

ASA Pharmaceuticals is proud to bring you the inaugural Australasian Conference for Compounding Pharmacists, the **first compounding specific conference in Australia** open to all pharmacists in the country.

Speakers & their topics at the conference:

- Patricia Storey** — Exploiting your compounding facility and increasing your sales and market share.
- Jim Rowe** — Advanced formulation techniques for compounding.
- Daryll Knowles** — Compounding as a business.
- Bill Anton** — Bioidentical Hormone Replacement Therapy.
- Andrew McLachlan** — Future of individualised medicine and compounding in Australia.
- John Mitchell** — Regulation in Pharmaceutical Compounding in Australia.

More speakers to be announced soon!

REGISTER NOW
for the **Early-bird fares:**
Sat 11th — Sun 12th
September, 2010

Swissôtel Sydney, Australia

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www.accp.net.au

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**New ASA website
is coming soon!**

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Questions & Answers?

Share your thoughts with us and receive a gift (as per description below).
Please send us any suggestions or ideas via email or mail. We will send you a free gift. In this issue, you

get a 300g transdermal cream base, free of charge!

Email: info@asapharm.com.au
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ASA Pharmaceuticals
news

ASA Pharmaceuticals — pharmaceutical, medical, dental & veterinary wholesale distributor

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ASA news & updates



Update

2010 is flying by as its time for the March ASA News already! This edition is a great one with a number of great specials which could save you up to 35%! What is also special about March is the implementation of our new price list. I have tried to contact each of our customers individually and I apologise if I haven't had a chance to speak to you yet. Feel free to give me a call and have a chat about our new prices or any of the other things happening at ASA.

The ACCP conference preparations are in full swing with the first group of speakers announced and more to come! Registration is open so jump in early to get the early bird specials.

As promised there is our usual compounding corner providing you with a compounding formulation and tip you can use in your practice and the opportunity to score yourself some FREE Lipo Cream Base if you write in some suggestions for the ASA News.

Regards,

Andrew Rowe

Special of the month



Save up to 35% when purchasing Taurine, Saccharin Sodium or Zinc Sulfate!
ONLY IN MARCH-APRIL

Compare our prices with other companies and see the difference.

You will always save with ASA

Promotion runs until the end of April

SALE

In this issue

Discount of the month!

Page 1

Save up to 35% on Taurine, Saccharin & Zinc Sulfate.

Article: "Formulations for Post-Operative and other Pain States"

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Creams & much more!

Article: "Predictive, Preventative, Participatory and Personalised — treatments of the future"

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See what the future hold for compounding

ACCP — Australasian Conference for Compounding Pharmacists

Page 4

The first ever in Australia

Featured products:

1949-05 — 100g Taurine	Normally \$31.75 now \$23.75	(25% off)
1949-08 — 500g Taurine	Normally \$116.50 now \$81.55	(35% off)
1949-09 — 1kg Taurine	Normally \$169.75 now \$110.00	(35% off)
0095-05 — 100g Saccharin Sodium	Normally \$26.50 now \$18.50	(30% off)
0095-08 — 500g Saccharin Sodium	Normally \$94.25 now \$66.00	(30% off)
0102-09 — 1kg Zinc Sulfate	Normally \$50.50 now \$32.00	(35% off)

Formulations for Post-Operative and other Pain States

by Dr Jim Rowe

Pain is a sensory process involving a balance of inhibition and excitation of neuronal systems. Lack of inhibition or excitation of neuronal sensory systems can lead to pain. Maintenance of excitatory states such as inflamed conditions sets up a framework for chronic pain. Patients with a chronic pain state are predisposed to abnormal pain with relatively mild stimuli due to maintenance of the excitatory states. Chronic pain is thus the result of prolonged peripheral inflammation which is sensitive to NMDA (N methyl D aspartame) antagonism. NMDA receptor activation leads to excitation and increase in pain transmission. Blocking of the NMDA receptor with an antagonist such as dextrometorphan or ketamine results in pain relief.

For the compounding pharmacist, improving control of post-operative pain is very important with the emphasis on short term hospital stays such as day surgery. Opioids are losing their appeal because of troublesome side effects such as nausea, drowsiness and constipation. The emphasis is now on non-opioid analgesics such as NSAIDS which are used in topical formulations for the treatment of musculo-skeletal pain and post-operative pain. Topical NSAIDS have several advantages over orally administered formulations in-

cluding a high local concentration at the site of action, prolonged duration of action and fewer side effects. Topical local anaesthetics are also useful such as lignocaine. These agents block initiation and conduction of nerve impulses and are generally combined with other agents to achieve complete sensory block.

Gabapentin is another agent typically combined with lignocaine. Gabapentin is very effective in relieving pain associated with movement and has been used in combination with opioid analgesics which allows reduction in the dose of the opioid. Gabapentin is a glutamate antagonist but its mechanism of action in pain management is not understood.

Tricyclics such as amitriptyline have also been used topically. Their mode of action is also unknown but they inhibit the membrane pump mechanism which is responsible for the uptake of noradrenalin and serotonin. Other agents used topically include the anticonvulsants such as carbamazepine as well as clonidine and the anaesthetic ketamine. Ketamine is an NMDA receptor antagonist and can be administered as a transdermal cream, as a nasal spray or orally.

Formulation examples:

1.	
Amitriptyline HCl	2%
Lignocaine	5%
Gabapentin	5%
Ethoxy diglycol	2%
Transdermal Cream Base (ASA) ad	100
2.	
Amitriptyline HCl	2%
Cabamazepine	2%
Transdermal Cream base (ASA) ad	100
Clonidine	0.2%
Gabapentin	6%
Ketamine	10%
Transdermal Cream base (ASA) ad	100

A beyond use by date of 30 days is appropriate for the above formulations.

Transdermal Cream base is a specially formulated liposomal product which promotes rapid transdermal delivery of the active ingredients to the site of action. It is available from ASA pharmaceuticals.

Predictive, Preventative, Participatory and Personalised — treatments of the future

by Daryll Knowles

Today's medicinal treatments are reactive. Patients see a physician once they have become sick, are diagnosed and prescribed the most suitable treatment. As Genomics progress and we learn more about ones unique individual biology, treatments will become much more predictive, personalised, preventative and participatory (P4).

It is the slight differences in our genetic make-up that will give rise to the greater need for individualised medicine in the future. The ability to examine each individ-

ual's unique genetic makeup and thereby customise our approaches to medical treatment will place compounders at the forefront of future medicinal treatments.

It is in this stage that the role of the patient in the patient, physician, pharmacist triad becomes more prominent. Patients, like physicians, will need to be educated on the basic principles of P4 medicine to participate effectively. Patients will have an enormous amount of information about their wellness at hand and will shift the balance of power between patients

and providers.

With greater access to information, more knowledgeable patients and physicians, and a trend towards predictive medicine the old big pharma 'Blockbuster' business model of marketing a one size fits all treatment is incompatible. Diagnostics will give rise to personalised treatments creating a large market for compounding pharmacies who can supply such treatments.

ASA Pharmaceuticals has launched its new price list for 2010—2011 effective March 1st. Give us a call to get a copy today!

COLOUR-CODED TABS: Easier to read and easier to follow. The new ASA newsletter will now include colour-coded tabs to help you find the section you are interested in. More about each tab is explained below:

ASA news & updates Updates, news, upgrades & personal messages from ASA.

Marketing Marketing tips & suggestions from some of the industry leaders. They are here to help your compounding business grow.

Industry news Stay up to date with the latest news, rules & regulations from the compounding industry.

Compounding corner Formulas, tips, discussion & pharmaceutical articles, everything for the compounder.

Special of the month Regular specials and discounts from ASA. Don't miss out, they don't last long!



At NxGen Pharmaceuticals we offer a complete analytical service for compounders including the following:

1. Validation of the mixing efficacy of actives in your troches, creams, capsules, powders etc. These results will give you confidence that the active is uniformly distributed throughout the dosage form. Alternatively corrective action can be undertaken to ensure adequate mixing. This is particularly important in microdoses such as hormones.
2. Assay of the final dosage form to ensure the amount of active ingredient in the finished product is within acceptable limits.



For more information please call
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