of the girl-child in the home, noting that

though the International Day of the Girl Child is celebrated on 11 October of every year, every female child deserves to be celebrated everyday of her life, as God has deposited great potentials in her to impact her world. She revealed that this was what informed the decision of the association to always commemorate the Day, which marks the 10th anniversary of its establishment this year.

Adesina further disclosed efforts of the group in celebrating the girl child, saying ALPs Lagos State would be sponsoring the education of five girls in secondary school, adding that the

national body would be sponsoring one girl's education, making it six girls in total that would be enjoying scholarship from ALPs.

These efforts, according to her, are geared towards building the capacity of underserved girls, giving them befitting future, in line with the common saying, "when you train a girl, you train a nation."

In her contribution, chairman of the occasion, Pharm. Akinniranye, expressed her delight to chair the event, which she said provided the opportunity to address challenges confronting the female child in terms of education, emotional empowerment and mental capacity building.

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Accord hospital pharmacists better recognition, AHAPN urges govt

By Idara Inyang

Members of the Association of Hospital and Administrative Pharmacists of Nigeria (AHAPN), Lagos State Chapter, have tasked the Nigerian government to give more recognition to pharmacists in health institutions, as experts in all drug-related matters.

The association made the call at the recent AHAPN Day, held within the Lagos State PSN Scientific Week 2022, at the Lagos PSN Secretariat, Ogudu, Lagos.

The AHAPN Day was themed, "Innovative Approach Towards Ensuring Medicine Security: The Place of Local Production of Active Pharmaceutical Ingredients in Nigeria."

Speaking at the event, the Chairman, Lagos AHAPN, Pharm. (Dr) Dupe Oyawole, highlighted the crucial roles of hospital pharmacists in patient care, adding that government should stop seeing pharmacists as mere drugs dispensers, as they are doing much more to achieve best patient outcomes.

"Apart from pharmaceutical care and ensuring patients take their drugs accordingly, pharmacists also help them to get medications they would ordinarily not be able to get. So, the government should treat pharmacists as a first class group of professionals that are unique and specialists in terms of drugs," she said.

Oyawole also charged her members on the creation of more compounding units in hospitals and other health institutions, saying this will help to bridge gaps in medicines availability and boost local drugs manufacturing.

According to her, "What we hope to achieve is to make more hospitals and institutions to start doing compounding, because some don't. And that's one of the reasons why we brought in experts to talk to us in form of practical demonstrations.

"In a nutshell, we intend to use this event to inspire more hospitals and institutions to be doing more of this, to ensure medicines security for our patients, especially patients that need formulations that we can't readily get. This helps us play our role more in the hospital setting."

The keynote speaker, Pharm. (Dr) Titilayo Onedo, assistant director of Pharmacy, National Orthopaedic Hospital, Igbobi, and coordinator, AHAPN Day, explained that the event was meant to remind hospital pharmacists of their crucial roles, as well as to mobilise them to sustain their relevance through their professional contributions.

Onedo mentioned that pharmacists can actually make drugs for local consumption, which can lead to self-sufficiency and ultimately, exportation. She stressed the need for pharmacists to start maximising available opportunities.

She said, "I believe pharmacists are making their impacts felt now by going beyond what we used to do in the past. Listening to the robust discussions generated at this event, it is indeed a very good job.



Chairman, Lagos State AHAPN, Pharm (Dr) Modupe Oyawole (4th from right), with some members of the association, at the event.

"I also believe that pharmacists have the capacity to produce APIs (Active Pharmaceutical Ingredients) which will go a long way in catering for our local needs, in case of another pandemic.

"Every pharmacy must as a matter of urgency start having compounding units which will actually distinguish us from the others."

In her presentation, Pharm. (Mrs) Oyinlade Kehinde, assistant director of Pharmacy, Child and Adolescents Unit, Federal Neuro-Psychiatric Hospital, Yaba, Lagos, examined the frequent abuse and misuse of prescribed medications by patients.

She particularly described the abuse and misuse of Prescription Only Medicines (POM) as a growing problem.

According to her, "We do not know the magnitude of the problem today because of lack of data for the abuse and misuse of these medications, even globally. Also, the existence of many gaps in monitoring these medications from the manufacturers to the end-users is a big issue.

"Opportunities and the huge demand for these medications can lead to diversion and counterfeiting. This can actually affect those that need them for their conditions," .

Suggesting ways to address the problem, Kehinde said, "Pharmacists need to go for continuous trainings in order to detect patients that have been misusing drugs, as well as to know how to prevent and manage it. They should screen patients when there are signs of abuse and misuse of drugs.

"Commitment to anti-microbial stewardship is another way in which abuse can be curbed. As pharmacists, it is our duty to educate patients about safeguarding their medications because they are not meant to be shared. We should also identify patients with repeated loss of medicated descriptions.

"We should also make a habit

of collecting data for research purposes and future prevention methods and policies."

The high point of the event was the practical demonstrations of drug compounding by different pharmacists from different hospitals in the state.

The first demonstration was on compounding methysalicylate ointment by pharmacists from the National Orthopaedic Hospital,

Igbobi; while pharmacists from Lagos State University Teaching Hospital (LASUTH) demonstrated the production of alcoholic solution of Iodine chloroxylemol solution. The third demonstration was the presentation of single syrup B.P. sweetener by Lagos University Teaching Hospital (LUTH) pharmacists.

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Lagos PSN issues timeline to Sanwo-Olu on consultant cadre implementation

By Temitope Obayendo

The Pharmaceutical Society of Nigeria (PSN), Lagos State Chapter, has called on the state Governor, Babajide Sanwo-Olu, to expedite implementation of the consultant cadre scheme for pharmacists in the state's employ.

The Society maintains that the delayed implementation of the scheme that was approved by the Executive Council of the state in 2018, and later by the Federal Government, negates global best practice and is inimical to the progress of the state.

PSN-Lagos Chairman, Pharm. Gbolagade Iyiola, gave the charge at the recent Annual Scientific Week of the association, while also urging the governor to address the need for autonomy of pharmacy schools in the state.

Iyiola, who strongly conveyed the views of pharmacists in the state, urged concerned stakeholders to prevail on the state governor to do the needful on the matters before him.

Speaking on the theme of the programme, "Innovative Approach Towards Ensuring Medicine Security: The Place of Local Production of Active Pharmaceutical Ingredients in Nigeria", the keynote speaker, Pharm. Kunle Oyelana, bemoaned the present condition of the country's pharma industry, with 70 per cent importation-dependence, 30 per cent local manufacturing, poor healthcare coverage, 30 per cent access to medicines, and



L-R : Registrar, Pharmacy Council of Nigeria (PCN) Pharm. Babashehu Ahmed; Chairman, Lagos State PSN, Pharm. Gbolagade Iyiola and Managing Director, May & Baker, Pharm. Patrick Ajah, at the opening ceremony of PSN, Pharmacy Week, recently.

insignificant contribution to the GDP, among others.

Oyelana, who is also the managing director, GSK, posited that to achieve local production of APIs in the country, stakeholders must commence from the foundation, which he said is the reconstitution of pharmacy schools' curriculum. He charged the Committee of Deans to rework the curriculum in tandem with latest trends in the industry.

The keynote speaker averred that once this is done, it will enhance research and development

activities, which will invariably facilitate the development of local raw pharmaceutical materials.

Citing the example of China, which made more profits from APIs, than Nigeria made from crude oil, Oyelana expressed optimism in the Nigerian pharmaceutical sector attaining such heights, provided that the required incentives for the industry are readily available.

He highlighted the prerequisites for APIs manufacturing in the country to include "a viable petrochemical industry, economies of scale, infrastructure and human

capital."

In his address at the event, PSN President, Prof. Cyril Usifoh, appreciating the PSN-Lagos, describing it as the leading PSN chapter in the country.

He further described the theme of the scientific week as very apt, saying it was in tandem with the theme of the forthcoming PSN national conference, "Medicine Security in an Unstable Economy". He called on all pharmacists to be at the conference, which is scheduled to hold in Jos, Plateau State.

Usifoh, who was represented by Pharm. Gafar Madehin, PSN national treasurer, also expressed gratitude to the Federal Government for signing the Pharmacy Bill into law, stating that the combination of the new Act and a new registrar for the Pharmacists Council of Nigeria portends a bright future for pharmacists in the country.

The PSN-Lagos scientific week also saw the establishment of Past Chairmen Forum for the Society. Members of the Forum, with Pharm. Jimi Agbaje as the leader, were duly recognised and saddled with the responsibility of being think tank of the association.

Other dignitaries in attendance at the event were Registrar, PCN, Pharm. Babashehu Ahmed; GMD, Emzor Group, Dr (Mrs) Stella Okoli, represented by Pharm. (Mrs) Uzoma Ezeoke; Managing Director, May & Baker, Pharm. Patrick Ajah; Commissioner of Police, Lagos State; and past chairmen of PSN-Lagos.

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PSN hails Kwara Hospital Management Board leadership, pledges support

By Adebayo Oladejo

The Pharmaceutical Society of Nigeria (PSN), Kwara State Chapter, has pledged to support the state's Hospital Management Board in transforming healthcare service delivery across the 16 local government areas of the state.

Pharmacists in the state made the promise to the newly appointed Executive Secretary of the Board, Dr Abdulraheem Malik, during their courtesy visit to him. They described him as a hardworking pharmacist, who is dedicated and passionate about the health of Kwara citizens.

Chairman of Kwara State PSN, Pharm. Adejuwon Otelaja, who was represented by his deputy, Pharm. Mohammed Papa-Malik, noted that the decision of the executive secretary in returning to his roots from the diaspora to contribute his quota to the health sector is commendable.

Also speaking, Pharm. Mojeed Ojerinde, former chairman of Kwara PSN, asserted that the group will give maximum support to the Board to ensure that the administration of Governor Abdulrahman Abdulrazak achieves the set objectives of revamping the health sector in the state.

He advised Malik to be a worthy ambassador of the



Pharm. Adejuwon Otelaja
chairman, Kwara State PSN

pharmacy profession by repositioning the healthcare system of the state.

In his reaction, the executive secretary commended the PSN for the goodwill visit, adding that he needs all the support he can get from his constituent.

He explained that the state government is passionate about repositioning the health sector, adding that through communal efforts, much progress will be achieved in the provision of



Dr Abdulraheem Malik
Executive Secretary,
Kwara State Hospital Board

healthcare.

Malik pledged that the Board will also ensure necessary changes that will be beneficial to the progress of hospitals and will be executed for maximum efficiency.

In her goodwill message, Hajia Aduke Kuranga, former Commissioner for Health in Kwara, expressed joy and optimism that Malik will bring his expertise on board and make a difference in the health system

of the state.

She recalled that Kwara was recently used as a case study by another state, especially in the area of the Essential Drug Programme, adding that various states came to understudy the programme.

Kuranga expressed hope that such initiatives as the Quality Control Laboratory for the analysis of drugs should be revived.

Also speaking, Dr Sa'ad Abdullahi, the acting dean of the Faculty of Pharmaceutical

Sciences of the University of Ilorin, appealed to the executive secretary for students of the university to be allowed to do their internship programme at the general hospital.

Abdullahi explained that currently, the university is offering PharmD programme, adding that from the 500 level to 600 level students of Pharmacy will be expected to undertake their clinical.

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How plastic waste recycling promises to curb cancer, infertility, others

By Temitope Obayendo

With the potential to reduce the surging rate of cancers, immunodeficiency, infertility in women and developmental health issues in children, to what extent can the partnership between Nestlé and Wecyclers go in helping to recycle Nigeria's mammoth and ubiquitous plastic waste?

TEMITOPE OBAYENDO reports the various sides to the story.

Effective plastic waste management is a genuine concern of many ecologists and toxicologists in Nigeria, especially as the nation grapples with the adverse effects of indiscriminate disposal of plastic waste on human health, wildlife and the environment. Specifically, experts have established that plastic products contain toxic chemical additives, many of which have been associated with serious health conditions, such as hormone-related cancers, infertility in women, as well as neurodevelopment disorders, such as ADHD and autism, in children.

According to the World Health Organisation (WHO), cancer is one of the world's leading causes of death, with breast cancer being the most common cancer worldwide and leading cause of cancer death among women. Interestingly, the apex health agency has also linked dioxin - a highly toxic environmental pollutant, usually found in industrial waste products like plastics - to the prevalence of cancer, immune system disruption, hormonal imbalance and other reproductive and developmental problems.

In 2021, an estimated 20 million people were diagnosed with cancer, and 10 million died. This is even as it has been predicted that the figures will continue to rise in the decades ahead, if no concerted efforts are made to tackle known causes of cancer in the society.

With Nigeria ranked as the second largest importer of plastics in Africa and accounting for 17 per cent of the total consumption of plastics on the continent, the need to develop an efficient plastic waste management system has become a matter of urgency. This apparently necessitated the recent pact between Nestlé Nigeria Plc and Wecyclers Corporation to drive an initiative that will tackle plastic pollution in the country headlong.

This strategic synergy, according to the partners, aims to promote environmental sustainability, thereby reducing the circulation of carcinogenic chemicals and other toxic substances in the country. The partnership also rewards people who take their recyclable items to any of the Wecyclers collection centres, through its "wastes to wealth" campaign.

It is indeed heart-warming that, while the nation as a whole is still struggling to establish a sustainable plastic waste management scheme, socially responsible private organisations are setting the pace in ridding the nation of waste-induced reproductive and developmental health conditions, as well as creating a friendly environment for humans and animals.

Progress reports

It is pertinent to note that Wecyclers Corporation is a social enterprise known for promoting environmental sustainability, community health and socioeconomic development, by providing convenient recycling services in densely-populated urban neighbourhoods. Thus, beyond prioritising women and children's healthcare, the ongoing



initiative also addresses the health needs of most low-income people living in slum areas without formal waste collection centres. Findings have shown that living in such a condition predisposes such people to perennial morbidity, such as malaria, cholera, and dysentery attacks, in addition to undue psychological stress. Reports have also revealed that indiscriminate disposal of plastic waste causes blockage of gutters and drainage canals, leading to floods or stagnant water pools, which are ideal conditions for mosquitoes and other disease vectors to breed.

Speaking in an interview during an experiential tour of Wecyclers' facility on 149, Bamgbose Street, Lagos Island, the Business Development Manager, Esther Fagbo Chibuenyi, shared progress recorded since the organisation signed the agreement with Nestlé. She mentioned the creation of more collection centres, which, she said, had yielded increase in the amount of recyclables collected. She also disclosed how Wecyclers' franchise system has enriched and empowered individuals who have caught the vision of transforming their waste to wealth.

Chibuenyi narrated: "Last year, we started the franchise system with Nestlé, and very recently, we recorded an outstanding result as we collected about 80 tonnes of recyclables last month. We have about eight franchises currently and two of those franchises belong to Nestlé. Our franchise system operates like your pulse system; it empowers people that are interested in recycling.

"Interested individuals can use our platform and our app to connect with us. The app rates materials differently like paper, plastic or cardboard. We weigh them differently because each of them has different point per weigh. These points are what we convert to cash and pay them at the end of every quarter."

She added: "Currently, we are collecting through the kiosk model as we have centres in Obalende, Makoko, and five other stalls at different locations in the state, where consumers can drop their waste plastics. This partnership

with Nestlé is helping us gather more items from the environment.

"In rewarding people, we convert those points into cash, so one can understand how much individuals are paid. It's very lucrative as people are earning from it, serving as a means of job creation for many unemployed persons in the community."

Beneficiaries' stories

One of the beneficiaries of the waste to wealth scheme, Mr Kola Kehinde, a petty trader, who spoke with our correspondent during the facility tour, explained how the programme has boosted his finances.

He said, "I engage in the collection of waste as a second means of income. I deliberately gather reusable plastic waste from my neighbours and along the streets, store them up in a safe place, and when they are sizable enough to give me some valuable cash, I take them to the collection centre nearest to me, where the materials are weighed and I get paid accordingly."

Another beneficiary, Mrs Tawa Aliu, a dealer in soft drinks and bottled water, also shared her experience with our correspondent. She said she got to know about the programme from a friend, and soon started exploring it to her advantage. For Aliu, it was an easy avenue to make more money, as she was already in the business of plastic items, especially the ones that pollute the environment the most.

According to her, "Since I sell in packs to my customers, what I do is that I plead with them not to trash the empty plastic bottles, and I give them a fixed date for collection in their homes. Initially, it wasn't working out, as some of them forgot and trashed the bottles. But with constant reminders overtime, they got accustomed to the environmental sustainability culture."

The LBS connection

Commenting on the partnership, Public Affairs Specialist, Nestlé Nigeria Ltd., Mrs Edidiong Peters, said the initiative is part of Nestlé's contribution

to promote environmental sustainability among Nigerians. She added that the partnership is also in collaboration with the Lagos Business School (LBS) Sustainability Centre, in tackling plastic pollution.

"As a company, we recently launched the 'Employees Plastics Collection Scheme'. We want our staff to bring their plastics and recyclables to the office. And in collaboration with Wecyclers, we ensure that the plastics are received and properly recycled and the staff get paid for their contribution", Peters stated.

In her contribution, Senior Associate, Sustainability Centre, LBS, Ms Theresa Akpoveso, said the partnership would create more awareness on plastic pollution for Nigerians. According to her, the LBS Sustainability Centre, in partnership with Nestlé, wants to raise the awareness of environmental issues and nutrition.

"We want people to be able to take actions, and we identified the media as one of the major stakeholders that will help us to achieve this," she said.

Ecological perspective on plastic waste recycling

Considering the magnitude of damage done by plastic pollution to human health and ecosystem, it is not surprising that the issue of plastic waste management has become a subject public debate. Some are of the opinion that the use of non-biodegradable plastics should be outlawed altogether, while others have called for the replacement of non-biodegradable products with biodegradable products that are environmentally-friendly.

In a chat with an ecologist, Mr Temitope Ogunweide, on the issue, he expressed sadness over the ubiquitous nature of plastic waste in Nigerian communities, stressing its huge impact on health.

Ogunweide said: "We must also consider the effects of plastic products on our health; plastic bags contain some pollutants such as PCBs (polychlorinated biphenyl), together with PAHs (polycyclic aromatic hydrocarbons) which are hormone disrupting. It can lead to cancer or some other serious health challenges in humans."

The ecologist advocates use of biodegradable plastic bags, water sachets and plastic bottles, which can be easily recycled. He also urged Nigerians to embrace the habit of disposing their recyclable items at designated centres for collection.

Need for more collection centres

While the collaboration between Nestlé and Wecyclers continues to achieve its laudable objective of creating a healthy and sustainable environment, analysts have called for the expansion of the scheme, through the creation of more collection points. This, they believe, will facilitate the proximity of collection kiosks to people, which will serve as a motivation for them to easily access collection points.

Cibuenyi affirmed this: "The major problem we are having is that we are not collecting enough as expected. We still have plans to expand as we are discussing with our partners on ways that we can expand and have more kiosks all over.

So, we need more collection centres to receive items directly from sources."

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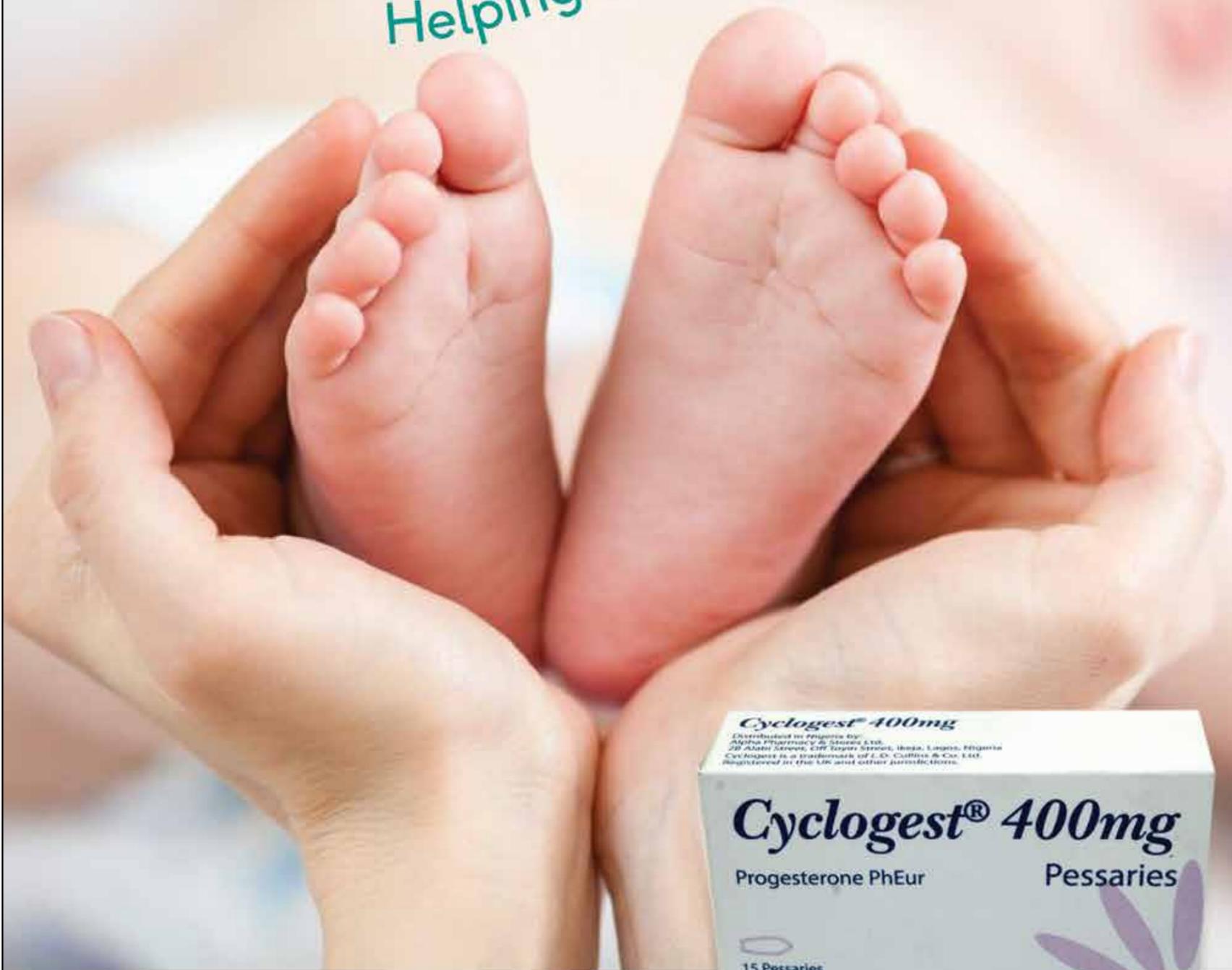
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Boost your brainpower with IRA principle

By Pharm. Sesan Kareem



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

Our ability to quickly recall information, people or names can significantly enhance the quality of our relationships, leadership and self-confidence.

Memory is the part of our mind in which information is stored and retrieved. It helps us to recall the when, who, where, what, why and how of everyday life. How would it feel if you could not easily recollect information? Or you quickly forgot things?

Pages of scientific journals are filled with evidence that memory tends to decay with age. For you to always be mentally alert as you age, you must keep stretching your mind. Constant learning is paramount. Learn a new language. Acquire new skills (I'm currently learning tech skills like business analysis, mobile app development and digital marketing). Keep growing your storage of knowledge. Our mind is a collection of information; for it to be active, we must keep learning and doing.

The IRA principle

Let me share with you the

"IRA" principle, which has aided me in remembering most information with ease. The principle stands for *Impression*, *Repetition* and *Association*.

Impression: This simply means concentration. Focus your attention on what you are learning, 100 per cent, and you have a high chance of remembering it. If you focus fully, with your eyes and ears - the brain, which is the centre of memory - will store and retrieve any information.

Concentration is the secret of power. If you can concentrate your mind on whatever you wish to remember and have a vivid impression from it, you have a very big probability of remembering it.

Repetition: Repetition is the simple secret of genius. If you truly want to retain any information, read it over and over again intermittently, and it will set in your mind.

The best form of repetition is at intervals. Your brain has the capacity of recalling any information passed to it on a repeated basis, after giving the mind some time to programme

it over and over. So, instead of spending 30 minutes to memorise a Bible or Quran verse, spend 10 minutes at three different times to study it, and you will have a better chance of remembering it.

Practise your presentation many times and you will become conversant with it. Whatever you keep doing, practising or analysing keeps getting better.

Association: Associate what you want to remember with information you've already stored in your mind and you will easily recollect it. Associate dates with important dates of your life or significant dates in history. Use mnemonics or acronyms to file information in your mind. Use pictures to give the information you want to remember about life. Use ridiculous words or sentences to join your key information together. Do all these, and you have a clear chance of recalling any information stored in your subconscious mind.

I just gave you one of the principles that have helped me to be a thought

leader and often remember information with ease. Apply it strategically.

ACTION PLAN: Consult fully when you are learning. Be 100 per cent present. Repeat learning materials at intervals, with improvement in mind. Learn how to use mnemonics to associate unknown information with a piece of known information that you are familiar with for easy recall.

AFFIRMATION: I will be intentional in improving my mental alertness. I will always apply the IRA principle. I commit to a healthy lifestyle.

Sesan Kareem is the Founder/CEO of HubCare Health, www.hubcarehealth.com, and Principal Consultant of Sesan Kareem Institute, www.sesankareem.com.ng. HubCare recently launch its mobile App, kindly download it on Google play store.

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Reference: 1. Zolpidem An Update of its Pharmacology, Therapeutic Efficacy and Tolerability in the Treatment of Insomnia Kristin J. Holm and Karen L. Goa

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Better policies, fiscal incentives will increase local production capacity - Bhojwani

Amit Bhojwani is the current Chairman/CEO of Sam Pharmaceutical Limited (Sam Pharm). At only 37 years old, he is reigniting the vision of the company founded by his father, the late Mr Shyam Bhojwani about 50 years ago, with a determination to take it to even greater heights. In this interview with **RANMILOWO OJALUMO**, the graduate of Kings College, London, recounts the company's success story, so far, as well as the vision for the years ahead. He also dissects some pertinent issues within the Nigerian pharmaceutical industry. Excerpts:



Amit Bhojwani

is the journey so far.

Briefly share with us your journey to becoming CEO

Nigeria has always been my home. Though I was born in India, I was brought to Lagos when I was two months old. After graduating from Kings College, London, I returned to Nigeria in 2007 to join the family business. I started working in one of the group's companies -Trisa Nigeria Ltd – an industrial packaging manufacturer.

I initially joined the company as new business development manager and I worked in that capacity for well over 14 years. Through dedication and hard work over the years, I eventually became the managing director of the company. However, in 2019, my father, Mr Shyam Bhojwani, passed on. His death was followed by the sudden loss of the previous managing director at Sam Pharmaceutical.

These two developments created a vacuum at the parent company that needed my urgent intervention. That was how I became the CEO of Sam Pharmaceutical Limited and that

Tell us a bit about your experience in Nigeria.

My experience in Nigeria has defined me as a person, as I genuinely believe there is something in the water here in Nigeria that makes everyone an entrepreneur. This inner desire to sell something or create a product has been a part of me since I was a child. I see this same energy all around Nigeria, as almost everyone here has a side hustle, be it selling phone cards or angel investment in start-ups.

What was your first major experience as an entrepreneur?

The first real money I made was during boarding school, when I would take cartons of noodles from Lagos, and sell them to my friends for one Pound per pack. In those days, it was over 400 per cent return on my investment.

What is your company's vision for Nigeria?

Our vision is for Nigeria to be a self-reliant producer of all its healthcare needs, from drugs to world class hospitals. We aim to continue our role in providing that independence from importation, through our continued investments in new World Health Organisation (WHO) compliant facilities.

Our focus is now on the retail sector. We will be a household name within the next five years, with, at least, three leading brands in the OTC segment.

As a CEO, running a pharmaceutical company in Nigeria, what are the challenges you have encountered?

The biggest challenge we all face in the pharma sector is that we are an ethical sector; hence we do not have the flexibility that some other industries may have in an inflationary market. We have to maintain our standards, despite rising input costs.

How do you deal with this and other challenges?

We conquered challenges by expanding our commitment to quality and by educating our customers on our decades of manufacturing high quality efficacious drugs through aggressive campaigns. We have a responsibility to uphold our 50-year legacy, and cannot afford to tarnish our reputation.

Sam Pharm is 50 years old. Can you briefly share with us the success story of the company?

The Success of Sam Pharm boils down to its people. A company is only as strong as its team. We have always encouraged growth within the organisation, and we are proud to have most of our senior management serving for over 20 years.

This dedication to the company ensures our goals are met efficiently and in a sustainable manner. We also have a mandate to ensure we provide affordable, authentic, and accessible products.

What is your assessment of the Nigerian business environment?

The current business environment in Nigeria and globally is very volatile. Abnormal inflation rates and the lack of foreign exchange have made planning and forecasting very difficult. However, we have tried to be agile and adopt some new strategies that are showing us some relief. I believe that Nigeria, given its young demography, mineral wealth, and energetic spirit, will come out on top eventually.

What has been your best memory as a CEO thus far?

My best memory so far was addressing our team on our 50th anniversary, with my four months old daughter by my side, assuring the staff of continued growth for the next 50 years and beyond.

What do you think the Nigerian government and other stakeholders in the pharma industry should be doing to move the pharmaceutical industry forward?

As we mature as a nation, it is important to recognise that the healthcare and welfare of the people in the country are critical to its growth and success. Policies that support local manufacturing, including fiscal incentives and concessions, will go a long way in increasing our industry's local production capacity. This, in turn, will give our sector the leverage it needs to be a competitive exporter to other African countries and beyond.

What is Sam Pharma's message to Nigerians?

Nigerians should invest in themselves, be it in education, personal development, or a new skill set. But, most especially, Nigerians should invest in their health.



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Using natural preservatives in herbals will boost shelf life - pharmacognosist

By Temitope Obayendo

A Professor of Pharmacognosy at the Faculty of Pharmacy, University of Lagos (UNILAG), Glory Ajayi, has advocated the use of natural preservatives in herbal remedies, saying they possess more phytochemicals to prolong the shelf life of herbal products than other substances.

She further asserted that natural preservatives are proven to improve microbial safety of herbal remedies, while also helping to prevent adverse drug reactions.

"The herbs and spices that are known to possess these activities should be used in extending the shelf life and improving the microbial safety of herbal remedies to maintain the safety and prevent adverse drug reactions", she emphasised.

Ajayi also expressed concern over the proliferation of herbal remedies being hawked in cities like Lagos, saying such products may be harmful to human health, as many of the hawkers are quacks.

The UNILAG don made the remarks, while presenting the keynote address at the recent Association of Lady Pharmacists (ALPs) Day celebration, held during the Pharmaceutical Society of Nigeria (PSN) Lagos State Scientific Week, in Bariga LCDA, Shomolu.

Speaking on the theme of the programme: "Safe Use of Local Remedies and Safe Preservation of Herbs", Ajayi, a former dean of Faculty of Pharmacy, UNILAG, appraised the potentials of herbal products in maintaining wellness in Africa, especially as it has been recognised by the World Health Organisation (WHO) as the most popular form of traditional medicine.

Ajayi, who represented Prof. Olukemi Odukoya, cited WHO's definition of traditional medicine, as the sum total of the knowledge, skills, and practices based on the theories, beliefs, and experiences indigenous to different cultures, whether explicable or not, used in the maintenance of health, as well as in the prevention, diagnosis, improvement, or treatment of physical and mental illness.

She explained that when herbal medicines are used appropriately as dietary supplements, food supplements or medicines, they are generally regarded as safe; but when these products are used out of proportion or misidentified, they pose safety concerns to both the regulators and the general populace.

According to Ajayi, "The safety of herbal medicines has become a major concern to both regulatory authority, government and the general public.

"As stated by Paracelsus, 'all substances are poisons; there is none, which is



A cross-section of Lagos lady pharmacists reciting the Lady Pharmacists anthem at the programme.

not a poison. The right dose differentiates a poison and a remedy'. This is to say that the toxicity of any substance, including medicinal plants and even food, is largely dependent on the amount or dose used. A non-toxic substance can be toxic at a high dose, and a very toxic substance can be considered safe if the dose is low. Over-dosage in the course of treatment is bound to pose safety problems.

"Adverse events may also arise from the misidentification of medicinal plants, errors in the use of herbal medicines, both by herbal medicine practitioners and consumers, as well as misuse and use over long periods, even at tolerable dose.

"Interactions between herbs (herbal medicines) and drugs (pharmaceuticals) may increase or decrease the pharmacological or toxicological effects of either component."

Earlier in her welcome address, Chairman, Lagos State ALPs, Pharm. (Dr) Afusat Adesina, expressed delight in seeing the day come to pass, recounting how previous editions of the event had benefited residents of different localities.

Such benefits, she said, include free health screening, health awareness advocacy and donation of healthcare equipment to schools and communities. She appreciated the community leaders, in persons of Baale of Bariga, Chief W.O. Agiri; Alhaja Olawunmi Osiata, CDC, Bariga; as well as others who attended the programme.

Chairman of the occasion, Pharm. (Mrs) Rosemary Nikoro, ranked the health benefits of medicinal plants to man very high, citing research findings and her personal experience in the daily usage of natural spices like turmeric, ginger, garlic and lemon. She added that the place of herbal remedies in human health is essential.

Nikoro further revealed that this has motivated her to cultivate a garden of herbal plants, including vegetables and fruits like pineapple, uguwu, scent leaf and bitter leaf. She urged other lady pharmacists to explore the rich natural heritage in Nigeria

and Africa, for their wellbeing.

Also speaking at the ALPs Day event, Chairman, Lagos PSN, Pharm. Gbolagade Iyiola, appreciated all invited guests, while explaining the profile and role of a pharmacist in the healthcare delivery system. He added that the event was in connection with World Pharmacists Day, established by the International Pharmaceutical Federation (FIP), to celebrate pharmacists and their roles

across the world.

The number one pharmacist in Lagos also enlightened the people on how to recognise the premises of a registered community pharmacist in the state, as he warned them against patronising quacks and unregistered medicine outlets.

The programme, which was graced by eminent pharmacists, traditional medicine practitioners, traditional birth attendants, and community leaders, featured different sessions like free health screening of Bariga residents, health awareness campaign, panel discussion and sensitisation on the professional roles of pharmacists.

One of the beneficiaries of the free health screening, Mrs Esther Williams, said "It is a very good gesture that they have conducted free health screening, in order for us to know our health status; and anyone that has any ailment will be sent to the nearby primary health centre for consultation and treatment."

Another beneficiary, Mrs Salisu Kola, appreciated the association for coming down to the local government area for the programme, saying, she would not have known that her blood pressure was very high, until they check and referred her to the nearby health centre.

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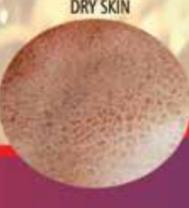
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Why pharmacists are pivotal in promoting public health – NAFTraPH President

Pharmacists remain a significant group of stakeholders who ensure that better health outcomes are attained in communities all over the world. Their collective contribution to the health sector remains indispensable underpinnings to the desirable health outcomes of any society. As custodians of drugs, they are usually the first to be contacted by patients whenever they have issues with their health. The foregoing and more were the views of Dr John Ejezie, president of the Nigeria Association of Foreign Trained Pharmacists (NAFTraPH) during an Exclusive interview with Patrick Iwelunmor at the 4th national conference of the association held at the Sheraton Hotel, Lagos. EXCERPTS:



Dr John Ejezie

With regard to public health in Nigeria, what would you say is the primary role of pharmacists?

Pharmacy itself is a major component of public health. When you talk public health, you are talking about a very broad field. Pharmacists have a big role to play in public health because what they do impact lives and wellbeing in ways that a lot of us have not imagined before.

Take, for instance, the fact that Pharmacy is not all about community practice. We have community practice, where people get quality medicines in their own environment. An average citizen visits the pharmacy daily or weekly or even monthly. Whenever members of a family are sick, the community pharmacist is usually the first port of call. Some people don't even go to hospital; they prefer to go to the pharmacy when they are sick.

Pharmacists also play a role in ensuring the quality of drugs dispensed. This role impacts public health by making sure that the safety of the drugs is guaranteed. You know, it would be wrong to dispense drugs that would harm the patient. And so, the pharmacist is very important in safeguarding the health of the public.

In terms of pharmaceutical production, the pharmacist also ensures that quality drugs are

pushed out to the consuming public through quality control measures. In terms of regulation and distribution, the pharmacist also plays vital roles in making sure that drugs are handled properly, bearing in mind the fact that medicines are very delicate substances, which have specified storage and transportation temperatures. Take, for instance, insulin, which you have to keep refrigerated always, until you start using it.

When you look at all these, you will agree with me that pharmacists play very huge roles in enhancing good outcomes in public health. When we talk about vaccination, which is the bedrock of public health, pharmacists are now playing key roles; they have been authorised to administer vaccines in Nigeria. Pharmacists are a crucial component in enhancing public health.

It was recently reported that over 5000 Nigerian pharmacists have left the country in search of greener pastures. What would you say is the reason for this development?

That's a very interesting question. I am actually a diasporan myself and I am not going to be hypocritical about it. What I can tell you, just like any citizen, is that I encourage professionals, not only in Pharmacy, to bring whatever

value they can offer down to their home countries.

When it comes to people migrating for whatever reason, it is not up to me to tell anybody where to live or where not to live. It's everybody's prerogative to choose where they want to live. I leave it to individuals to choose where they want to live but I let them know that they should not forget where they are coming from, no matter where they choose to live. They should make sure that they are extending help back home.

Is there anything NAFTraPH is doing to address the brain drain syndrome in the Nigerian health sector?

Dr Funmi Ajayi talked about

converting brain drain to brain gains. Definitely, it is like a reverse reaction where people who have travelled out to acquire better knowledge return home to invest such knowledge and better their communities. They can choose to just come visiting to better the health outcomes of their communities.

Right now, the world is a global village. Even people who have no Nigerian heritage can still come and help here. We can proffer help to humanity across the world. It doesn't matter where you are coming from. And again, it is even more of a sense of responsibility if you can bring your acquired knowledge down to your origin, to help improve the health and wellness of the people.

In what ways is NAFTraPH collaborating with other pharmacy-based groups to enhance pharmacy practice in Nigeria?

NAFTraPH is made up of foreign-trained pharmacists who also come back home to face challenges. Interestingly, in facing these challenges, you must have the will and identify with people who are interested in partnering with you. We always look for the right partnerships that can be beneficial to our aims and aspirations. We are always looking for those who are willing, be they pharmaceutical

or non-pharmaceutical.

The problems bedeviling society, even with regards to medication, is beyond what only Pharmacy can handle. For instance, in storing medicines, you need the appropriate temperatures. The person who keeps that storage cool and the one that ensures the safety of the place may not be pharmacists. Yes, you need a pharmacist to supervise such but you also need other ancillary services to balance the equation.

As long as partnership is concerned, we are willing to partner with anyone who is willing to partner with us for the common good. We do not discriminate, as long as your vision aligns with ours and as long as you have plans to better the health outcomes of your community.

This is the fourth edition of your annual national conference. What should we be expecting from NAFTraPH in the coming years?

We envisage more growth, more involvement in this community-based work that we are doing. It is a passion that is propelled by a strong vision. We also help our foreign-trained pharmacists who have come back home by helping to reintegrate them into the larger society.

Quite frankly, it is very easy to get lost after you have been away for some time. We help them to get into communities where they can get involved and bring their own values and strength to bear, so that we can work in a synergistic fashion to help, with better health outcomes, while improving the health indicators.

Any advice for the Nigerian government and other stakeholders on the way forward for the health sector in the country?

We all know what is right. I wouldn't be advising government on what to do. They know what is right. Everybody knows what to do, quite frankly, and words are cheap. I am not a governmental person and I am not going to get into telling government what to do. We all know what is right.

I know there are people who are truly interested in enhancing the health and wellness of their people. I always tell such people to do what is right. We are a diverse population and so, we shouldn't allow that diversity stand in the way of doing good for our people.

Not even government should stop you from doing good. You can do good to your community without government involvement. Just do what you need to do. Help your neighbour, help your community. Government knows what is right. They should do it.

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Planning for 2023 sales and other objectives

There are four generally accepted minimum functions of management: planning, organising, leading and controlling. These functions work together in the creation, execution and realisation of organisational goals. The four functions of management can be considered a process in which each function builds on the previous function. But planning is a key function for management actions and success.

The pharmaceutical industry is not different. In fact, this is the season of planning for sales and marketing leaders, especially if your company runs a January-to-December calendar like most. If you are such a national sales manager, you should be putting finishing touches to your 2023 sales plans.

If you have not started, you are almost late. But the good news is that you might find this piece useful in crafting a robust and practical plan for the next year. If your financial year cycle gives you more time, then you are in luck.

What is planning?

Planning is inevitable for things we are well aware will happen in the future. This is encapsulated in the saying, "By failing to plan, you are planning to fail". This means that failure to plan is also a plan!

Another feature of planning is that it happens before the execution and result, as exemplified in the saying, "It wasn't raining when Noah built the ark."

What then is the formal definition of planning? I will describe it as "deciding in advance what to do, how to do it, when to do it and who to do it." It involves anticipating the future and consciously choosing a future course of action.

According to Haimann, "Planning is the function that determines in advance what should be done". While a goal is a desired future state that an organisation attempts to realise, planning is the act of determining the organisation's goals and the means for achieving them.

A plan is a blueprint of action that specifies:

What is to be done, in numbers preferably, and SMART

resource and resource allocations actions necessary for attaining goals schedules

Note that planning is goal-oriented a continuous process forward-looking involves choice directed towards efficiency

Benefits of planning

The question is, "Why should we plan?" Here is a short-list of benefits:

Focuses attention on objectives and result

To determine new opportunities

Guides decision-making

To anticipate and avoid future problems

To develop effective courses of action (strategies and tactics)

To comprehend and provide for the uncertainties and risks with various options.

To set standards

Challenges of planning

We must however be aware of the obstacles on the way of proper planning and successful implementation

Lack of accurate information and data. Everyone who has had to plan in Nigeria will easily come against this obstacle. It is even more so in the pharma industry for lack of openness and data gathering cooperation

It costs time and money to do a plan. Both are usually in short supply for sales managers.

Resistance to change by those will run and implement it, as well as those who will be affected by it, as it often requires doing things differently

Lack of ability to plan. Leaders know that effective planning requires knowledge and skills which are not automatically possessed by those whose responsibility it is to plan.

False sense of security - from figures generated and assumptions that have to be made

Environmental constraints, especially from issues outside the control of the planners (remember COVID-19) and policy somersault by governments!

What to plan

Planning is multi-dimensional, certainly with many of the items interlinked and interconnected. It is even important to point out that the sales figures achieved and collections are consequences of the selling process and execution of activities. Sales do not just happen. So, such activities must be planned to guarantee the desired outcome.

Below are items to plan:

Sales: what products, SKUs, categories? What quantities do you want to sell? When? Specific period performance, say per quarter. Better to focus on volume than value/naira. Volume plans are more useful, realistic, accurate and easy to tract

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Types of calls (Healthcare professionals, specialists/consultants, trade, retail, administrators, primary/secondary/tertiary hospitals, public/private, etc.)

Events and meetings

Coverage. Would you need to cover new territories? If you want quantum growth, you need to plan to significantly increase your geographical, professional coverage, etc. What new market/target indication do you have in mind? What new products are you putting in the market? Would you need to reduce your product list to a manageable proportion?

Head-count: How many more (or less) reps would you need to achieve your plan/objectives? Do they need training? How many managers

would you need to effectively supervise them?

Prospecting and lead generations. To grow (which is compulsory) you need to expand your customer base and get new customers. You need to plan how, how many and where these will come from

Other business-development activities and promotions

Tunde Oyeyiran, a sales/marketing strategist, selling/sales management trainer and personal sales coach is the lead consultant, Ekini White Tulip Consulting Limited, Lagos. We deliver training, recruitment, online CME/medical marketing and field force management solutions. Feedback Channels: 080-2960-6103 (SMS/WhatsApp) /ekiniwhitetuliptraining@gmail.com or check out <https://fb.me/EkiniWhiteTulipConsulting>

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Nutritional richness of egusi

By Pharm. Ngozika Okoye MSc, MPH, FPCPharm
(Nigeria Natural Medicine Development Agency)
Email: ngozikaokoye@yahoo.com



Cucumeropsis mannii Naudin

Cucumeropsis mannii Naudin (Fam. Cucurbitaceae) is called *agushi* in Hausa, *egwusi* in Igbo and *Egusi* in Yoruba. In English, it is known as Mann's cucumberopsis, African melon and white-seed melon, while *egusi* is the common or generic name.

Constituents

Cucumeropsis mannii contains fibre, carbohydrate, in form of starch and soluble sugars; protein; essential amino acids like histidine, isoleucine, leucine, lysine, methionine, phenylalanine, threonine, tryptophan, and valine; as well as fatty acids in form of linoleic, oleic, palmitic and stearic acids. Also present are minerals like calcium, iron, zinc, potassium, phosphorus, magnesium, copper, and selenium, and vitamins E, A, C, B1, B2 and niacin.

Preparations

Egusi seeds can be pressed for oil, ground, soaked, fried, roasted, baked, fermented, and sauteed. They can be used to thicken soups, season food, or prepared as snacks and smoothies.

Pharmacological actions and medicinal uses

The rich antioxidant content of *egusi* is beneficial in preventing metabolic diseases like cancer, diabetes, and heart disease. The potassium and omega 6 fatty acids found in high amounts in *egusi* may help to prevent heart attacks, lower high blood pressure and lower levels of bad (LDL) cholesterol.

Eating a diet rich in *egusi* seeds will help to prevent osteoporosis, promote bone growth, improve muscle function, and prevent demineralisation of bone cells because of its rich content of calcium, magnesium, and phosphorus. A diet rich in *egusi* and other plant proteins will help prevent anaemia and boost healthy growth.

In some cultures, *egusi* juice serves as supplementary food for babies, when breast milk is unavailable. In Ghana, the fruit juice, mixed with other ingredients is applied to the navel of newborn babies to accelerate the healing process until the cord-relics drop off. Macerated leaves are used in Gabon for purging constipated suckling babies.

magnesium content of *egusi*.

It is proposed that the erectogenic potentials and the erectile-promoting benefit of *egusi* seeds could be a function of the phytochemical constituents. Several studies have shown that *egusi* can help in reducing blood sugar as a result of its insulinoleptic properties.

Adverse effects

Excessive intake of the white melon seed can cause diarrhoea, vomiting, other GI problems, dangerous lowering of blood sugar (if taken with insulin) liver damage and predispose to anaemia in in those with G6PD deficiency.

potentials

Economic uses and potentials
The global melon seeds market was valued at US\$ 695.3

million in 2018. It was sold for \$20 per kg in the International market, though it could be obtained for less than \$3 per kg in local markets, here in Nigeria. One paint bucket of *egusi* (machine peel) costs about N3,600-N4,500.00, while hand peel costs about N5,000-N6,000; milk cup costs about N150.00.

There is so much that individuals, communities, companies, investors and government at local and international levels can benefit from *egusi* in cultivation, distribution, sales, food, pharmaceutical and cosmetics industries.

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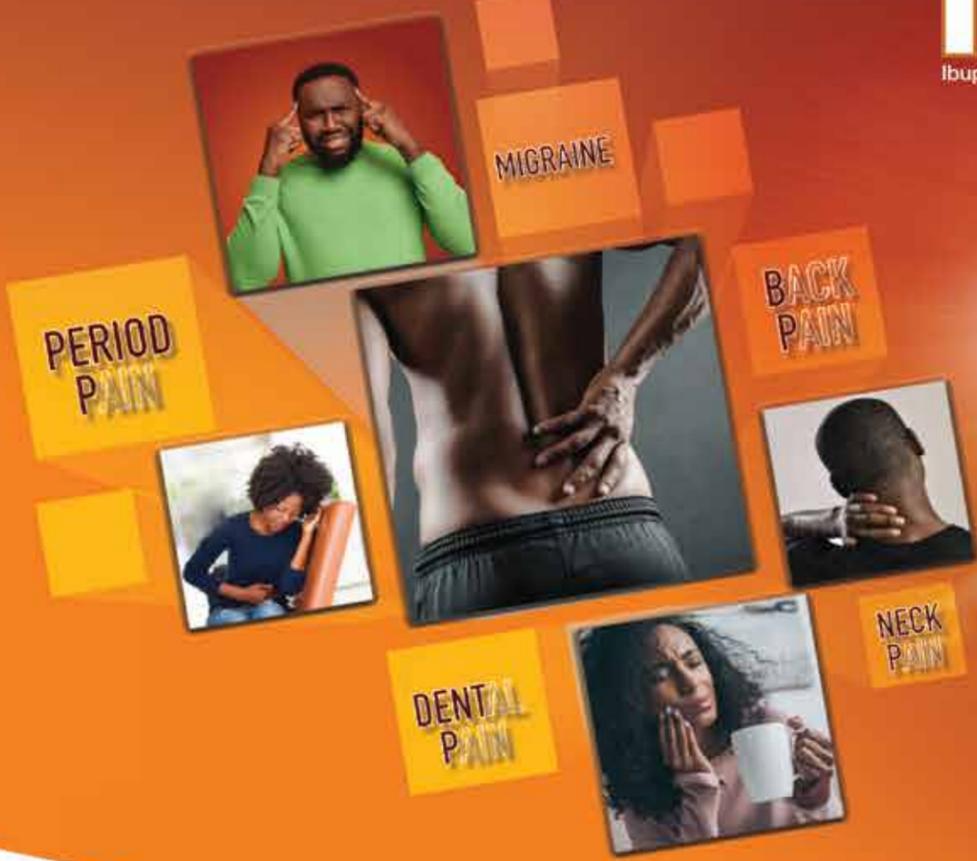
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Mental well-being: WHO's global priority, your personal responsibility

By Pharm. (Dr) Onyinye Chiekwe

“Three out of 10 Nigerians are mentally sick”. This was the headline of a national newspaper earlier this year. When I saw it, two things crossed my mind. The first was that I would have preferred a less explicit language than “mentally sick”, but it hit me yet again that mental ill-health is a disease like any other, and demands just as much care, attention, and management.

The second thing was the statistics: Three out of 10 Nigerians? That is roughly one-third of Nigerians. Do we have enough mental health practitioners for this number?

The problem: An unmet demand

According to the World Health Organization (WHO), one in every four Nigerians suffers a mental illness. Still, most instances of mental ill-health are undiagnosed. Over 20 million Nigerians currently suffer various degrees of mental disorders, without psychiatric healthcare. Less than 10 per cent of Nigerians can access the professional assistance they need.

In Nigeria, we have less than 300 psychiatrists available to cater to over 200 million people. It implies that there is one psychiatrist available for over 600,000 Nigerians. This puts pressure on the system. There is a wide gap between available healthcare services and the need for mental health services. Do we have enough mental health practitioners in Nigeria? The answer is obvious. We don't.

WHO's definition of health is “a state of complete physical, mental and social well-being, and not merely the absence of disease or infirmity.” Mental health is crucial to one's ability to operate, think, work or interact with their environment. Unfortunately, it does not receive enough attention, not just in Nigeria, but globally.

Mental health is a state of well-being, in which the individual realises their abilities, can cope with the usual stresses of life, can work productively and fruitfully, and can contribute to their community. The theme of World Mental Health Day 2022 was “**Make Mental Health and Wellbeing for all a Global Priority**”. Healthcare professionals have much to do to make mental health for all a global priority.

From increased awareness to increased patient engagement, healthcare providers - not only mental health specialists - should normalise conversations about mental health. Different platforms are available to increase awareness and engage the public about mental health.

An insider's solution

While we look to policymakers, legislators, and the necessary stakeholders to create an enabling healthcare environment that promotes the effective management of mental ill-health, as individuals, we should make a conscious effort to prioritise and protect our mental health. If you do not, no one else will. As WHO focuses on making mental health for all a global priority, you should focus on making your mental health your personal priority.

Until last year, a 2003 calendar hung on the wall of the sitting room

in the house where I grew up. As expected, it was worn and frayed around the edges and everywhere else; still, there it hung. We got rid of other calendars, but that particular one stayed. Why was it given that special attention? What was so special about that calendar?

What was special about the calendar was its front page. Or, more specifically, the content on the front page. It was on **how to maintain good mental health** and insights on **early detection of mental ill-health**. I will share these with you.

How to maintain good mental health

Have a tolerable, easy-going attitude towards yourself and others

Have a realistic estimate of your abilities

Confront life's disappointment without losing hope

Be tolerant and consider the interest of others

Accept your responsibilities and do something about your problems as they arise

Discuss your problems with your family members or health professionals

Put your best effort into what you do and get satisfaction out of doing it.

Keep away from the abuse of alcohol, tobacco, drugs, and risky lifestyles.

Early detection of mental ill-health

Do you or somebody you know sometimes or occasionally:

Get worried or lack concentration?

Suffer from lack of sleep?

Feel unnecessarily happy or unhappy?

Allow people to get on your/ their nerves?

Feel anxious/restless over little



matters?

Feel self-centred?

Feel lonely, abandoned as if life is not worth living?

Feel suspicious of others?

These help to make us more conscious and aware of our mental health. I hope you find it as useful as I have.

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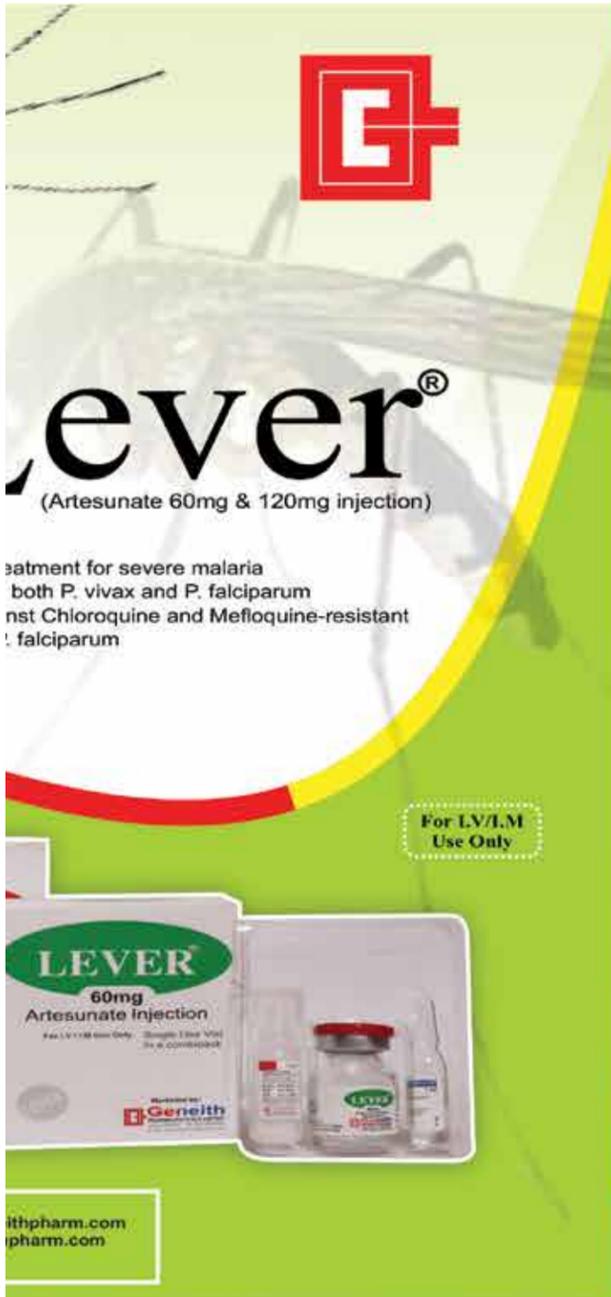
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Pharmacy future threatened by increasing shortage of qualified lecturers

By Ranmilowo Ojalumo

For faculties of pharmacy in many universities in Nigeria, this may not be the best of times and the future does not appear very bright, as dearth of qualified lecturers continues to pose a major challenge. Information obtained from reliable sources in some faculties also shows that the situation has become so worrisome that some faculty deans are scrambling for a solution. This development, according to analysts and observers, is posing a serious threat to the future of the pharmacy profession.

Those who spoke to *Pharmanews* lamented that many lecturers are retiring and resigning from the faculties without replacement. There are also cases of lecturers dying, without being replaced. It is even said that government has actually placed an embargo on employment of lecturers. Then, there are also lecturers, who are said to be serving in adjunct capacities in as many as three other universities to augment their income.

According to a document of the National Universities Commission (NUC), titled, *Benchmark Minimum Academic Standards for Undergraduate Programmes in Pharmacy in Nigerian Universities*, "academic staff for pharmacy programme must be holders of PhD, degrees provided that staff with lower qualification can be accommodated under the staff development programme. However, staff with Ph.D. should not be less than 70 per cent of total staff on ground."

The document continues: "Staff assignments and expectations should provide for a balance of teaching, service, research and administrative responsibility. Based on students' enrolment, the minimum academic staff-students ratio should be 1:15. However, there should be a minimum of six full-time equivalent of staff in each department.

"There is need to have a reasonable number of staff with higher degrees as well as sufficient professional experience. With a minimum load of 18 Units per semester for students and a minimum of six fulltime equivalent of staff in each programme, staff should have a maximum of 15 contact hours per week for lectures, tutorials, practicals and supervision of projects."

However, reliable sources confirmed that the current situation in many faculties is far from the laid down rules contained in the document. Expressing concerns over the development, Chairman of the Nigeria Association of Pharmacists in Academia (NAPA), Dr Ezekiel Olugbenga Akinkunmi, noted that the future of the pharmacy profession is under serious threat and there is need for urgent intervention.

"When you have optimum and minimum for a particular system and you discover that instead of the people in the system to be driving towards optimum, they are driving towards minimum, if care is not taken, things will go below minimum and then problem will start. This is the fear I was expressing early this year, and I am still expressing the fear now,

because things are getting worse," the NAPA chairman said.

Shortage of pharmacist personnel

Akinkunmi specifically lamented that there are not enough pharmacist lecturers in many faculties in Nigerian universities. According to him, "The Pharmacy Council of Nigeria (PCN)'s regulation has a minimum pharmacists to non-pharmacists ratio of lecturers that must be in each department and faculty as whole, but some schools are already going below the minimum and nobody seems to care. Although it is likely that PCN cares about the situation, but I don't want to speak for them. But the situation is currently terrible."

Continuing, he said: "I have found out that in some institutions, the minimum has even been compromised. I know of a department in which out of the five lecturers in the department, only one is a pharmacist; that is already below the minimum but they balance up with lecturers from other departments to pass accreditation. The case in the faculty is that certain departments may have a bit more lecturers than others; so, by the time they add all the lecturers together, they will pass accreditation in the faculty. Meanwhile, if you look at it technically, you will obviously know that the faculty did not pass accreditation.

"Yes! They may likely be strong in one department but very weak in another; whereas, all departments are important. If one area is not doing well, you can't say you are doing well because if you have problem in your hand, let's even say one of your fingers, it will affect the whole body. That is the trend in many faculties now."

Poor working conditions

The NAPA helmsman further lamented that there is an alarming brain drain in faculties of pharmacy, fuelled by an unwelcoming working environment.

In his words: "For the few lecturers that show interest, when they come in and see the condition, they are leaving. The level of inter and intra brain drain is alarming. I believe that if the welfare of pharmacist lecturers is good, they will stay. Everybody wants a good life. Even if you have the passion for a particular place, by the time you find out that the place is not conducive, the passion will fade away. That is the situation currently, and the passion of pharmacist lecturers is fading away.

"As a matter of fact, I can go on and on. Imagine a particular

department in which about three or four core lecturers left the department in a year and there is no replacement. The last time lecturers were employed in federal universities was 2018 and that was about four years ago and people have been retiring since that time till date but no replacement. There is embargo on employment now.

"It is a serious threat to the future of pharmacy profession and that is why we need to iron out many things. It is not even about the future of Pharmacy alone but also the future of the country. The pharmacists are supposed to serve the nation but the nation is losing a lot because when the professionals are not available, quackery will be the order of the day. The result of quackery is drug abuse and fake drugs among others."

Concerning the way forward, Akinkunmi said that the intervention of the PCN had been sought. "We are working with PCN," he said. "They need information from us and we have provided them with the necessary information, but the Council also has its own challenges. Government should take care of the pharmacists in the academia. The pharmacists in academia should be recognised as professionals and be well remunerated like every other professional.

"The problem of university funding is also there as a general problem; but the lecturers in the faculty of pharmacy are yet to be recognised and well paid for the important assignment they are carrying out. There is paucity of pharmacists out there; so if the few ones in academia feel they are not well paid, they can decide to go into the industry or community. Some may even decide to travel out of the country, whereas, we need more hands. The earlier, the government acts on the problem the better for the country."

Retrogressive embargo

The immediate past dean, Faculty of Pharmacy, University of Port Harcourt, who is also the chairman of the deans of faculties of pharmacy in the country, Professor Ogbonna Okorie, also corroborated the NAPA chairman's claims.

Okorie said, "Shortage of hands is very apparent in the faculties of pharmacy, especially in the newer faculties. If you go to some older schools, you may meet the right quota of personnel that are academic pharmacists, but for the new schools, staffing is an issue. Universities are not hiring. Each time we make a request for engagement of quality hands,

they keep telling us there is an embargo on employment.

"The government has placed an embargo on employment. Unfortunately, the quality ones are leaving and that is the worst part of it. I have seen a lot of my staff migrating. In Clinical Pharmacy alone, we lost more than six good hands; they will go and not come back.

"The few ones that are there are depleting and the university is not doing anything about it. In my department for instance, we lost some people to death; some retired because of age, and nothing was done to replace them. So, staffing is an issue, not just in my school but in many other universities.

"The same few lecturers in one school are the ones doing adjunct in another school and the way adjunct is being done in two or three places is not the same. What most of the adjunct lecturers are doing is to go to those places and take (money) and not to give (quality lectures). I don't want to mention names, but I know some schools where 30 to 40 percent of the lecturers are adjunct. This is really a serious issue."

Speaking further, Prof. Okorie said, "the development is a threat especially now that we are talking about repositioning the pharmacy profession, talking about expertise and technology and many other things that can help us to reposition the profession in Nigeria to what it should be.

"The major cause is that people are no longer willing to come into academia simply because of what is happening. Secondly, the federal government is not employing. Like I said earlier, in my school, we lost some people to death; some migrated or resigned, but no replacement. So embargo on employment is the major issue. Then getting appropriate people to come and teach is another."

In Bayero University, Kano (BUK), the situation is not different. The dean of the Faculty of Pharmacy of the university, Dr Malami Sani told *Pharmanews*, "With the advent of PharmD programme, there is additional curriculum to cover. We really need people to manage the curriculum. Of course, Pharmacy consists of three components, which are the teaching, the laboratory and the clinical components.

"The remuneration of lecturers is not really encouraging. Currently, there is paucity of manpower in terms of the number of lecturers and also the qualifications. It is a serious concern that really needs to be addressed. It is not just a serious concern but a threat. There is crisis in terms of lecturers to handle the courses in each department.

"The coming up of more faculties of pharmacy both in public and private universities is also adding to the problem of paucity of lecturers. It is a crisis now, but if nothing is done about it, it will have future negative effects that will put the country in serious danger." He called on the government to intervene by giving schools of pharmacy concessions

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Pharmacy regulation should be reviewed to revive drug compounding - M. O. Paul

Pharm. Michael Oyebanji Paul is one of Nigeria's foremost pharmaceutical industrialists and managing director of Mopson Pharmaceuticals Limited, based in Lagos. Fondly called, M.O. Paul by friends and associates, the Mopson boss, who marked his 74th birthday in April this year, spoke with **MOSES DIKE**, about his love for drug compounding, early childhood, education, career choice, pastimes and a host of other subjects. Excerpts:

It is our pleasure to have you in our Senior Citizen's column. Kindly tell us about yourself, especially your early years, education and the events that have helped to shape your adult personality.

I was born on 4 April, 1948. Although I am from Ijebu, my early life was spent in Ile-Ife. My parents were trading in Ile-Ife, so my family was living there then. My life was tailored to the Ife people and I speak the dialect very well. In fact, many people may not know that I am Ijebu because I grew up outside my domain.

Ile-Ife, in those days, was a bubbling town. Although the university was not there during my early childhood days, its coming, after my secondary school, ushered in a sort of new life in the town. I am a Catholic and I attended Catholic schools. I had my primary education at SS Peter and Paul Primary School in Ile-Ife, and my secondary school was at St John's Grammar School, Ile-Ife.

I started my primary school in 1953 and finished in 1959. We were the pioneer students of St. John's Grammar School in 1962. It was a new catholic school then. While in the secondary school, I discovered myself to be very good in the science subjects. So, I knew my life was gearing towards a scientific career.

In school, I was one of the best science students. But when I left the school in 1966, I realised that my science subjects were not complete because it was a new school. So I went to Federal School of Science, Lagos. From there, I picked up the sciences - Chemistry, Physics and Biology. Later, I left the school and went to teach, while waiting for my results because, at that time, the results were not released on time.

I can tell you that one of the best things I enjoyed in my life was teaching. When you teach, you learn better. I went to the University of Ife, after my A-Level in Lagos. I studied Pharmacy at Ife. While in school, I enjoyed my courses very much. For us then, we wanted to pass our exams but we were more after knowledge than the certificates. We formed the habit of reading the subjects before going to any class so that by the time the lecturer was talking, we would be able to participate in the class, ask questions and get your knowledge better.

How did you come about your choice of Pharmacy as a course of study? Did you have any role models who guided you to make the choice? If you were not a pharmacist, what else would you have loved to become?

Yes, we had retailers, but there were also some manufacturers then like Toki Pharmacy and Paul &

Paul Chemists. We knew Gbomoro Pharmacy, Alabukun etc. We knew these people. They were in the market. Also, there was a chemist in Ile-Ife that time and we used to buy drugs there. So my father would tell me, "Go and study Pharmacy, so that you can be dispensing, selling and he would assure me that I would make money from there."

However, it was never a good thing to tell me that there was money in something; I would lose interest in that thing. But if you told there was knowledge, I would be interested. So, I wasn't so much thinking about the money but my interest was to acquire the knowledge that would help me render useful service to people.

I had a family friend then, who was the principal of a school. He was the one who actually advised me to study Pharmacy because my interest then was in Biotechnology. The man called me and analysed to me that, by studying Pharmacy, I would be dealing with human beings and impacting positively on them by giving them drugs to make them better. He encouraged me to study Pharmacy and assured me that I would enjoy pharmacy practice.

Apart from him, somebody else in the neighbourhood wanted me to study Medicine but I never liked the idea because I can't stand the sight of blood and lacerated surfaces or to see skeletons. So, I settled for Pharmacy because I knew it would afford me the opportunity of talking to people and proffering solution to their health needs. So my purpose of going for Pharmacy was to be able to help people. I thank the family of Chief Omowowora for making me to study Pharmacy.

How did you start Mopson Pharmaceutical Limited, one the pioneer indigenous pharmaceutical manufacturers?

The story of Mopson started this way. I did my National Youth Service in Port Harcourt and I love compounding. My assignment was mainly compounding. Many pharmacists then didn't actually like compounding because you would be forced to wear an apron and your clothes got stained and you knew less people because you were always inside. But I loved it and I was always in the compounding room. It made me to know so many preparations that the doctors needed.

I was compounding most often and so I knew how to make many preparations by heart. I know what to take and the quantity needed to give me my desired outcome. So, from there I began to envisage that whenever I would leave, I would have to be making these preparations for doctors; so that doctors in practice would always



Pharm. Michael Oyebanji Paul

approach me and I would love a situation where I would go to the compounding room and mix preparations for them.

There are some preparations which you can only make fresh for the doctors. They are called extemporaneous preparations and I excelled in that. So when I got back to Lagos, I got a shop at Ojuelegba and I was compounding there. The name on the shop was Mopson Pharmaceutical Compounding Chemist. There, I was making Mist Mag, Mist Kaolin and before you know, I got many customers whose demands I was struggling to meet.

At my shop then, I was dispensing to patients and attending to their prescriptions. So, you can say that the idea to set up Mopson actually started at the compounding room in Ojuelegba. So I always thank the Rivers State Government, especially Mrs Green. She was the foundation of my being a compounding pharmacist.

You settled for industrial pharmacy at a very early stage when the local pharmaceutical manufacturing was quite untested. What motivated you to delve into this and did you ever feel like giving it up at some point?

Fortunately, later in my life, I got a job with Vitabiotics. I had worked with some other companies like May & Baker, where I got the selling skills. I also worked with J.L. Morrison, SK & F and others. After these experiences, my old idea was still with me. I wanted to be compounding.

What motivated me at that early stage was that Vitabiotics started production. Even though, I didn't want paid employment but because they were manufacturing, I wanted to get the experience. So, I got employed by Vitabiotics.

Also, Vitabiotics wanted an experienced pharmacist in Tagamet product and so they were attracted by my experience. So I thought, "Yes, I can still work with them and come back in the evening and do my stuff." So Vitabiotics actually exposed me.

Also, I worked with Dr. Lalvani of Therapeutics Laboratories Limited,

as a superintendent pharmacist. I wish to thank him for the exposure he gave me. So, I would say that the industrial aspect of me was carved at Vitabiotics.

What would you consider as the most memorable events of your career?

My most memorable experience was the fact that I was producing products whose spread, circulation and acceptance went beyond Lagos and Nigeria. My products went as far as Ghana. They went as far as the north and were accepted and used everywhere. In fact, they became so popular, because I was competing with Dr Lalvani and at some point I was also competing with Vitabiotics; and I enjoyed it because I travelled a lot to see my customers.

The selling skills I picked up at May & Baker and SK & F actually helped me a lot and that is what I applied in selling of my products. At a very early stage, I was already in business. I built the current structure housing Mopson Pharmaceutical Headquarters in Lagos at the age of 36.

What are your thoughts about the current state of pharmaceutical manufacturing in Nigeria and what areas do you think require urgent attention or intervention?

In our days, every shop must have a compounding room where you were doing extemporaneous preparation. It was an integral part of pharmacy practice but because of the registration that is forced on pharmacies before you can sell anything out, that aspect of pharmacy, involving extemporaneous preparation and dispensing, is really affected. So, many shops are only selling products.

I would like us to revive that rudimentary practice and categorise pharmaceutical products into three levels and register them accordingly. That is, giving separate registrations to extemporaneous preparations, and those so licenced should be able

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Pharmacy future threatened by increasing shortage of qualified lecturers

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to employ qualified lecturers to fill necessary gaps.

Coping strategies

While confirming the parlous situation in pharmacy faculties generally and in her school, in particular, Dean of the Faculty of Pharmacy, Obafemi Awolowo University (OAU), Prof. (Mrs) Margret Olubunmi Afolabi, said the faculty is deploying strategies to mitigate the problem so as to sustain the glory of the nation's pioneer Faculty of Pharmacy.

She said: "The situation is a threat, not only to the future of Pharmacy in Nigeria but also to the future of all other professions in the country because we read or hear in the media every day of many of our doctors that are also going away to developed countries, such as Canada, US, UK, among others. Those countries have the means and ways of attracting them. It is really a danger that is facing every stratus of the country and there is no way we can exclude Pharmacy from what is happening in the country. So it is a great threat but we are brainstorming on ways and manners to address it within our faculty.

"For example, part of the strategies we are adopting now is to see how we can attract some of our products that graduated from the faculty to come back and share their knowledge with the students. But then, we don't have sufficient funds to encourage and reward them when they come. So we tell them the situation on ground and honestly, some of them do assist us free of charge."

Afolabi also lamented that the embargo on employment is a challenge for her faculty.

According to her, "It is my duty as the dean of the faculty to let them know that, to teach this course, we need certain number of resource persons. We make this request to the university management periodically and it is ultimately passed across to the federal government. What we keep hearing is that there is an embargo on employment. But people are retiring and their positions are not filled; people are resigning but there is no replacement. And we keep transmitting these vacant positions to them.

"In each faculty, there are agreed established positions that must be filled. In other words, those positions have already been woven into the university management system – that, for Pharmacy, this is the number of positions for each of these subject areas in each of these departments and we follow it up closely. But by the time some of the people on ground retire, resign or relocate and we inform the management, the reply we get is that there is an embargo on employment. Incidentally, there is nothing a private individual can do because the university is owned by the federal government."

Different Strokes

However, it is not all gloom and doom, as the case of the Faculty of Pharmacy, Nnamdi Azikwe University (UNIZIK), shows. According to the Dean, Professor Festus Okoye, his faculty

is somewhat fortunate because the Vice-Chancellor of the university, Prof. Charles Esimone, who is a pharmacist, ensures that only good hands are recruited into not just the Faculty of Pharmacy but other faculties in the university.

He said, "There is a problem of quality hands in the Faculty of Pharmacy of many universities. One factor responsible for this is that if you allow the university management to recruit for the department, they may end up recruiting their own brothers and sisters that have no business or interest to be in the academics. But in the case of our university, we are lucky because the current VC was the pioneer dean of the faculty and so he brought qualified people in from the onset.

"There are some lecturers that don't have business in the academics but are there. These are

those that just go to the internet, download something and pass it to the students to go and read. They don't spend time to teach or do research; they are only waiting for their salary. It is a problem and we used to also have few people like that in our faculty. But now, we ask some of our graduates that we already know their capability to come and give back to the faculty and this has really been helping us."

PCN intervention

When contacted, the leadership of the PCN said it is aware of the problem and doing its best to address it. Registrar of the Council, Pharm. Babashe Ahmed, in a chat with *Pharmanews*, said, "We are not unmindful of the development. We have interacted with the leadership of NAPA and we know where the problem

lies. Fundamentally, one of the problems is that of remuneration. The lecturers don't have attractive remuneration that stands them out like other professionals.

"There are other problems like the problem of infrastructural deficiency. But I can assure you that we are already taking steps. We have had engagements with the people that have the responsibility to correct these problems and they have given us assurance. We are waiting and we are hoping to converge very soon to put in place strategies that will take us out of these problems. When that is achieved, we are confident that it will promote job satisfaction.

"I want to give the pharmacists in academia the assurance that the problem will be addressed. We feel their concern and pains. We are with them in this struggle and we are confident that we shall get to the end of it."

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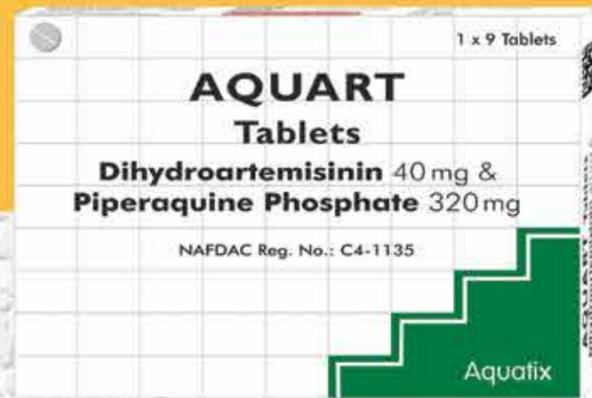


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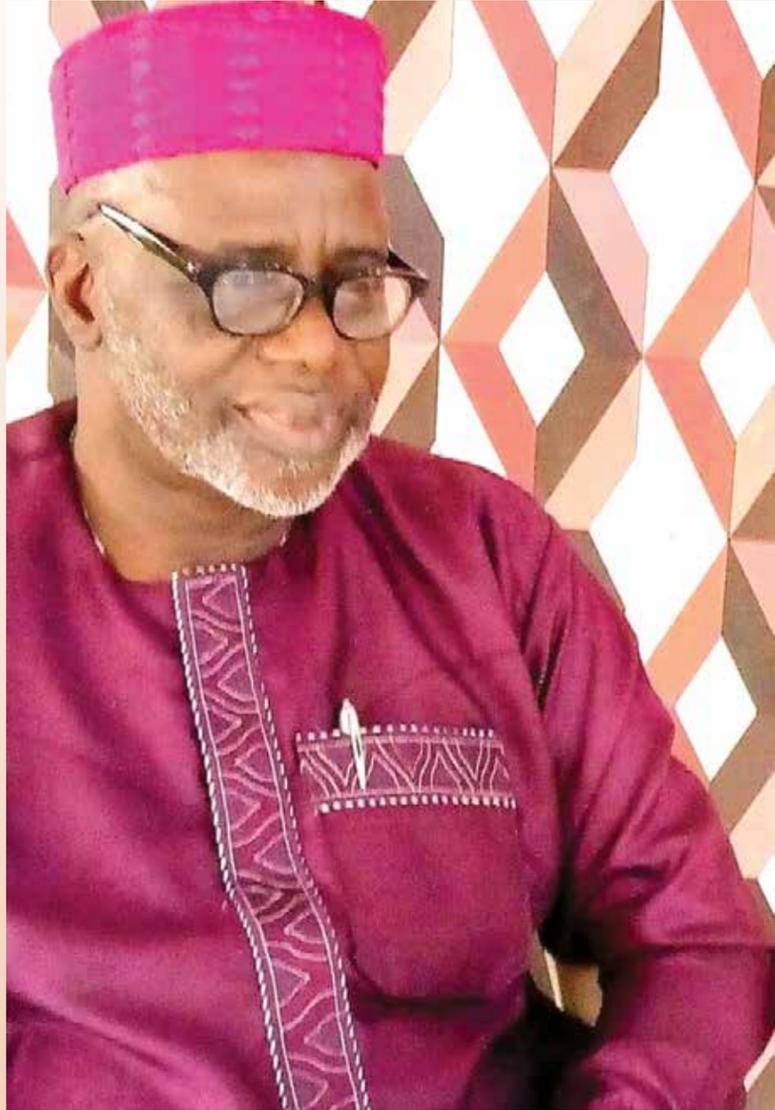
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We are standardising professional knowledge for marketing executives – SPSMN President

The Society for Pharmaceutical Sales and Marketing of Nigeria (SPSMN) was founded to enhance the capacity and professionalism of pharmaceutical sales and marketing professionals. Its activities and goals are novel and aim at identifying and actualising the concept of best practice in the pharma marketing space. In this exclusive interview with **PATRICK IWELUNMOR**, President of the society, Pharm. Tunde Oyeniran, shares his views on the strategic and important roles his group plays in the Nigerian pharmaceutical landscape and how it is shaping excellence in the practice of pharma sales and marketing in Nigeria. Excerpts:



Pharm. Tunde Oyeniran

What impact has the Society for Pharmaceutical Sales and Marketing of Nigeria made in the Nigerian pharmaceutical industry so far?

We are a nascent organisation, focused on the professional needs and well-being of our members and the sustained growth of the Nigerian pharma industry. For once, we have an organisation that has given a voice and presence to pharma sales and marketing professionals, irrespective of their background. This had never happened in this space before.

We are developing a direction of practice, identifying and actualising best practices, minimum competences and code of conduct for practitioners. Members are happy about these and the industry has been very receptive.

At a time when pharmaceutical companies are experiencing dwindling revenue, what is your organisation doing to help them boost sales?

We are striving to benchmark and establish best practices for use and adoption

by our members who are their employees. As professionals, we advise our companies on the right size of products and product-mix, therapeutic areas of strength/opportunity, the right strategies to acquire sizable market share, the right commercial policies for our distribution/channel partners to remain faithful and committed, as well as strategies to block all business leakages and engage/retain the right people, etc.

Training and retraining are strongly advised, though ignored by many. We emphasise and insist with our members on the necessity of absolute integrity and transparency in dealing with employers and customers. No single factor will assure success;

We are a nascent organisation, focused on the professional needs and well-being of our members and the sustained growth of the Nigerian pharma industry. For once, we have an organisation that has given a voice and presence to pharma sales and marketing professionals, irrespective of their background. This had never happened in this space before.

rather, it is a mix of many things to get right most of the times. We are saying to them, “work within the basic business principles.”

Do you share the notion that your Society is underutilised by the pharmaceutical industry, going by its strategic importance to the industry’s business operations?

It is rather hasty to arrive at that conclusion. No doubt, if money is the life or blood of every for-profit concern, then the company personnel responsible for bringing the money are the most important to such organisations. In fact, the sales and marketing constitute the only management function that generates money for the organisation.

However, what to be done for each company cannot be discussed or decided at the global or national level. Companies are at different stages of their growth and development, with differing resources. So, matters of strategic pathway to growth for individual firms can only be decided on case-by-case basis. But SPSMN has a role to establish best practices, improve overall ability and competence of members, code of conduct, provide a lead and direction to the industry in terms of what is right, what is working and what cannot work. We are doing that already and will start to further expand the scope in the next few months.

What efforts are you making to make your Society’s presence felt in other states of the federation, especially in places like Abuja, Enugu, Ibadan, Kaduna and Port Harcourt?

Many thanks for that question. Our super-structure is already designed to cover the nation. We have six regions, headed by a deputy president (Lagos, South West, South-South, South East, North 1 (Abuja) and North 2 (Kano). Each of the regions has zones and states as sub-units. So we are already structured to be present in every part of Nigeria. The units are taking shape and being populated as we speak.

Don’t you think it is time for your Society to unveil weekly or monthly training programmes

for sales and marketing?

You are right on this spot. One of our core objectives is standardisation of professional knowledge for pharmaceutical sales and marketing professionals: salesmen, medical/pharmaceutical representatives, brand/product managers, sales managers, business development managers, national sales/marketing managers and what have you. We also plan to establish best practices in terms of processes, contents and behaviour. Of course we will do this with the active cooperation and collaboration with significant stakeholders of the Nigeria pharma sector, including our regulators.

In this regards, we have started a monthly online programme, tagged SPSMN Monthly Roundtable Discussion, where we examine and take an in-depth look at issues affecting selling, sales management, marketing and business matters. We also have our first induction shortly.

Of course, part of the induction is a training workshop to provide prospective members with basic knowledge and skills, depending on their cadre. In the medium term, membership will be based on experience and examination.

The examinations will model along IPMN or ICAN. Maybe I should add that, in our case, fellowship by dissertation is available. So, to be a Fellow of the Society for Pharmaceutical Sales and marketing, there is a direct/shouter route. You do not need to have practice for donkey years.

With the forex and energy crises in Nigeria, most pharmaceutical companies say business has not been profitable, adding that they are keeping faith basically for patriotic reasons. From the sales and marketing point of view, what do you think this portends for business in the long-term?

The pharmaceutical industry, though having its own peculiarities, still operates within a macro-economic environment. A pharmaceutical business is primarily a business. So, if any company, including a pharmaceutical company, cannot operate and survive within the business principles, it is bound to fail.

There are no exceptions. Patriotism will not keep a business alive and surviving forever. Being able to sell at a profit will. Excellent commercial policies will. Integrity and transparency with all stakeholders can. Recruiting and keeping good employees can. Creating positive relationship with HCPs, customers and suppliers will. Having solid brands with significant market share will.

Most of these require investment, patience, well-thought out strategies and the right attitude. In the long-run, good companies from business-principles point of view with not only survive, but thrive.

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School authorities limiting PANS' impact with undue restrictions – Ughagwu

By Adebayo Oladejo

In this exclusive interview, the immediate past National President of the Pharmaceutical Association of Nigeria Students (PANS), Christian Oluchukwu Ughagwu, delves into some burning issues affecting PANS activities and pharmacy education in Nigeria. Excerpts:



Christian Oluchukwu Ughagwu

Would you say vying and serving as PANS national president was a good decision for you?

I strongly believe that it was a good decision; it gave me opportunities to perceive life from different perspectives. I must add, though, that it was not an easy task. PANS harbours over 20,000 students in Nigeria and it is not a simple task to lead an enormous number of persons, while maintaining the balance between leadership and my educational pursuit.

The position of PANS national president assisted in developing my mindset and understanding that leadership is not about you; it is about the people. This position exposed me to numerous opportunities, and I term it a significant landmark in my life. It wholly changed my viewpoint about various issues, and consequently assisted me in becoming a better person.

Amongst a plethora of things, it gave me an in-depth knowledge of the importance of leadership. It aided my overall growth and development. It was, indeed, an extraordinary and insightful decision.

Do you think PANS is living up to expectations as the nationwide umbrella body of pharmacy students?

The standard that PANS has set is completely remarkable; her activities and businesses are taken very seriously. She commands extraordinary relevance and is well respected by the professional bodies within and outside the country, such as the Pharmaceutical

Society of Nigeria, the International Pharmaceutical Students Federation and many more. During national events organised by PANS, a lot of pharmacy students put in their best. In these aspects, I acknowledge that we are doing excellently.

However, in consideration of the number of students that participate in the activities of PANS, I do not believe we are living up to expectations. This is because there is a wide range of restrictions from school authorities on the students; thus preventing them from participating in the activities of PANS.

In the aspect of students programme planning, authorities are often hesitant to give approvals. Sometimes I wonder if students in leadership positions are being considered. Ban on unionism is becoming the norm in universities. This ban precludes students from exercising their democratic rights or grooming their democratic orientation. Practising and participating in unionism are important factors that help to groom students into becoming better future leaders. Students should rather be encouraged to participate in activities, rather than being directly or indirectly discouraged.

What do you think led to your emergence as PANS national president in the last administration?

I strongly believe I was elected because the students saw the sincerity I portrayed; they saw someone with an unquantifiable

drive for the growth of PANS.

My antecedent actions toward the growth of PANS also paved way for my election. When I was PANS-IUO (Igbinedion University, Okada) PRO, I worked so hard. I revamped the office and I surmise that this also tilled the soil for me in respect of being elected as PANS national president. I suppose that the students saw the immeasurable zeal in me, the unending hard work and the earnestness I possess.

They saw a person who would transform and carry the association along. They saw a person who would augment the standard of the association way above where it was and for these reasons, I was elected.

You had some objectives set for yourself when you were elected. How many were you able to achieve?

My first objective was to transform the Pharmacoposium. Previously, the Pharmacoposium was set to be a one-day event and various students travelled from far distances to make it to the event. Some students considered attendance to the programme cumbersome because it lasted for a day, and they deeply wanted a change in the modus operandi.

To address this issue, I mapped out strategies to extend it from a one-day event to a three-day event. With God's aid and the outstanding efforts of my team, we were able to rebrand the event from "Pharmacoposium" to "Global Health Summit" and this, I must state, was a tedious task. The Global Health Summit consists of Pharmacoposium, PharmaFest, picnic and excursion, thus making it a three-day event.

Another objective I had was to relaunch the PANS national website which had been down for about five to seven years before my administration. This was the first project I finalised immediately I assumed office. The PANS national website can be found at www.pansnational.org.

Thirdly, PANS owed the International Pharmaceutical Students Federation some debt since 2018. I set a goal and made it of vital importance to repay the debt, and this was accomplished. It is noteworthy to state that this would have been nearly impossible without the help of the PSN.

In addition, I had a very significant objective of adding more value to the office of the PANS president. To me, being the national president is not all about organising conventions; it is way beyond that. It entails using the office to improve the standard of the association.

I succeeded in accomplishing this, and in fulfilment of this objective, PANS has established relationships with two former state governors and a royal house. My team and I were able to reach out to these persons to inform them about PANS and create a relationship with them. This has, of course, given the association more relevance.

With the help of my teammates, we made the created of a platform where pharmacy students can learn a skill for themselves. This is the Pharma Masterclass Innovative. We have also been able to establish

a relationship with the Edo State Ministry of Health. It was one of my objectives to collaborate with the government and I am delighted to mention that we achieved this.

Having completed your one year in office as national president, how would you describe your experience combining PANS activities with your studies?

I paid enormous attention to both my studies and PANS activities. It was an exceptionally arduous undertaking; although, there was a delicate balance. Finding this balance was challenging. Words fail to depict the profusion of time and energy I expended in making sure that I kept these aspects of my life afloat at all times. My gratitude totally goes to God; everything would have been impossible without Him.

What are those things you think the government could do to improve the standard of pharmacy education in Nigeria?

The government plays an enormous role in improving the quality of pharmacy education in Nigeria. The government can put a stop to the incessant strikes. The commencement and shutdown of educational institutions at the discretion of groups of persons give the impression that the government does not care enough about the decline of the standard of education in Nigeria.

Students deserve a smooth running of their university education. It is undeniable that strikes put students off-balance. Learning a trade is a brilliant choice but for how long should students who genuinely want to study be forced to stay out of school on different occasions? With the chronic strikes, the chances of students losing their initial interest in their course of study heighten.

Putting an end to strikes is one factor but providing these institutions with equipment and facilities is another factor. Universities must be equipped with good facilities; conducive learning is paramount. A school with poor facilities could affect students' engagements and dedication to put in maximum effort. Government should endeavour to provide amenities necessary for education in pharmacy and non-pharmacy schools

What is your advice to students willing to study Pharmacy?

Sincerely the whole process is not easy. Good things rarely come easy. As an aspiring pharmacy student, you have to be prepared to enjoy the process. Pharmacy is an amazing course that will definitely stress you, but in the end, it would be worth every sweat. Enjoy the process, the ups and downs, be focused and do the right thing at the right time.

What message do you have for the incoming PANS National President as you leave office?

The reality is that one year is not enough to do so much for PANS as an association. Time is of great essence and should be extensively utilised. Within this one year, he should do as many things as possible; though, what is more important is that he does them well.

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THE JOURNEY OF AGILE ORGANISATION

Providing inspiring leadership across generations

By Prof. 'Lere Baale, FPSN, FPCPharm, FNAPharm, FNIM

I learnt early from my mum, as well as other mentors over the years, to deliberately look for and appreciate the good in everybody. There is always something inspiring that you can learn from everyone you come across, whether you agree or disagree with their lifestyles. I have realised, for example, that those who get the best out of me are those who focus on the good they can find in me, despite my flaws.

As a student of Leadership, I began to study several inspiring leaders who have left a tremendous indelible mark on my mind or left inspiring legacies. I wanted to learn from them through observations and direct questions. My findings revealed that I had found great inspiration from both my superiors and my peers; both the old and the younger generations.

Overseeing a group of employees in different age groups can be a challenge to even the most seasoned leaders. Some leaders pay close attention to how employees operate on more personal levels. Employees of different generations who work closely together could be a source of that conflict. Many leaders struggle to deal with age gaps, while managing large groups. Since they all have to work together regularly, certain situations give rise to frustrations. For example:

"David is just so slow; I feel like I have to pull teeth to get his reports, and I can't finish mine until he turns them in!"

"Kate just assumes everyone knows our new software as well as she does, but I didn't get to use the programme at previous jobs as she did."

As leaders, it is our job to inspire employees from different generations to set aside differences in work ethics and find common ground.

How to manage generational conflict

You cannot help people's preconceived ideas about those who represent a different generation. Some of these ideas are founded (intentionally or not) in representations of generations in the media. For instance, older workers are stubborn and resist change; younger workers "slack off" or do not act professionally.

While these stereotypes might make for good comedy, in the real working world, they can hinder your workplace dynamics and drain productivity. Your challenge as a leader of cross-generation employees is getting them to work together while helping them understand what the other brings to the table. The good news is that it is entirely possible if you keep these five ideas in mind:

Promote each generation's strong points

Highlight "veteran" employees who have worked for the company or within the field for a long time. They have been around, so they know what works and what does not on practical levels. Likewise, if your younger employees have expertise in

newer skills (e.g., creativity with PowerPoint, managing social media), point it out and tell your team that those employees are the "go-to" persons, to ask for help if they need it.

Discourage "group thinking" where you can

As in the example above, it could be expected for younger workers to think older employees will be lost when using new tech (e.g., Skype for tele-meetings and managing website content), but that is not always the case. Emphasise that everyone has unique talents to bring to the table, regardless of experience and knowledge.

Adopt "mixed" mentoring

It is always tempting to match new employees with similar people—that is, according to gender and age. However, in the end, this limits the new hire's learning ability and the mentor's teaching power. People of different generations can teach each other in ways often overlooked. Better matches are those that pair people with similar learning styles or backgrounds.

It is OK to bend some "rules."

Remind older workers that what used to be unwritten communication rules might not apply anymore. For example, responding to a phone message via email is now considered acceptable. Conversely, younger workers should be reminded that people above a certain age can be less attached to portable tech than they are. It might take an older worker more than 30 seconds to respond to a text—it is not because they are trying to ignore you.

Get over the idea of "fairness."

Many older workers complain that the younger generations are coddled and have not "paid their dues." Likewise, younger employees may begrudge some senior employees' tenure, complaining that "seniority" enables underperformance on the job.

While these situations can sometimes materialise, as a leader, you can emphasise that ability and confidence on the job should not be a time competition. Emphasise that effort and merit are the values that matter, not how long anyone has been around (or not).

Fostering work camaraderie between employees of different generations can sometimes be sticky. However, focusing on the positive aspects of your team's diversity of age and experience sets the tone for both groups to work together with mutual admiration and respect.

In today's workplace, miscommunication is more

likely than ever before.
This is partly due to the proliferation of communication tools, technology, and ever-evolving ways to communicate increasingly rapidly. However, it is also due to the different values and life experiences that shape the different generations at work.
With the various generations come differing communication styles and knowledge gained throughout a lifetime of experience. Each generation has a preferred way it likes to be led, and using these select leadership styles, managers can build trust and communicate with employees in the best possible way to boost understanding, motivation and results.
When attempting to lead people representing multiple generations, it is essential to remember that each is unique and can contribute to success through different strengths and weaknesses. Examining the primary generations at work is a good place for managers to start.

Generations in today's workforce

With an increasing number of generations working alongside one another in organisations, there has been an increasing trend of miscommunication between different generations.

There are five main generations in the general workforce today: matures who refused to retire or possibly run a firm as entrepreneurs; baby boomers; Generation Xers; millennials; and Generation Z. Each has its own set of characteristics and values which make them unique.

How these generations are separated varies from study to study, but matures or traditionalists are those born before 1945; baby boomers are those born between 1945 and 1963; Generation Xers are those born between 1964 and 1984; millennials are born between 1985 and 1996; and Generation Zers are those born in and after 1997. Each generation has different likes, dislikes, attributes and attitudes surrounding work.

Of the main miscommunication issues that arise when dealing with people of different generations, one of particular importance occurs when a manager of a certain generation is communicating with employees of a different generation. This could be a boomer managing Generation Xers or a millennial managing boomers.

There are leadership style differences between the generations as well. Some prefer a more autocratic leadership style, while others prefer a hands-off



leader. While there is no right or wrong leadership style, some work better when communicating within and between the generations. Generational differences have an enormous impact on reactions.

The preferred leadership styles of each generation should be important to managers for many reasons but primarily because using the preferred style when communicating with people from different generations builds more trust. This will, in turn, increase communication among managers and employees and possibly improve employee motivation and performance. If a leadership style is not working for a particular person, they are less likely to be motivated to work hard.

Leadership styles overview

For this discussion, the five leadership styles considered are laissez-faire, autocratic, participative, transactional and transformational.

Laissez-faire leadership, the most relaxed of the styles, should be used for highly experienced and trained employees. Because it does not value direct supervision, it also fails to provide regular feedback, which can be a problem for employees who are not well-trained and require direct supervision. On the other hand, in **autocratic leadership**, the manager has total control over the employees and will often make decisions without their input. This leadership style benefits employees who require direct supervision but not those who are more creative.

Participative leaders value the team's input but realise the end decision rests on the leader. This leadership style gives employees responsibility, which can boost trust in the manager and employee morale. **Transactional leadership** involves a give-and-take relationship between the manager and the employee. This means that the manager and employee are predetermined to meet goals together, and the manager provides rewards or punishments to team members based on their accomplishments on the predetermined tasks.

Transformational leadership depends on high levels of communication and requires the involvement of management to reach goals. This means that the manager will focus on the bigger picture within an organisation and delegate smaller tasks to contribute to the company's overall goals.

(continued next edition)

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Pharmacy regulation should be reviewed to revive drug compounding - M. O. Paul

continued from page 62

to sell their preparations in their locality.

Why should a pharmacist not be able to pack methylated spirit and sell it, without going through the hurdles of registration, which many of them find exorbitant? The fact that you have to register everything has killed the core idea of drugs compounding in Pharmacy. In those days, you did Mist Kaolin, Mist Aspirin and doctors were coming to buy them. Some of the extemporaneous preparations are very effective and drugs compounding underscores real pharmacy practice. There is nothing special in selling an already packed product.

In those days, we were going around hospitals to buy Winchester bottle until I introduced the 2-litre plastic bottles. I was the first to introduce this and it has helped many upcoming ones to dispense in 2-litre bottles. This has reduced the risk of contamination.

The second thing I want them to do is to encourage local production more vigorously. Pharmacists can produce simple things like chloroquine syrup in 2 litres, cough mixtures etc., and sell them within an approved locality. The requirements for this should not be too stringent or discouraging. The third level is exportation, which will require WHO GMP Certification and it's very expensive.

In Nigeria, our local drug manufacturers are doing quite a lot, with little support from government

and I know that most of our products can succeed anywhere in the world. For example, my product, Neofylin, has never been exported to Britain but I found it there. Same in Cote d'Ivoire and Ghana and it was well accepted.

In essence, I will recommend that there should be three registration standards. One is registration of extemporaneous preparation in pharmacy shops, so that pharmacists can practise what they studied in school. That is simple pharmacy practice, with purified water. And this doesn't require RO water or DL water or magnetic water, as it is in the British Pharmacopeia (BP). It is purified water.

There is need for refresher courses. Those days, they called it "recertification courses". If they can start it again, it will be very good, so that pharmacists can get a fresher knowledge of these things. I think it was organised then by the Federal Ministry of Health. They started by classifying the registrations into various groups. We had industrial registration, retail registration, import registration etc., and they were given different certificates. It's still there till today, and they should continue with that.

I will recommend that people in practice or in the industry should regularly come for the refresher courses. If they start it today, I would like to come.

How do you relax? Tell us about some of the pastime activities and lifestyle modifications you have adopted

to stay fit and active.

I love table tennis and I play it. I have my clubs. Most of my activities are in the church. We do a lot of activities in the Catholic Church. We have different societies but I love playing table tennis. I love jogging. I love reading anything relating to pharmacy practice. I love watching nature. I love watching documentaries on animal planets or documentaries on nature. I love dancing and, going to parties, going for tourism. In fact, there is a lot to tour about in Nigeria. If you go to Mambila or Yankari games reserve Bauchi, you will not believe that you are in Nigeria. But people are afraid of going to tours in Nigeria now because of the current state of insecurity ravaging the land.

Tell us about your family. Did any of your children take after you to study Pharmacy or other health-related professions?

Well, these days, you cannot force anybody against his or her own interest. Many of the children these days love IT or technology. This is so serious that when you sit down at home these days with your family, you see the children all on their phones, Ipads and tablets and sometimes even your wife too. More of the children these days are into IT.

What advice would you give to the younger generation of pharmacists on how to make the best use of their calling as healthcare professionals to impact humanity positively?

I have seen pharmacists go

into banking, I have seen some into building and construction and some into electronics and they are very proficient. If you want pharmacists in their profession, you should give them the opportunity to explore Pharmacy.

As I was telling you, why is it that a pharmacy graduate cannot produce Mist Mag, which only requires purified water, even if only for use in his location? The era of compounding preparations must be restored and given a special licence for pharmacist to be able to do local production.

Pharmacists can pack methylated spirits; they can pack liquid paraffin and a lot of others. In doing so, the community benefits and the pharmacist enjoys some level of professional satisfaction. You don't have to be an industrialist to pack liquid paraffin. As pharmacists who know how to mix and pack these things in a condition of safety, they should be encouraged with some level of support at the level of compounding pharmaceuticals. They should be allowed and encouraged because that was how we started.

LUTH (Lagos University Teaching Hospital) was very good at this in the past. At a point, LUTH was producing most of all the things they were using in those days. Then they were making Mist Aspirin, Mist Alba and host lot of others.

Pharmacy should not be over regulated. We should not regulate Pharmacy to the point that pharmacists are unable to do their core business, which is compounding and extemporaneous dispensing.

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BOF, PCN applaud, as Vanguard Pharmacy unveils 8th branch

By Adebayo Oladejo

The Secretary, Board of Fellows of the Pharmaceutical Society of Nigeria, Ogun State, Pharm. (Alh) Bola Adeyemi, and the State Coordinator, Pharmacy Council of Nigeria (PCN), Pharm. Joseph Alli, have lauded Vanguard Pharmacy, for its recent launch of another branch in Abeokuta.

The outlet, which was the third in Ogun State and the eight nationwide for Vanguard, which was founded in 2006 by an enterprising couple, Pharm. Taofik Odukoya and Mrs Kawthar Odukoya, who presently serve as the company's chief executive director and executive director respectively.

Speaking at the opening ceremony, Pharm. Adeyemi praised the Vanguard founders for their expansion drive, which, he said, is in fulfilment of the vision of the company.

Adeyemi, who is also the former chairman of PSN in Ogun State, noted that the pharma outlet has successfully brought significant innovations to the pharmacy world by incorporating veterinary medicine, ethical medicine, general medicine, and a world-class super mart experience to the people.

"Vanguard Pharmacy is one of the few that are dazzling the industry and they have been a reference point to others across the country and beyond," he said.

Also speaking, Pharm. Alli noted that Vanguard Pharmacy had become a household name in the country, adding that he was impressed with the steadfastness and vision of the owners, as well as the huge investment made to build the multi-million-naira structure.

Alli added that the opening of the eighth branch holds the promise of a better and brighter future for the pharmaceutical profession.

He said: "It's a wonderful day for us as the PCN family in Ogun State, and pharmacy family in general nationwide because Vanguard Pharmacy has been our shining star and pacesetter for standard practice. We are very proud of the enterprise and we have come to see them as reference points for whatever a good practice should be, as well as a good example that others should emulate."

"This is how a modern pharmacy should look like. Anytime you come here, you find, at least, two pharmacists on duty, and that is how a standard pharmacy should operate. We always tell those who care to listen that it is possible to have a great practice, irrespective of your size and location, and we always use Vanguard and others as a point of reference."

Asked what he considered the mainstay of successful pharmacy businesses, the PCN coordinator explained that pharmacy business is not just a trade, but a service, adding that leading pharmacists can be likened to a mechanical engineer that properly



L-R: Pharm. Taofik Odukoya, founder/CEO, Vanguard Pharmacy; Pharm. (Alh) Bola Adeyemi, secretary, Board of Fellows (BOF), Ogun State; Mrs Kawthar Odukoya, co-founder/executive director, Vanguard Pharmacy, at the unveiling of the 8th branch of Vanguard Pharmacy at Asero, Abeokuta, Ogun State..

maintains his automobile, oil its, services it and makes it look new all the time.

He continued, "Vanguard Pharmacy is a replica of what I just described here. The business will function well when you give it the kind of care I mentioned earlier. In terms of motivating the staff, even the pharmacists are always on duty, not like in some places where their pharmacists will only come once in a while."

"Also, that commitment to engaging young pharmacists and motivating them to stay is what keeps Vanguard Pharmacy going and it's really working for them. It's increasing the confidence people have in them."

In his remarks, Vanguard founder, Pharm. Odukoya, said the company is following the transformation and scaling plan, as set by its board and management, in increasing the footprint of the indigenous brand, adding it is another great achievement in the city of Abeokuta, Ogun State.

"Despite the challenges posed by the stress to secure the approval from the state government, we are still able to deliver on this target. Indeed, all praises and adoration are due to the Almighty God."

"Without sounding immodest, I see no reason why some people are struggling to run away from the country, as some of us have resolved to stay back and grow the country. We are firm believers in the fact that it is we Nigerians that will make the Nigeria of our dreams. Ours is a story of motivation, commitment and dedication. So we appeal to the young ones out there that with hard work and prayers, the sky would be their



A cross-section of personalities at the unveiling of the 8th branch of Vanguard Pharmacy at Asero, Abeokuta, Ogun State.

limit."

Speaking in the same vein, Mrs Odukoya, a Lagos Business School alumnus, and member of the Stanford Seed Class 2020 set, expressed her joy that the Vanguard Pharmacy brand is living up to the expectation of the founders.

She expressed gratitude to God that made it possible, the entire management and staff for their contributions, key partners for their unflinching support, customers for their continuous patronage, as well as family and friends for their prayers.

The co-founder assured that Vanguard Pharmacy Limited will remain committed to its mission to "create smart health benefits for people to succeed and thrive."

In his contribution, Mr Blessing Ojo-Thomas, human resource manager, Vanguard Pharmacy, noted that the

company remains "highly positioned for delivering its objectives to customers, providing a topnotch shopping experience with its array of dedicated and committed employees."

Other dignitaries at the event included His Royal Majesty, Oba Rufai Adeleke Odumesi, the Lemo of Ode Lemo, Ogun State; Olori (Alh.) Folasade Odumesi, the wife of Kabiyesi; Dr (Mrs) Yejide Oseni, Zonal Director, PCN, South-West; Pharm. Olumide Ogungbe, vice-chairman, PSN, Ogun State; Pharm. Olufemi Fafiolu, retired director of Pharmaceutical Services, Ogun State; Pharm. (Chief) Hamidu Oluyedun, retired director, Pharmaceutical Services, Oyo State; Pharm. Dosumu Sulaimon, chairman, AHAPN, Ogun State, among many others.



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– Conducts free health screening for over 300 residents

By Adebayo Oladejo

As part of activities to commemorate this year's World Pharmacists Day, Greenlife Pharmaceuticals Limited, conducted free health screening and enlightenment campaign for residents of Ilupeju, Obanikoro, Oshodi, and other adjoining communities.

World Pharmacists Day is an annual global event, celebrated on 25 September, to create awareness about the pharmacy profession and strengthen solidarity among pharmacists.

Speaking with *Pharmanews* at the health campaign, held in front of the pharmaceutical company, in Ilupeju, Pharm. Derick Osondu, general manager, Greenlife Pharma, said: "We decided to organise the health campaign and free screening exercise to give back to our community and to promote healthy living among Nigerians."

According to him, regular health screening is essential, as it helps individuals to know their current health status and risks, adding that "if any problems are found, the healthcare provider will provide information on treatment plans and ways that you can prevent health issues in the future, as well as refer the person to a reliable hospital."

The programme featured free health consultation and counselling, fasting blood sugar test, BMI, blood pressure check, hepatitis, malaria parasite test, and free drug administration, among others.

Also speaking at the event,



Mr Wasiu Ayelodun, national sales manager of Seagreen Pharmaceuticals; Kema Ezeasor, head, Human Resources and Public Relations, and Pharm. Derick Osondu, general manager, Greenlife Pharma, at the Free Health Screening.

Greenlife's Head of Human Resources and Public Relations, Kema Ezeasor, explained that the free health screening, awareness campaign, and drug administration were organised as part of the company's contributions to

improving public healthcare.

Ezeasor added that the event was also to identify with pharmacists all over the world as they hold the annual commemoration, stressing that Greenlife as a responsible company recognises their immense

contributions to the healthcare sector.

Speaking further, Ezeasor, who was also part of the screening team, noted that regular health

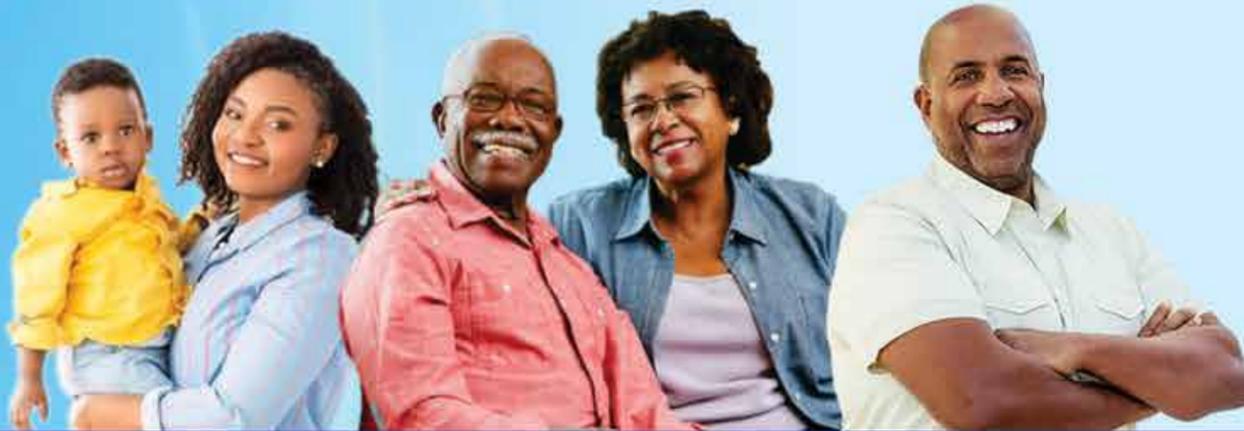
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Communique Issued At The End Of The Mid Year Meeting Of The Board Of Fellows Of The Pharmaceutical Society Of Nigeria Held 28th And 29th June 2022

The 2022 Annual Mid-Year Meeting of the Board of Fellows (BOF) of the Pharmaceutical Society of Nigeria (PSN) was held on June 28th and 29th 2022 at the NAF Conference Centre, Abuja. Highlights of the Meeting include the 4th Public Lecture held on the 28th June 2022 which was immediately followed by a Plenary/Breakout Sessions to discuss the outcome of the Public Lecture, this was followed by the Mid-Year Meeting of the Board of Fellows of the Pharmaceutical Society of Nigeria (BOF-PSN) held on 29th 2022 and was rounded up with a Closing Dinner which featured an Award Night during which some prominent Nigerians were conferred with Awards of Excellence for their consistent support to Pharmacists.

Many dignitaries graced the Public Lecture, Mid-Year Meeting and the Closing Dinner. The Public Lecture was Chaired by Prince Clem Agba, the Honourable Minister of State for Budget and National Planning ably represented by Dr. Philip Ugbodaga, the Guest Speaker, Chief Joe-Kyari Gadzama, SAN, OFR, MFR, was ably represented by Barrister Madu Joe-Kyari Gadzama, the President of Pharmaceutical Society of Nigeria (PSN), Prof. Cyril Usifoh, FPSN, the Registrar Pharmacists Council of Nigeria, Pharm. Ahmed Babashehu, FPSN, Chairman, Nigerian Institute of Pharmaceutical Research and Development (NIPRD), Pharm (Dr.) John Alfa, FPSN, other Past Presidents of PSN in attendance were; Pharm. Yaro Budah, FPSN, Pharm. Azubuike Okwor, FPSN and Pharm. Olumide Akintayo, FPSN, Pharm. (Mazi) Sam Oluabunwa, FPSN, The Chairman at the Closing Dinner was His Excellency, Dr. Muazu Babangida Aliyu, Chief Servant and former Executive Governor of Niger State, the Executive Governor of Kano State, H.E. Dr. Umar Ganduje ably represented by H.E. Pharm. Ahmed Yakasai, FPSN, mni and a Past President of PSN, His Excellency, Alhaji Ibrahim Idris, the former Executive Governor of Kogi State as Guest of Honour, former Vice-Chancellor, University of Abuja, Prof. Michael Adikwu, FPSN, HRM Oba (Pharm) Ajibola Ademola Julius, the Olusin of Ijara-Isin Amuludun, Iluyomade I (TLK), HRM Igwe (Pharm) Alexander Uzodinma Onyido, FPSN, Ezechuamagah of Ogidi Kingdom, Senator (Pharm) Sadiq Sulaiman Umar and many other important dignitaries. Other dignitaries include the Chairman, Board of Fellows, Pharm. Dr. (Chief) Joel E.B. Adagadzu, FPSN some Past Chairmen BOF-PSN, Pharm. Ebenezer Adeleke, FPSN, Pharm. Bruno Nwankwo, FPSN, Pharm. John Nwaiwu, FPSN, Pharm. Ade Popoola, FPSN and the Immediate Past Chairman, Board of Fellows, Prof. Mbang Femi-Oyewo, FPSN, MFR.

The Chairman of the **PUBLIC LECTURE** declared the session open. There were Goodwill Messages from invited Representatives of Professional Associations such as the Nigerian Society of Engineers, represented by Engr. Innocent Ogwuche Amodu, FNSE (a Board Member NSE, College of Fellows), The Nigerian Institute of Town Planners, represented by its National President, Tpl. Olutoyin A. Ayinde, FNITP and the Nigerian Association of Pharmacists and Pharmaceutical Scientists in the Americas (NAPPSA), represented by Pharm. Kunle Tometi, FPSN. The Guest Speaker gave a scintillating lecture on the Theme of the 4th Public Lecture: **“Harnessing the Potentials of Fellows of Professional Bodies in Nigeria for National development: Pharmacists’ Perspective”**. This was followed by a robust discussion of the Lecture Topic at the Plenary/ Breakout Session as well as during the Mid-Year meeting in a bid to identify how best Fellows of the PSN can be utilised by Governments for National Development and in the process enhance their visibility.

The Chairman at the Closing Dinner was His Excellency, Dr. Mu’azu Babangida Aliyu, Chief Servant and former Executive Governor of Niger State, the Executive Governor of Kano State, H.E. Dr. Umar Ganduje ably represented by H.E. Pharm. Ahmed Yakasai, FPSN, mni and a Past President of PSN, His Excellency, Alhaji Ibrahim Idris, the former Executive Governor of Kogi State as Guest of Honour, former Vice-Chancellor, University of Abuja, Prof. Michael Adikwu, FPSN HRM Oba (Pharm) Ajibola Ademola Julius, the Olusin of Ijara-Isin Amuludun, Iluyomade I (TLK), HRM Igwe (Pharm) Alexander Uzodinma Onyido, FPSN, Ezechuamagah of Ogidi Kingdom, Senator (Pharm) Sadiq Sulaiman Umar and many other important dignitaries.

Finally, the events of the Mid-Year Meeting culminated in the following observations and recommendations: -

Observations

1. Meeting observed that the BOF Public Lectures have provided veritable platforms to brainstorm on socio-economic and contemporary national issues. The selected themes over the years, 2022 lecture inclusive have been very apt and aligned with the current National Development Plan (NDP) 2021-2025 which identifies with the challenges of lopsidedness noticeable in the healthcare sector. The National Development Plan 2021-2025 has identified areas to address as; improvement in healthcare financing, equity in distribution of healthcare resources between urban and rural areas, the strain on healthcare systems, provision of quality services and personnel; halting the brain drain, weak policy implementation.
2. Meeting observed that the Board of Fellows is made up of distinguished Pharmacists who have excelled not only professionally but in other spheres of life and should be seen to advance pharmaceutical education, research, and scholarships and to promote high ethical standards. Meeting therefore charged Fellows to remain the conscience of the PSN.
3. Meeting agreed that Professional Bodies are organizations that act on behalf of a particular industry or specialty and the public interest. Such bodies should therefore aim to maintain control and standards of the sectors they oversee.
4. Meeting also observed that National development has become a trending issue that is being discussed daily in different fora because of the dire situation in Nigeria. The meeting further noted that despite the contributions and sacrifices of Professional Bodies in Nigeria to National development; governments at various levels have not fully utilized the immense potentials of members of these bodies for unknown reasons.
5. Meeting observed that there is urgent need to mentor young professionals in order to prepare them for professional excellence and integrity in a bid to sustain and enhance our age long professional excellence.
6. Meeting further observed that there is a gap between town and gown. Therefore, robust collaboration is needed between the Academia and the industry in order to be more productive, purposeful and professional.

RECOMMENDATION

- 1) Meeting enjoined the tapping of enormous opportunities of e-health to revolutionize healthcare management and delivery in the country. In addition, the huge import bills on medicine and Pharmaceuticals, together with the low contribution of the pharmaceutical sector to the GDP, calls on practitioners to increase Research and Development of medicines and pharmaceuticals using local raw materials.
- 2) In order to effectively harness the potentials of Fellows of the PSN for National Development Governments should promote the use of locally manufactured drugs, ensure proper enforcement of extant laws to sanction fake drug producers and distributors, provide financial and non-financial Incentives to the pharmaceutical sector, implement the Pharmacy Consultancy cadre at all levels of healthcare systems in Nigeria.
- 3) Meeting recommended that Fellows of PSN should be appointed as members of Boards of relevant parastatals and agencies at the State and Federal levels in order to benefit from their wealth of experience and expertise.
- 4) Meeting recommends that Fellows of PSN should be politically aware and involved to create visibility and relevance for policy and decision making.
- 5) Fellows of PSN should be prepared and available to engage in high profile advocacy to relevant government organs for the good of the profession and the public.
- 6) Fellows should drive the connect between industry and academia so that Academia would turn researches into products to address the infinitesimal research content coming from the pharmaceutical sector in Nigeria.
- 7) BOF should interface and work closely with Deans of Colleges of Pharmacy in order to build the capacity of pharmacy students on emotional intelligence, critical thinking, leadership, interpersonal and organizational skills and various other soft skills to transform these students into 21st century Pharmacists.

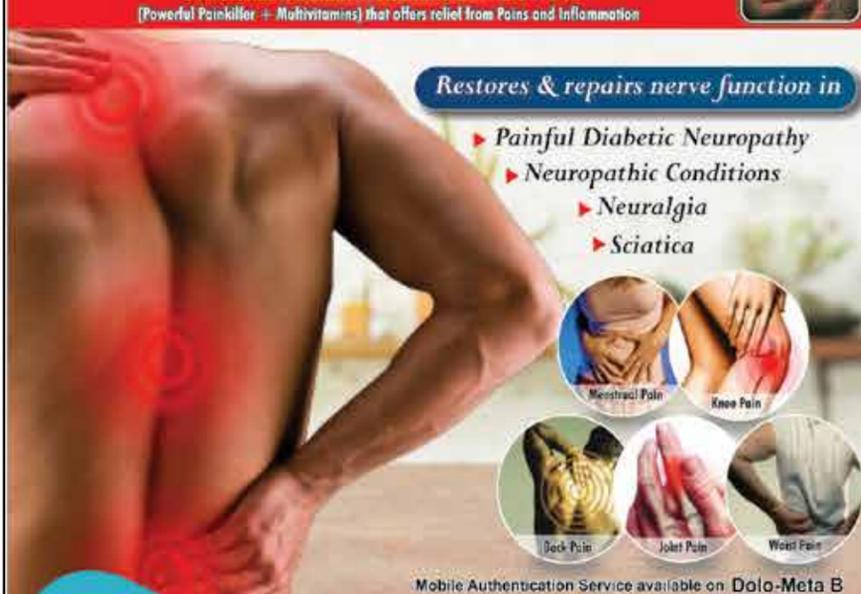
Signed:

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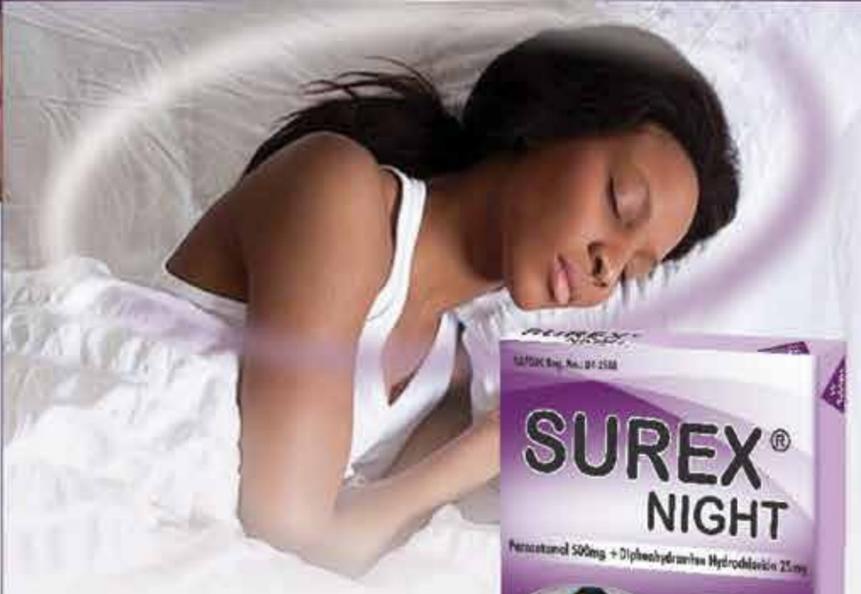
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PSN working to see pharmacists lead in nation-building - Usifoh

continued from back page

a veritable driver of national development.

Usifoh, who frowned at some alleged actions within the Federal Ministry of Health (FMOH) against the advancement of Pharmacy, especially agitations against the inclusion of pharmacists in the headship of federal health institutions, said such moves are retrogressive and counterproductive to the nation's economy.

He highlighted some areas in which active recognition and engagement of pharmacists can help improve Nigeria's economy to include ensuring a healthy populace, provision of visionary leadership, local drug manufacturing, research and development, mentorship, referrals, among others.

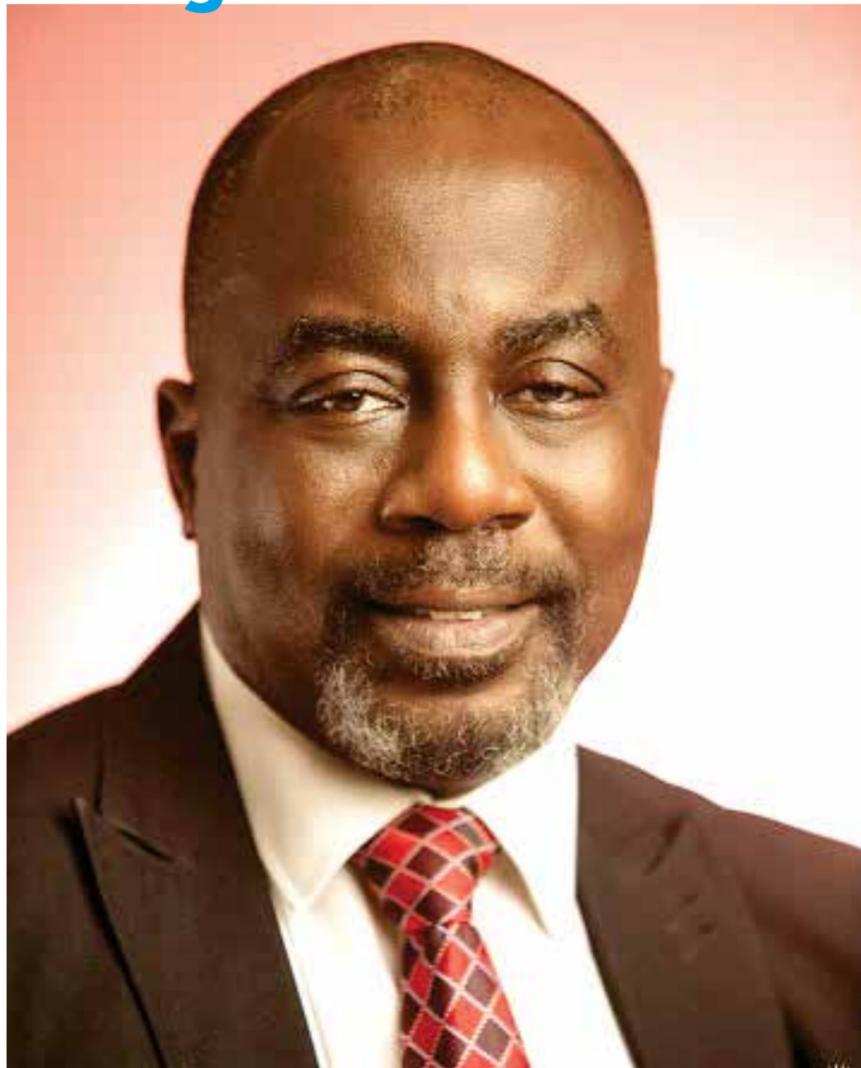
According to the PSN helmsman, "Studies show that when pharmacists are involved in patient care, medication errors are drastically reduced, patients spend less money and time in the hospital, the risk of death and disability is minimal, and a healthier workforce is guaranteed for the nation. It is on record that billions of dollars were saved for the US economy through the activities of pharmacists. Think of what a billion dollars can do for Nigeria.

"Furthermore, as at this moment, there has been neither mention nor commendation of pharmacists for the yeoman's job they did during the COVID-19 pandemic. The undocumented interventions of community pharmacists helped the populace immensely and the coverage rate was estimated at about 54.5 per cent by the PSN research unit.

"Community pharmacists, even at the risk of their own lives, intensified wellness strategies by ensuring that Nigerians had access to multivitamins, antimalarial cover, ivermectin and other medications, as many other health institutions were either shut down, had restricted access, or were just inaccessible."

Citing the example of Boris Johnson, the former UK Prime Minister, who publicly appreciated community pharmacists in the country for manning the frontlines in the battle against COVID-19 and subsequently releasing 300 million Pounds to them, he wondered why the Nigerian government has chosen to ignore the roles played by Nigerian pharmacists under grueling conditions to preserve the health of the nation during the same period.

Usifoh added that "even the ministry of health more often than not frustrates efforts made by pharmacy leaders, and



Prof. Cyril Usifoh
PSN President

indeed leaders of other health bodies to either advance their professions, their professionals or both. The biggest beneficiaries of these efforts would be the Nigerian people and the Nigerian economy. So, in other words, blocking them is akin to blocking the development of the economy."

To fully harness the potentials of Pharmacy and pharmacists in revitalising the nation's economy, the PSN leader recommended a "Pharmacoeconomic colloquium". He described this as an economic forum comprising leaders of Pharmacy in the private and public sector on the one hand, and on the other, all government ministries, departments and agencies involved in economic planning, forecasting and implementation.

"This should be geared towards developing a national master plan for a pharmacy sector revolution to generate exponential revenue by harnessing the abundant potential of the sector.

Speaking on pharmacists' capability to provide purposeful leadership for the health sector, Usifoh noted that pharmacy training is quite vast and rigorous, equipping the graduates with the competences to take on various challenges. He cited different professional occupations in which pharmacists have

performed brilliantly to include banking, telecoms, information technology, management, journalism, logistics and politics, wondering why the FMOH continues to oppose their emergence as leaders of federal health institutions.

According to him, "One wonders why the Ministry of Health is fighting against a bill from the National Assembly seeking to open up the headship of federal health institutions to other professionals and break the monopoly of leadership by medical doctors under whose watch, by the way, Nigeria's health indices have worsened progressively over the last few decades.

"A few pharmacists have given Nigeria a glimpse into the leadership potential of Nigerian pharmacists. These include Prince Julius Adelusi Adeluyi; Prof. Dora Akunyili; Fidelia Njeze; Governor Danbaba Suntai; Sadiq Umar; Hamza Sakwa; Pharm. Matthew Urhoghide, and others who have served as governors, ministers, directors general, legislators etc., from as far back as 1975. If pharmacists can handle these positions, they can also handle the headship of federal health institutions and other responsibilities."

On local drug manufacturing, Usifoh stated that with proper incentives from the government, local drug manufacturers can improve

tremendously.

"Medicine security is an issue in Nigeria, with a significant amount of medications used in Nigeria being imported. With local manufacturing, drugs will be cheaper, more available and better controlled with less capital flight, even earning forex via export," he said.

He further noted that the Federal Government has taken a good step in this direction by inviting local manufacturers to bid for the production of medications used in the country's health insurance, adding, however, that much more needs to be done.

"Of course, increase in manufacturing means more employment opportunities and a reduction in the problem of unemployment," Usifoh averred.

Concerning pharmacists' roles in research and development, the PSN president said pharmaceutical research can lead to blockbuster discoveries that can be game-changers for Nigeria. He noted that the discovery of artemisinin contributed enormously to China's economy, stating that this is because, apart from investing in R&D, the government also gave diplomatic backing to the product, resulting in a global acceptance and adoption of Artemisinin Combination Therapies ACTs as the mainstay in malaria treatment.

He added: "The National Institute for Pharmaceutical Research and Development, (NIPRD) a brainchild of the PSN has been involved in the development of original molecules and medication for a number of conditions, especially Nicosan for sickle cell anaemia. Many herbal remedies exist in Nigeria, with some herbalists possessing original, unique and efficacious formulas for treating a variety of ailments.

"Some extremely rare ancient knowledge handed down to generations of herbalists has been lost because there was no platform transforming them from the crude often undocumented forms to modern forms.

"It is important for NIPRD to work with the Traditional Medicine Council to, if possible, embark on a massive search, evaluation, analysis and documentation of unique interventions by Nigerian herbalists and healers in the hope of discovering some remedies which will improve lives and earn revenue for the country.

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Pictures taken at the event.



Participants for 5k Run



5k Run



5k Run



Dr Teresa Pounds, President, NAPPSA



Dr Nina Mezu-Nwaba and Prof. Ahmed Mora



Some participants



Some participants



Pharm. Ifeanyi Atueyi, Dr Angela Kanu & Lady Joan Atueyi



Participants



L-R: Prof. Okezie Aruoma, Pharm. (Hon.) Bamidele Obaitan and Dr Teresa Pounds.



L-R: Dr Anayo Ukeje, Dr Ukamaka Okafor, Pharm. Ifeanyi Atueyi and Pharm. Ijeoma Okey-Ewurum



L-R: Dr Sam Adekola, Dr Nina Mezu-Nwaba and Dr Tony Ikeme



Mazi Sam Ohuabunwa with lady pharmacists



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Pharm. Ifeanyi Atueyi praying at NAPPSA stand.

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Dwindling economy: Stakeholders proffer solutions for pharma industry

continued from page 88

While calling on players in the industry to leverage its opportunities, he noted that trends in the banking sector have proved that merger and acquisition can prove to be the needed survival strategy.

He said: "going by the current state of the pharmaceutical industry, it is important to consider merger, acquisition and consolidation to equip and strengthen the capacity of the industry to boost local production and supply of pharmaceutical products. This will help the industry to grow and compete globally. This must be the focus of the industry."

"The industry needs to compete globally, but it will not be possible unless the players come together to strengthen their capacity. I agree that the government needs to do more to generate foreign exchange through economic diversification, provision of a secured and safe business environment; financial support through interventions, among others. However, local manufacturers must do their part."

"There is a need to form formidable corporations in the industry by leveraging respective strengths and advantages towards a good market share because 10 per cent of 1000 is better than 100 per cent of 10. This is the way to go. When you come together, you will gain more and be able to dictate your terms for the industry; but to be in a different unit struggling for foreign exchange will not help the industry."

Ogbonna also harped on the need to prioritise research and

development by committing more funds to it.

He said, "API can be sourced locally through quality research and development, Africa can be a hub for API and Nigeria can be the hub that supplies API to other African countries. You can create that. We need to work towards it. It has to be a deliberate partnership between local and multinational companies."

"Stakeholders in the industry should set up foreign alliances and subsidiaries. This will ensure technology transfer from developed countries to Nigeria, reduce production cost and increase margin. Research and development is therefore very important."

"Also, you need to be deliberate about export. So, production should be prioritised. And as a matter of fact, this is one of the things you need to do very urgently. The Central Bank of Nigeria has been supporting exports; so the pharmaceutical industry needs to start thinking about it and this will ensure your export earnings and then cushion the effect of your importation and reduce the impact of fluctuation of foreign exchange in your business."

"While some companies are focusing on importation, those in manufacturing who are able to create their own FX potential will thrive; those that are importing will then begin to think of manufacturing, which will bring about a bigger pharma industry that can now compete globally."

He also urged players in the

industry to be well grounded in corporate governance, so as to attract investors. He challenged the leaders in the industry to put measures in place and lead the industry out of the current economic crunch.

In his words, "The biggest of my recommendations is merger and acquisition, hence I want to re-emphasise that you need to look at it critically because if you wait and say the government has not done its own part, you can't achieve the mileage the industry deserves. You need collaboration and strong ties among you. I am sure all these will be a game-changer for the industry, if you look at it because it will increase the industry capacity to compete at the global level and also increase availability of FX. The regulators and the industry need to commit to revamping the sector, increase production capacity, while also supporting the government's quest for economic recovery."

While speaking at the plenary session, moderated by the Managing Director of Neimeth International Pharmaceuticals Plc, Pharm. Matthew Azoji, the Managing Director of May & Baker PLC, Patrick Ajah, noted that the way to go for the industry to thrive in the current dwindling economy is to collaborate, adding that local contract manufacturing should be at the forefront.

He said, "Let us collaborate to manufacture locally. With the problem of forex, local manufacturing is the way to go. Rather than individually bringing two containers of imported drugs,

we can use the money to import several containers of API to produce locally and then export as well."

"If price is the reason many people are not willing to produce locally, let us discuss and reach a win-win agreement. If we can concentrate on local contract manufacturing, fewer people will go and queue in the bank for forex. Those importing finished products should shift attention from abroad to local contract manufacturing."

NAIP also used the occasion to inaugurate members of its Board of Trustees, with Prof. Lere Baale as its chairman. The association also recognised some personalities in the industry with various awards. The Chairman/Founder, Juhel Pharma Nigeria Limited, Pharm. (Dr) Ifeanyi Okoye, bagged the association's Icon of Pharmacy Award. Pharm. Igwe Alexander Uzo Onyido and the Senior Vice President for West Africa, Integrated Commercial Solution Worldwide Healthcare Limited, Mr. Santosh Kumar, bagged NAIP Outstanding Leadership Award.

Also, the Managing Director, Embassy Pharmaceuticals Limited, Pharm. Nnamdi Obi and the immediate past Chairman of NAIP, Pharm. Ignatius Anukwu, was honoured with the Distinguished Service Award. In the same vein, the Managing Director, Mirafash Nigeria Limited, Pharm. Moses Olurotimi Oluwalade and the Managing Director, Megachem Nigeria Limited, Pharm. Sam Ubachukwu bagged the NAIP Eminent Person Award.

Greenlife charges Nigerians on regular health check, healthy lifestyle

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screening and awareness can help detect health problems before they become complicated and sometimes untreatable, adding that by getting the right health services, screenings, and treatments, people are taking steps that will help them live longer and have a healthier life.

She averred that people need to consider their health first in everything they do, noting that looking healthy is not always an indication that one is free from diseases.

Aside from health screening, consultation, and free drug administration, the Greenlife team also gave health talks and educated the populace on what to do to prevent diseases and better manage their health.

While calling on people to inculcate the habit of going for a regular health check and maintaining good health at all times, Mr Wasiu Ayelodun, national sales manager, of Seagreen Pharmaceuticals (a sister company to Greenlife), expressed concerns that many patients do not give importance to keeping appointments with their health personnel, adding that many are dying in silence.

"The message we are passing across the country today is to let the public know that at Greenlife Pharmaceuticals and Seagreen Pharma, it is not all about profit-making, but also affecting the lives



A cross-section of participants at the free health screening

of the people around us.

"We are always ready to give back to society. Also, we are using the opportunity to tell the public to be conscious of their health and take diagnostic tests seriously as it's the only way to know the status of their health. We are also using this opportunity to promote our brands as their efficacy is second to none," he said.

A tricycle rider, who was one of the beneficiaries of the screening,

Mr Monday Ujah, enjoined other healthcare providers and organisations in the country to take a cue from Greenlife Pharma and reach out to assist people in enjoying better health, as a way of giving back to the society

Other beneficiaries, including an octogenarian, Mr Harry Joseph, who came a bit late and still benefited from the free health screening and Mr Rashidi Omotara, who resided in Oshodi but heard about the programme

through a phone call from a friend, appreciated the company and called for more support to enable poor Nigerians to live a meaningful life.

Another beneficiary, Mrs Toyin Adewole, thanked the organisers of the programme for giving her the opportunity to know her health status and the need for her to remain healthy, adding that her job had not been allowing her to have time for medical checkups.

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Dwindling economy: Stakeholders proffer solutions for pharma industry

continued from backpage



L-R: Chairman, BOF-PSN, Pharm., Dr J.E.B. Adagadzu; Pharm. Lolu Ojo; Mrs. Chizoma Okoli; Prince Julius Adelusi-Adeluyi; PSN President, Prof. Cyril Usifoh; National Secretary, PSN, Pharm. Gbenga Falabi; National Chairman NAIP, Pharm. Ken Onuegbu and the 1st Vice Chairman, NAIP, Pharm. Gidado Yusuf at the NAIP event recently.

the theme, "Dwindling Economy: What's Next for the Pharmaceutical Industry in Nigeria?"

Speaking at the event, former Minister of Health, Prince Julius Adelusi-Adeluyi, who was the chairman of the occasion, noted that the question of what is next for the pharmaceutical industry in Nigeria had been on the front burner for a long time, adding that the present concern is a refreshing visit to the perennial problem in the industry.

Adelusi-Adeluyi, who is the founder of Juli Pharmacy, stated that he has always had a sense of duty towards the success of Pharmacy in Nigeria, not just at the industrial level but also at the retail level, adding that he has confidence in the continued success of Pharmacy in Nigeria.

The chairman pointed out that to survive the dwindling economy, stakeholders must know that there are opportunities in the challenges confronting the nation. This, according to him, requires identifying and these opportunities, rather than worrying about the challenges.

He also called for concerted efforts in redefining strategies for local manufacturing. According to him, "We also have to redefine and reformulate appropriate measures that will enhance the industry to thrive in the face of the dwindling economy. There is more to Pharmacy than pharmacists, just as there is more to banking than bankers.

"There is also more to Law than lawyers, and there is equally more to Medicine than doctors. So, we must no longer work in silos as a professional group; we must network with the kind of Act we now have and make sure we do every necessary thing that we need to do to actualise our vision through networking.

"I also want to say to all pharmacists in Nigeria, that we must all have a positive mindset to the practice of this profession. No profession is easy. To be a

millionaire, you must think like a millionaire; to be a successful pharmacist, you begin to think like one. When you are looking for something, you will get it. If you want to sing, you can always get a song to sing. Whatever that needs to be done should be done."

On his part, the President, Pharmaceutical Society of Nigeria (PSN), Prof. Cyril Usifoh, said various industries are currently passing through a lot of difficulties, including the pharmaceutical industry. He, however added that, despite the challenges, there is no place like home.

Usifoh, therefore, called for urgent support for local drug manufacturers to ensure that quality, locally-made drugs are available for Nigeria at affordable rates. He also reiterated the need for strong networking to get the industry to the peak.

The Registrar, Pharmacists Council of Nigeria (PCN), Pharm. Babashehu Ahmed, who was represented by Dr Taiwo Fulesi, expressed optimism that with concerted effort of all stakeholders, the pharma industry will eventually overcome the hurdles of local production of active pharmaceutical ingredients (API), adding that the recently signed Pharmacy Act should be explored to promote the industrial sector of the pharma industry.

The Director General, National Agency for Food and Drug Administration and Control (NAFDAC), Prof. Mojisola Adeyeye, who was represented by Mr Samson Fatoke, admitted that the pharma industry is currently facing serious economic difficulties, urging stakeholders to collaborate towards its continued survival.

In his words, "Even in the regulatory sphere, we also acknowledge that there is an economic challenge, and as a result of this, in recent times, a lot of policies have been formulated towards the local industry.

"As regulators, we feel what

the local manufacturers are feeling; we are doing everything possible to ensure that the local industry thrives. Though the challenges are multifaceted, from the regulatory perspective, we will keep on doing what we need to do, interacting with the stakeholders. The door is also always open for all stakeholders to continually engage the agency."

Earlier on, the Chairman of NAIP, Pharm. Ken Onuegbu, explained that the lecture was to enable stakeholders discuss and fashion out realistic ways to deal with contemporary issues facing industrial pharmacy and the nation generally. He noted that, though the Nigerian economy is facing a difficult time, the challenges are not peculiar to the country, adding that there is always a solution to every challenge.

Onuegbu averred that players in the industry must reflect on how cost of operation can be reduced, while also scaling up the effectiveness of the operation team.

He also called on industry players to consciously adopt a survival strategy to survive the nation's current economic turbulence, stressing that the present challenges are temporary.

The keynote speaker at the event, Mr Roosevelt Ogbonna, managing director, Access Bank PLC, who was represented by, Mrs Chizoma Okoli, the deputy managing director, stated that there are always opportunities in adversities, which should inspire hope in the Nigerian situation. He therefore charged stakeholders in the industry to collaborate, consider merger and acquisition and as well be committed to research and development.

Ogbonna said despite the current challenges, neither the country nor the pharma industry has to be shut down. "The industry has to be resilient. Every industry is suffering now. The pharmaceutical industry is suffering but we must be resilient," he said.

He disclosed that Nigeria spent

over 43 billion on importation of antimalarial drugs in the last quarter of 2021, noting that the outbreak of COVID-19 in 2020 exposed the inadequate capacity in local drug production in Nigeria. He added that the pharma industry is now going towards repacking rather than production.

"Many people in the industry are saying why do I stress myself to produce when it is more convenient to import and repack? But such development will never help the pharma industry," Ogbonna warned.

The speaker pointed out that the unavailability of API exposes the industry to pressure of foreign exchange (forex) and importation, adding that the industry is doing relatively low in the area of research and development, with little or no infrastructure to support production.

He however added that despite the challenges, there will always be a way forward. He stressed that government and other stakeholders must identify factors that will drive the growth of the industry, while also addressing its challenges.

Ogbonna said one of the most important areas of focus for the industry to thrive is local production of drugs for exportation. This, he said, will provide foreign exchange, the insufficiency of which is currently considered to be the major bane of manufacturing companies in Nigeria.

"There is opportunity in adversity. There is opportunity in every challenge; so the pharma industry needs to find the available opportunity in the current dwindling economy so that the industry can grow. Remaining stagnant and relying solely on the support from other industries will not do the industry any good," he said.

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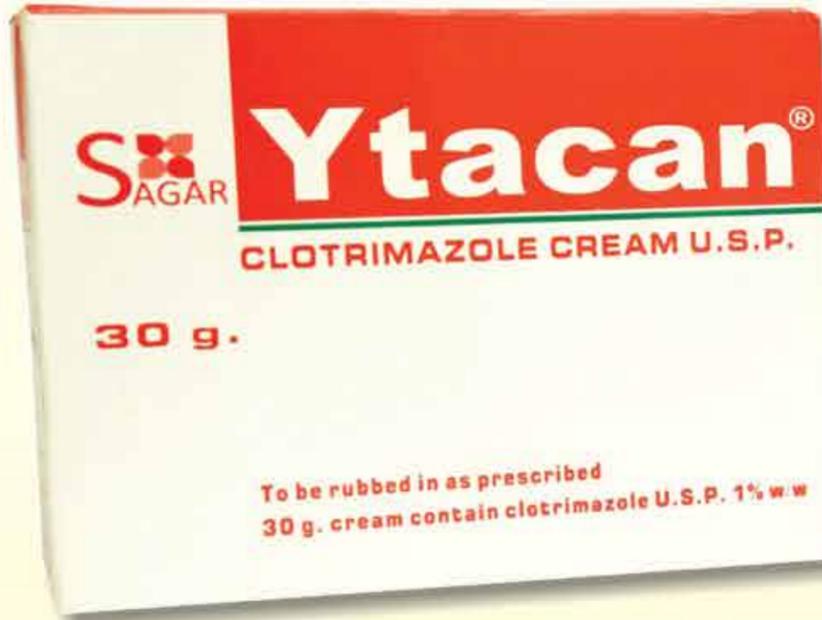
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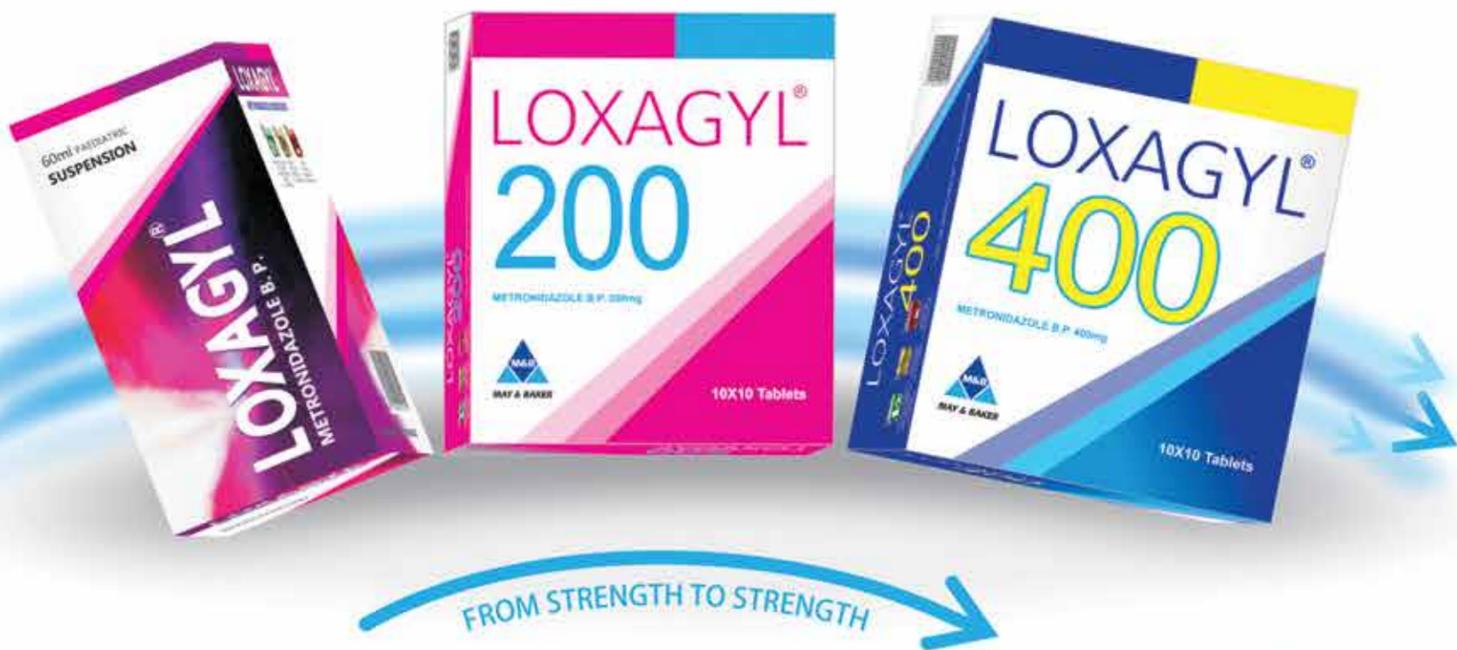
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PSN working to see pharmacists lead in nation-building - Usifoh

By Temitope Obayendo

President of the Pharmaceutical Society of Nigeria (PSN), Prof. Cyril Usifoh, has declared that, regardless of stifling politics within the health sector, his vision is to position Pharmacy and pharmacists at the forefront of nation-building.

In an exclusive interview with *Pharmanews*, Usifoh averred that the Nigerian pharmacist is equipped with abundant potentials, which can be harnessed to transform the Nigerian economy and set the country on a recovery path.

Citing the worth of the global pharmaceutical industry as 1.42 trillion dollars, with the value in some countries being more than the Nigerian annual budget, the PSN president noted that if the country's pharmaceutical sector is adequately nurtured, it will be



L-R, Mazi Sam Oluwabunwa, immediate past president, PSN; Pharm. Matthew Azoji, managing director/CEO, Neimeth International Pharmaceuticals Plc, and Dr U.N.O Uwaga, former president, PSN, in a group picture, immediately after the investiture of Pharm. Azoji, as a Fellow, of the Nigerian Institute of Management (FNIM), in Lagos.

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Dwindling economy: Stakeholders proffer solutions for pharma industry

- As NAIP launches lecture series, honours achievers

By Ranmilowo Ojalumo

As the Nigerian economy continues its wobbly run, players in the pharmaceutical industry have been urged to consider merger, acquisition and consolidation, as well as increased exportation, in order to survive the economic

challenges. The recommendations came as industry stakeholders converged for the maiden edition of the Biennial Lecture Series of the Association of Industrial Pharmacists of Nigeria (NAIP). This year's edition had

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