



Editorial

Dear Valued Readers,

It has been one year since the launch of *Regal Times* and it is with pride that I introduce myself, Toral Vora as the new editor. We have been receiving positive feedback from all of you – ASANTE SANA!

In this issue we would like to highlight a new development at Regal Pharmaceuticals – KAIZEN!

We will still continue to feature the health benefits of different fruits and other regular features such as medi-laugh.

We would appreciate to receive your feedback at info@regalpharmaceuticals.com regarding our products, services, and the *Regal Times*.

Hoping to have an everlasting relationship and continue to be partners in healthcare.

Thanking you.

Toral Vora

EXHIBITIONS

Some of the many exhibitions that Regal Pharmaceuticals participated in which were organized by the Medical Bodies of Kenya.

- The Annual Scientific Conference for the Kenya Medical Association, held at the Sirikwa Hotel, Eldoret, on the 21st April 2010 to 23rd April 2010.
- The Annual Scientific Conference for the Kenya Paediatrics Association, held at the White Sands Beach Hotel, Mombasa, on the 14th April 2010 to 17th April 2010.
- The Annual Scientific Conference for the Kenya Pharmaceuticals Association (Nairobi Branch), held at the Nairobi Hospital, on the 22nd May 2010.
- Gertrudes Children's Hospital, Nairobi during their CME from 9th June 2010 to 11th June 2010.



Regal staff welcoming guests to their stand during the Kenya Medical Association (KMA) Annual Scientific Conference held at Sirikwa Hotel - Eldoret in April 2010.

CONGRATULATIONS!

Regal Pharmaceuticals embarks on the KAIZEN JOURNEY



The Regal Kaizen Steering Committee from left Dr. Sinha, Dr. Atebe, Mr. Vijay Rai (Kaizen Consultant), Dr. Shalin Vora and Dr. Rohin Vora.

Some Of the Regal Kaizen Team Members with Mr. Vijay Rai.



Kaizen is derived from two Japanese words 'Kai' and 'Zen'. Kai means to change and Zen means to make better. By putting these two words together we get 'Change for the better' (Continual Improvement).

The word implies improvement that involves everyone starting with the CEO in the organization all the way to the managers and workers – planning and working together for success!

Regal Pharmaceuticals is working hand in hand with a qualified Consultant (Mr. Vijay Rai) from the Kaizen Institute and is in the initial stages of introducing the Kaizen Management principles to the work environment.

"I have visited many Gemba's (actual workplace) in the last ten years that I have been practicing Kaizen, but I have never seen so much change in six months as I have seen at Regal Pharmaceuticals."

"The most important phenomena is the Mind Set Change. All the members of different teams that I have met, believe that the old ideas can be discarded and the right path is only the lean path."

Mr. Vijay Rai - Kaizen Consultant

Continued Medical Education (CME) – Our support to the health fraternity

We, at Regal, support the health fraternity in providing latest medical news and updates in an organized manner by holding Continued Medical Education (CME). We invite eminent medical personnel to deliver & share medical updates to all participants. Some of the recently concluded CMEs are enlisted below:-

- Doctors and Clinical Officers at the Coast Provincial General Hospital, Mombasa on the 6th April 2010
- Doctors and Clinical Officers at the Kilifi District Hospital, Kilifi on the 8th April 2010

- Doctors and NGO's at the Kayanza Hospital, Uganda on the 18th May 2010
- Doctors at the Lira Regional Referral Hospital, Uganda on the 20th May 2010
- CME with Pharmacy Personnel from Bungoma on the 9th June 2010



View of different CMEs at:

- 1 Mombasa - Kenya
- 2 Kayanza - Uganda
- 3 Lira - Uganda

The Mango is known as the 'king of fruit' throughout the world. Originally from India (Southeast Asia), mangoes have been around for over 4,000 years. According to legend, Buddha found peace in a mango grove. In modern day India, mangoes are considered a symbol of life.

Low in calories and high in dietary fibre, mangoes are packed with vitamins, antioxidants and minerals. Recent studies suggest they are also powerful cancer-fighters.

Mangoes are one of the best sources of betacarotene, quercetin and astragalin. These are powerful antioxidants that neutralize free radicals. Free radicals can damage cells and lead to heart disease, cancer, premature aging and degenerative diseases.

Nutritive Values: Per 100 gm.

- Vitamin A : 6,350 I.U.
- Vitamin B : Thiamine .06 mg.;
- Vitamin C : 41 mg.
- Calcium : 9 mg.
- Phosphorus : 13 mg.
- Protein : .7 gm.
- Calories : 66

This fruit has been proven to have a number of benefits:

Vitamin Powerhouse

One small mango provides a quarter of your recommended daily allowance for vitamin C, nearly two thirds of your daily quota for vitamin A, good amounts of vitamin E and fibre. They also contain vitamin K, phosphorus and magnesium. Mangoes are particularly rich in potassium which can help reduce the risk of high blood pressure.

Pectin Lowers Cancer Risk

Mangoes also contain pectin, a soluble dietary fibre, which has been shown to lower blood cholesterol levels. Recently, scientists at The Institute for Food

Research, discovered that a fragment released from pectin binds to, and inhibits galectin 3, a protein that plays a role in all stages of cancer progression. Other population studies, including the European Prospective Investigation of Cancer, have identified a strong link between eating lots of fibre and a lower risk of cancers of the gastrointestinal tract.

Low Calorie

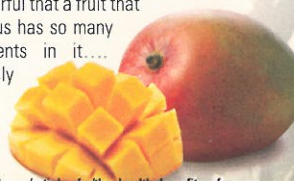
Mangoes are considered a 'high volume' food which means you get a lot of food for a relatively small amount of calories – one mango contains around 135 calories. However, they are quite high in natural sugar with one mango containing around 30g.

Traditional Uses

In Chinese Medicine, mangoes are considered sweet and sour with a cooling energy and are known as a yin tonic. They are used to treat anaemia, bleeding gums, constipation, cough, fever, nausea, sea sickness and to help with weak digestion. Mango is also believed to be effective in relieving clogged pores on the skin, by applying slices of the mango on the affected areas and removing after a short while.

How to Pick a Ripe One

Some varieties do not turn red, orange or yellow. If buying these green varieties, look for other signs of ripeness such as a nice sweet fragrance. They should yield nicely to a light press with the fingertip. If they are bought unripe, they can be put in a paper bag in a warm place and they will ripen in a day or two. Isn't it just wonderful that a fruit that tastes so delicious has so many wonderful nutrients in it.... enjoy, this lovely fruit...



Adapted from http://foodfacts.suite101.com/article.cfm/the_health_benefits_of_mangoes

Regal at the PSK Monthly General Meeting

21st April 2010 – KICC (Aberdare Hall)

Regal Pharmaceuticals, in keeping with the tradition of supporting continuing professional development among health care providers moved yet another step to ensure quality of its products is maintained to the end user. Good Pharmacy Practices in community and hospital pharmacy set up, was the presentation made during the Pharmaceutical Society of Kenya's 21st April 2010 meeting. This extension of the presentations made previously, namely Good Manufacturing Practices, Good Distribution Practices and Good Storage Practices was made by Dr. Rogers Atebe (General Manager – Factory of Regal Pharmaceuticals).

The company sought to ensure that its products reach the correct patient in the original condition and with the requisite information for maximum benefit.

The pharmacists present had opportunity to be guided on pharmacy stock management and the actual dispensing procedure that would minimize or even eliminate medication errors at the pharmacy level.



Dr. Rohin Vora (second left), our Executive Director catches up with colleagues at the PSK monthly general meeting.



Nairobi area medical representatives attend the PSK monthly general meeting

Regal at the Annual PSK Scientific Conference

31st May 2010 – Whitesands Hotel, Mombasa



Participants listening in as Dr Atebe (General Manager – Factory) of Regal Pharmaceuticals chaired one of the sessions at the PSK Annual Scientific Conference

Henry Omogo one of our Medical Representatives manning our stand at the PSK Annual Scientific Conference



Regal CSR Our Contribution to the Society

Some recent drug donations to various organizations:

- Free medical camp at Kayole-Soweto Slums, Nairobi, organized by All Saints Cathedral on 6th April 2010.
- Free medical camp at Jericho Estate Grounds, Nairobi, organized by Redeemed Gospel Church (Harambee) on 15th April 2010.
- Free medical camp at Kibera Laini Saba Grounds, Nairobi, organized by Redeemed Gospel Church (Harambee) on 15th April 2010.
- Free medical camp at Eastleigh, Nairobi, organized by Mother & Child Hospital Ltd on 11th May 2010.
- Free medical camp at Kisumu, organized by TEMAK on 11th May 2010.
- Free medical camp at Githurai 45 along Thika Road, Nairobi, organized by Kahawa Wendani Hospital Ltd on 12th May 2010.

Mr. Danson Ngari (Head – Penicillin Dept) of Regal Pharmaceuticals looks at the items donated by Regal to the medical camp held at the Kibera Laini Saba on 15th April 2010.

Meet our Customer - KENTON'S LTD

Kentons Ltd was formed in 1979 under the able leadership and guidance of its founder, Dr. Ashok Shah and Mrs Rasila Shah. Kentons Ltd is the leading distributor for Regal products in Western and Nyanza region.

In 2009, Kentons Ltd celebrated its 30th anniversary and was selected as one of Kenya's TOP 100 medium sized companies because of the tremendous effort put in by the staff and ably led by a strong team consisting of Dr Ashok Shah (Pharmacist and C.E.O), and his sons, Vishaal Shah (Director) and Neel Shah (Pharmacist and Director)

The hard work and dedication of

those involved has seen this company grow in leaps and bounds over the years to evolve into a reputed distributor for pharmaceutical and surgical products.

We are proud to be associated with you since 1981!



From left to right: Beatrice, Vishaal, Mrs Rasila Shah, Dr Ashok, Dr Shalin Vora (Marketing Director – Regal Pharmaceuticals), Kennedy and Jack.

MEDI-LAUGH

The Burst Pipe

A pipe burst in a doctor's house. He called a plumber. The plumber arrived, unpacked his tools, did mysterious plumber-type things for a while, and handed the doctor a bill for \$600.

The doctor exclaimed, "This is ridiculous! I don't even make that much as a doctor!"

The plumber waited for him to finish and quietly said, "Neither did I when I was a doctor."

Following Doctor's Orders

Patient: It's been one month since my last visit and I still feel miserable.

Doctor: Did you follow the instructions on the medicine I gave you?

Patient: I sure did. The bottle said "keep tightly closed"

Food for thought...

Here's good advice for practice: go into partnership with nature; she does more than half the work and asks none of the fee.

Martin H. Fischer



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