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February 26, 2008

Daily news for the chain pharmacy industry

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Pharmacy News

Supervalu Launches Pharmacy Management System

Supervalu deployed ARx, a pharmacy management system developed in-house, to 920 pharmacies. It will streamline the company's pharmacy workflow and operations with features including fully integrated electronic prescribing, prescription label imaging and thermal printing. "By equipping our pharmacies with the innovative technologies included in ARx, we are providing our pharmacists with greater opportunity to apply their expertise as medication experts and develop creative solutions to common health conditions," stated Chris Dimos, RPh, president, Supervalu Pharmacies. [Supervalu Press Release](#)

onePAC Packaging Keeps Meds Together

onePAC, made by Parata, prepares a person's medications by day and dosing time in a sealed, clear plastic packet that is arthritis-approved for easy opening. Each onePAC dose is custom-printed with the person's name; day and time of dose; medication names, strengths and descriptions; and other details to help them take the right medications at the right time. [Parata Press Release](#)



Retail News

Target Fourth Quarter Earnings Fall

Target's profit fell in the fiscal fourth quarter as sales slowed in the second half of the year. Earnings fell 8% to \$1.03 billion, or \$1.23 per share, from \$1.12 billion, or \$1.29 per share last year. Results were helped by new-store expansion and revenue from credit card operations. Sales in stores open at least one year edged up 0.2%. [The Associated Press/USAToday](#), [Target Press Release](#)

Supplier News

Fortune Looks At P&G Sustainability Efforts

Last year, P&G pledged to sell \$20 billion of products that have a "reduced environmental impact" and to improve its "environmental profile" by using energy and water more

Upcoming NACDS Events

[Pharmacy-Based Immunization Webinar Series](#)

Feb. 28, 2008

[Pharmacy Advocacy Webinar Series](#)

Mar. 5, 2008

[Supply Chain & Logistics Conference](#)

March 2-4, 2008

[Annual Meeting](#)

April 26-30, 2008

[Marketplace Conference](#)

June 28 - July 1, 2008

[Pharmacy & Technology Conference](#)

August 23-27, 2008

Support Our Future Pharmacists - Donate Today

Play a role in reducing the continuing shortage of pharmacists and give a helping hand to students seeking to enter community pharmacy practice by supporting the NACDS Foundation's Pharmacy Partners Scholarship Program.

For more information contact the NACDS Foundation at (703) 837-4278 or foundation@nacds.org.

efficiently and curbing waste. P&G claims it reduced energy usage, emissions, water and waste by about 30% in the last five years, and it will reduce all of them by another 10% per unit of production over the next five years. However, P&G will not ask its customers to pay more, accept any less quality or make any compromises to achieve environmental benefits. Secondly, P&G will not commit to making any absolute reductions in its greenhouse gas emissions, energy use or waste because the company needs to grow.

[Fortune](#)

P&G Previews New Skin Care Products

Procter & Gamble previewed its Spring 2008 launches for its luxury skin care line SK-II. The new products, Cate's Essentials Collection, named for actress Cate Blanchett, include Facial Treatment Essence, Facial Treatment Repair C, and Facial Treatment Masks. [P&G Press Release](#)

Beiersdorf To Ramp Up Presence In U.S.

As part of its ambitions to grow its brand footprint on a global basis, Germany-based Beiersdorf wants to up its investment for marketing and advertising in the U.S. The company will promote two of its leading global personal care brands, Nivea and Eucerin, in a bid to grow its share of a market that is still dominated by its European sales. [Cosmetics Design](#)

Efficacy Of Anti-Aging Treatments Challenged

Scientists are challenging the value of the many anti-aging products on the market, claiming their marketing is based on the questionable claim that skin aging is a disease for which cures must be found. Comments in this month's *Experimental Dermatology* concentrate on the treatments and prevention of UV-induced skin aging. [Cosmetics Design](#)

DePetris Named GMDC Director Of Wellness

Christopher M. DePetris will join the the Global Market Development Center (GMDC) as the director of wellness programs. Mr. DePetris' responsibilities will include continuing to advance GMDC's leadership position in wellness in the general merchandise and health beauty wellness supplier, wholesale, and retailing industries. [Supermarket News](#)

In Washington

FDA Warnings Getting Lost On Consumers

The number of alerts issued recently by FDA are causing consumers to tune out drug safety warnings. "We're almost getting safety fatigue," stated Les Funtleyder, a pharmaceutical industry analyst for Miller Tabak. [CNN](#)

Theravance Antibiotic Review Cancelled By FDA

FDA cancelled an advisory panel review of an experimental Theravance Inc. antibiotic to allow time for the agency to resolve "several outstanding issues." The agency stated it would continue evaluating the drug and would schedule an advisory panel meeting in the future "as needed." [Reuters](#)

Genentech Loses Patent Protection For Key Biotech Process

The U.S. Patent and Trademark Office rejected the validity of a Genentech patent covering a manufacturing process that companies such as Abbott and Johnson & Johnson use to produce some important biologic drugs, including Humira and Remicade. The patent, scheduled to expire in 2018, was challenged by MedImmune, now owned by AstraZeneca. [Reuters](#)

Court Rejects Retailers' Antitrust Claim Against AstraZeneca

A lawsuit claiming that AstraZeneca violated antitrust law in promoting Nexium months before its patent on Prilosec was set to expire was rejected in federal court. Walgreens,

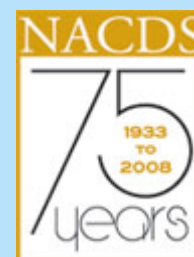


The Industry Profile: Your single-best resource

In order to do business in an industry with more than \$750 billion in sales and more than 39,000 retail outlets filling 3.4 billion prescriptions, it's imperative for you to understand what makes it tick.

The *2007 Chain Pharmacy Industry Profile* is the single-best resource for understanding the strengths, challenges and opportunities that face the chain pharmacy industry today. Impress your potential clients, business partners and colleagues with your in-depth knowledge of this challenging industry.

If knowing the industry you deal with can help you reach your professional goals, you can't afford to miss the opportunity to own the [2007 Chain Pharmacy Industry Profile](#).



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Rite Aid, Meijer and two regional wholesalers brought the suit. [Reuters](#)

Public Health Groups: FDA Should Regulate Tobacco

The tobacco industry is finding novel ways to entice new users, especially children, and discourage quitting, according to a new report issued by The American Cancer Society Cancer Action Network, American Heart Association, American Lung Association, and Campaign for Tobacco-Free Kids. Among the products tobacco companies have launched are flavored cigarettes, smokeless products, and filter technology that allows deep penetration of nicotine into the lungs of smokers. The groups urge the passage of legislation now under consideration in Congress that would give FDA authority to restrict tobacco advertising and require more health warnings on tobacco products. [Drug Topics](#)

Efficacy Of Antidepressant Drugs Questioned By Study

A class of widely prescribed antidepressant medications appears to help only severely depressed patients and works no better than placebos in many patients, according to an analysis of 18 pre-approval trials released by FDA. The drug class, known as SSRIs, includes Prozac, Effexor and Paxil. [Reuters](#)

Court Rules Against Wyeth In Breast Cancer Case

A federal jury ruled in favor of a woman who accused Wyeth Pharmaceuticals of negligence when she got breast cancer after taking the company's hormone replacement therapy. Jurors stated Wyeth inadequately warned the woman that its drugs Premarin and Prempro carried an increased risk of breast cancer. The lawsuit also named Upjohn Co., the maker of Provera, and recommended that the plaintiff receive \$2.75 million. [The Associated Press](#)

FDA Approves Light-Based Anti-Wrinkle Product For OTC Status

Gentle Waves LED Photomodulation, made by Light BioScience, was approved by FDA for sale without a prescription. The technology directs amber LEDs on fine lines and wrinkles to stimulate collagen production. [Light BioScience Press Release](#)

In The States

Tennessee, AT&T Partnering Over Electronic Med Info

AT&T Inc. is partnering with Tennessee to provide the country's first statewide system to electronically exchange patient medical information. The system is designed to securely transmit detailed patient information between medical professionals. It will allow doctors to access medical histories, prescribe medicines over the Internet and transfer images like X-rays, MRIs and CT scans. It will also link to the state Department of Health for access to the immunization and disease registry, death certificate processing and medical license renewals. Tennessee's program is seen as a model for other states and may be a springboard for interstate information sharing networks in the future, stated Diane Turcan, director of healthcare marketing for AT&T. [The Associated Press](#)

FDA To City: Importing Canadian Drugs Violates Law

FDA warned the city of Duluth, MN that a program to import prescription drugs from Canada to save money for city workers is unsafe and most likely violates federal law. In a letter to Duluth Mayor Don Ness, FDA warned that any packages sent to employees would likely be detained by U.S. Custom and Border Protection. [The Associated Press/The Minneapolis Star Tribune](#) (Free Registration Required)

Aurora Pharmacy Honored With Good Government Award

The Pharmacy Society of Wisconsin awarded Aurora Pharmacy with the 2008 Good Government Award. The Good Government Award is presented to a member of the Pharmacy Society of Wisconsin who has demonstrated a strong commitment to the advancement of the practice of pharmacy in the legislative arena. [Drug Store News](#) (Free

Registration Required)

U.S Pharmaceutical Industry

Pfizer Pulls Plug On Jarvik Lipitor Advertising

Pfizer withdrew its much-criticized consumer advertising campaign that featured Dr. Robert Jarvik, developer of the Jarvik artificial heart, endorsing Lipitor. "The way in which we presented Dr. Jarvik in these ads has, unfortunately, led to misimpressions and distractions from our primary goal of encouraging patient and physician dialogue on the leading cause of death in the world - cardiovascular disease. We regret this," stated Ian Read, president of worldwide pharmaceutical operations. [Pfizer Press Release](#)

Pharmaceutical Companies Looking To Meet Demands

Companies are searching for new treatments for schizophrenia, depression, Alzheimer's disease and other unseen demons of the brain that torment tens of millions of people worldwide. Driving the industry's interest is the huge market for drugs for brain and psychiatric diseases. Worldwide sales total almost \$50 billion annually, even though existing medicines have moderate efficacy and side effects that range from reduced libido to diabetes. [The New York Times on the Web](#) (Free Registration Required)

Vaccines Seen As Possible Cure For Addictions

Vaccines and other new drugs may change the way people with addictions are treated, according to *Newsweek*. [Newsweek](#)

Gene Discovery May Lead To New Baldness Drugs

Researchers identified a gene linked to hair loss that could lead to new drugs to treat baldness. The gene is responsible for a rare hereditary form of hair loss known as Hypotrichosis simplex, a condition affecting 1 in 200,000 people, in which people begin going bald in childhood, researchers reported in the journal *Nature Genetics*. Currently, Merck and Co.'s Propecia and Pfizer Inc's Rogaine are drugs sold to stop baldness, but they help people maintain their hair rather than grow new follicles. [Reuters](#)

Human Genome Reports Outlook

Biotechnology company Human Genome Sciences Inc. reaffirmed its 2008 revenue outlook, citing an expectation for higher sales of its anthrax treatment ABthrax. The company expects revenue of about \$160 million or higher in 2008, up from \$41.9 million in 2007. [The Associated Press](#), [HGS Press Release](#)

Mylan Names Leeds Senior VP

Mylan appointed Eric M. Leeds as senior vice president and head of global investor relations. [Mylan Press Release](#)

Managed Care

UnitedHealth Acquires Sierra Health Of Nevada

UnitedHealth Group Inc., the largest U.S. health insurer, completed its acquisition of Sierra Health Services Inc. after agreeing to divest itself of its Medicare Advantage HMO plans in the Las Vegas area, which represents about 25,000 members. UnitedHealth reached an agreement to move these members to Humana Inc., subject to customary closing conditions. Humana paid \$185 million cash under this deal. [UnitedHealth Press Release](#)

Healthcare

\$4 Trillion For Healthcare in 2017

By 2017, consumers and taxpayers will spend more than \$4 trillion on healthcare,

accounting for \$1 of every \$5 spent, the federal government projects. The 6.7% annual increase in spending, nearly three times the rate of inflation, will be largely driven by higher prices and an increased demand for care, according to the Centers for Medicare and Medicaid Services. Other factors include a growing and aging population; the first baby boomers become eligible for Medicare in 2011. [The Associated Press](#)

Cancer Drugs Should Be Tailored: Study

The genetic mutations in cancer cells may vary in every patient, suggesting that drugs will need to be tailored more finely to small groups. The small study, by doctors at the Brigham and Women's Hospital in Boston and scientists from a gene-reading unit of Roche Holding AG, is among the first to look comprehensively at the genes in cancerous tumors to find which genes went awry. [The Wall Street Journal](#) (WSJ Subscription Required) [Full Study](#)

Study: Overuse of Antibiotics Raises Superbug Threat

A new study questions whether patients dying of dementia diseases should be given antibiotics when they develop infections. Many patients suffering from fatal dementia diseases often die as a result of pneumonia and other infections ultimately caused as a result of dying brain cells. The study's authors suggest the use of antibiotics prolongs patient suffering and may contribute to the rise of drug-resistant superbugs; the study is published in *Archives of Internal Medicine*. [The Associated Press](#)

Aggressive Blood Pressure Reduction Cuts Bleeding Risk In Strokes

Rapidly lowering blood pressure following a hemorrhagic stroke appears to reduce bleeding in the brain, indicating that such treatment may also decrease risk of death and disability in stroke patients, according to a study by the George Institute for International Health. Intracranial hemorrhage is the less common, but more serious, type of stroke. [The George Institute Press Release](#)

NACDS News

NACDS Supply Chain And Logistics Conference Grows In Importance

Supply chain activities are one of the most critical aspects of the pharmacy business, making NACDS' annual Supply Chain and Logistics Conference one of the industry's most anticipated smaller-scale events. This year's conference will draw executives representing some 23,000 chain pharmacies and provide a showcase for new developments in source-based product coding, radio frequency identification, just-in-time delivery, inventory returns and other key productivity areas. [Drug Store News](#) (Free Registration Required)

NACDS, APhA Updating Medication Management Program

NACDS and APhA will launch Medication Therapy Management in Pharmacy Practice: Core Elements of an MTM Service Model Version 2.0 on Mar. 14; the first version came out in 2005. The 2008 update, Version 2.0, is designed to improve collaboration among pharmacists, physicians, and other healthcare professionals across healthcare settings; enhance communication between patients and their healthcare team; and optimize medication use for improved patient outcomes. [Drug Topics](#)

the e-ssential quote

"All truths are easy to understand once they are discovered; the point is to discover them."
- Galileo Galilei

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NACDS 413 N. Lee Street Alexandria, VA 22314