REGAL Times

A newsletter by Regal Pharmaceuticals Limited

Events • Fruity Tips • Social Responsibilities • Updates • Medi Laugh

Vol. 7: 2011

EDITORIAL

Dear Valued Readers,

Happy new year and welcome to a great 2011 together!

It has been nearly two years since the inaugural REGAL TIMES. We hope that you have been enjoying reading all our issues and shall always continue to!

2010 has been another very eventful year for Regal Pharmaceuticals. Regal introduced 14 products to the health fraternity of Zambia. Regal embarked on the KAIZEN journey and Regal added the Reverse Osmosis Plant, to the already existing infrastructure at its facility.

We have continued to invest in state of the art machinery over the last few years. In addition, Regal has invested in a Capsule Filling Machine for being able to provide the market with best quality capsules.

Our fruity tips corner continue to feature since we all love reading it!

We would appreciate to receive your input and opinions at info@regalpharmaceuticals.com regarding our products, services, and the REGAL TIMES.

Thanking you

Toral Vora - *Editor*

A 'Regal' Fete for Staff

As the year 2010 drew to a close the company hosted a sumptuous luncheon for it's over 300 staff to mark the end of a successful year and to appreciate the effort and teamwork of staff members towards achieving this success.

"The luncheon which was held on 26th November 2010 at 1:30pm was well coordinated with the Executive Director, General Manger Factory and HR among others giving a helping hand in serving the members of staff with a bottle of soda or water and fruits.

Within a short time, all members of staff had a plate of food in one hand, a bottle of soda or water in the other and a fruit somewhere.

The food was very delicious and plenty for a willing person to go for a second helping. Members of staff from different departments sat in groups utilizing the rare moment to socialize. There have been several luncheons, but this one was unique in terms of organization and menu. A big thank you to the management and the organizers."

Mr. Danson Ngari (Head-Penicillin)

On behalf of Directors, Dr. Rohin Vora assured members of the staff that the organization would continue to hold such functions whenever possible in future, in order to promote teamwork and a feeling of togetherness amongst the staff. He thanked everyone for their dedication to work and hoped this would continue into the future.

EXPANSION:

"REGAL INVESTS IN STATE OF THE ART MACHINERY

AF 90T - Automatic Capsule Filling Machine (PAM)

In keeping with our vision of satisfying the needs of our customers in both quality and quantity, we have recently completed the installation and commissioning of a top of the range capsule filling machine. The machine features the latest technology in capsule manufacturing that includes closed system automatic powder transfer to the filling station, capsule filling and polishing.

Product quality is assured employing an auto-sampling device, sample weight checker, and an on-line metal detector all working in the same assembly line.

A solid state programmable logic control guarantees utmost reliability and best control of process parameters and sequence of various functions of the machine.

In short: this new machine ensures there will be enough best quality capsules produced to the entire delight of our esteemed customers.

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:-

- CME held for Pharmacy Personnel in Eldoret at Eldoret Wagon Hotel on the 19th October 2010.
- CME held for Pharmacy Personnel in Kisumu at Kisumu Hotel on the 22nd October 2010.
- CME held for Doctors and Clinical Officers at Coast Provisional General Hospital, Mombasa on the 28th October 2010.
- CME held for Pharmacy Personnel at Tin Tin Restaurant (KICC), Nairobi on the 7th November 2010.
- CME held for Doctors and Clinical Officers at a Round Table Meeting, Dandora on the 9th February 2011.
- CME held for Doctors and Clinical Officers at a Round Table Meeting, Mbagathi District Hospital on the 10th February 2011

CME held at Tin Tin Restaurant in Nairobi.

Mr. Barrack Okongo, Sales Manager addressing Pharmacy Personnel in Eldoret

fruity TIPS

Oranges

The orange is one of the most common and popular fruit. It is well-liked because of its easy availability all year round, dense nutrition, and it tastes good.

Nutritional Benefits

Oranges are an excellent source of vitamin C and flavonoids and anti cancer agents.

When you eat a whole orange, it provides good dietary fiber.

In addition, oranges are a good source of vitamin A, the B vitamins, amino acids, beta-carotene, pectin, potassium, folic acid, calcium, iodine, phosphorus, sodium, zinc, manganese, chlorine and iron.

Health Benefits

An orange packs over 170 different phytonutrients and more than 60 flavonoids, many of which have been shown to have anti-inflammatory, anti-tumour and blood clot inhibiting properties, as well as strong anti-oxidant effects.

The combination of the high amount of anti-oxidant (vitamin C) and flavonoids in oranges makes it one of the best fruits in helping to promote optimal health.

Arteriosclerosis: Regularly consuming vitamin C retards the development of hardening of the arteries.

Cancer prevention: A compound in oranges called liminoid, has been found to help fight cancers of the mouth, skin, lung, breast, stomach and colon.

Cholesterol: The alkaloid synephrine found under the orange peel can reduce the liver's production of cholesterol.

Constipation: Even though the orange "tastes acidic", it actually has an alkaline effect in the digestive system and helps stimulate the digestive juices, relieving constipation.

Damaged sperm, repair: An orange a day is sufficient for a man to keep his sperm healthy. Vitamin C, an anti-oxidant, protects sperm from genetic damage that may cause a birth defect.

Heart disease: A high intake of flavonoids and vitamin C has been known to halve the risk of heart diseases.

High blood pressure: Studies have shown that a flavonoid called hesperidin in oranges can lower high blood pressure.

Immune system: The strong content of vitamin C stimulates white cells to fight infection, naturally building a good immune system.

Kidney stones, prevent: Drinking orange juice daily can significantly drop the risk of formation of calcium oxalate stones in the kidney.

Skin: The anti-oxidant in orange help protect the skin from free radical damage known to cause signs of aging.

Stomach ulcer: Consuming vitamin C rich foods helps to lower the incidence of peptic ulcers and in turn, reduce the risk of stomach cancer.

Viral infections, protection against: The abundance of polyphenols have been shown to provide protection against viral infections.

Consumption Tips

Vitamin C gets destroyed fast when exposed to the air, so eat up an orange quickly once cut up. Do not leave the juice exposed for too long to preserve optimal nutrients.

Oranges can be stored at room temperature for up to two weeks or stored loosely in the refrigerator. Do not store wrapped to prevent moisture and mold.

Caution

No doubt oranges have many health benefits, always remember to eat in moderation. Excessive consumption of any citrus juices can leach calcium from the body system, causing decay of the bones and teeth.

Meet our Supplier - SANDOZ GmbH

Regal has had an ever lasting relationship with Mr. Z.V Rostocil who represents SANDOZ GmbH and he says a little bit about the same.....

"My first contacts with Regal go way back to 1977-1982, when I was the Managing Director of Dawa Pharmaceuticals Ltd. I was introduced to the late Dr. Mahendra K V Shah, by Dr. Kumar Shah of Universal Pharmacy. At the time we had only 3 or 4 pharmaceutical manufacturers in Kenya!

The Regal establishment "Next Door" to Dawa in Ruaraka was for me personally benefitting and within a short period of time my team and I created a warm and friendly relation with Mahendra and his team. Our common and very important interest was to find ways to protect the genuine local pharmaceutical producers of quality products, from unfair penetration of cheap imports into the country. I was spending a lot of time with Dr. Mahendra in either his or my office, and at many times we were joined by few other colleagues from the same industry (Ashok Patel, late Vithal Patel, Arun Devani, P.K. Patel, and Waheed Chaudhry). As a result of efforts and visions of such people, The Federation of Kenya Pharmaceutical Manufacturers (FKPM) was created!

Ms Bindi Shah, Chief Procurement Officer *(centre)* visited Mr. Hans and Mr. Herbert at the SANDOZ stand at the CPHI, Paris 2010.

I then joined Biochemie GmbH, Austria in 1982 and we opened an office in Nairobi and new and more creative relations started between Biochemie and Regal. Besides our own products (Penicillin's & Semipenicillins and other anti infectives) Biochemie also had a very strong trading division.

There were many ways to increase volumes of business from our 1st deal of only US$12,000 in 1984 to over US$3 million per year only in 4 or 5 years period of cooperation. That first deal of US$12,000 was concluded on OPEN CREDIT TERMS and after that, thanks to the extremely sound financial management of Mr. Rasik Shah, REGAL was never bothered by Biochemie with the opening of costly and cumbersome Irrevocable Letters of Credit via Banks!

Biochemie never experienced any financial problems with Regal! REGAL became our strongest, trusted and most reliable partner in Kenya! A great role in that period of time in such developments was played by Mahendra and Rasik at Regal and Mr. Floymayer, Mr. Steinhuber, Mr. Seiwald and Mr. Hoeck at Biochemie.

Throughout many years of cooperation, even later on when Biochemie became SANDOZ GmbH (Member of Novartis Group), the main basis of our friendly and successful business relations remained our TRUST and UNDERSTANDING and WILLINGNESS to work together in our mutual joint interest!

At SANDOZ these days we have a team of our little bit older "young turks" who are ready not only to give Regal all the support needed for the achievements of new fresh goals during 2011, but in distant future to maintain the most valuable part of SANDOZ and Regal relations, which is friendship! I am talking about Mr. Hans Buchmeiser and Mr. Herbert Ausserdorfer with their teams!

The Old generation of "PIONEERS" of the above unique STORY of successful and rapid growth of friendship and business cooperation has slowly phased out. But the "young turks" of Regal (Bindi, Shalin, Rohin & Co) are showing even stronger vigor not only to follow the " Nyayos " of their fathers but to improve it with modern management methods and procedures with the aim to stay one of the top major manufacturers of pharmaceutical products in the EA region .

***From left to right* - Mr. Herbert Ausserdorfer, Mr. Rostocil, Ms Bindi, Dr. Rohin and Mr Hans Buchmeiser.**

I personally would like to take this opportunity to remember my old late friend Mahendra and his dear wife Bina, as well as my very best old friend Rasik and his beloved dear late wife Bhanu together with my friend C V Shah and his dear wife as a group of great people who made my stay in Kenya (for nearly the last 35 years) memorable, because of FRIENDSHIP which was simply created to last forever! I can't miss to remember Dr. Sinha, a great professional and a good friend, with whom I always continue to have a dispute over the issue of who was the Real Pioneer in the introduction of Parenteral Production of injectable products in Kenya.....him or me!

Our Director Dr. Rohin (left) with Mr. Rostocil at Regal Pharmaceuticals.

At the end just one sentence more.....still these days my occasional visits to Regal, are for me moments of very sentimental feelings because you at REGAL and we at Biochemie / SANDOZ .....WE HAVE DONE IT!"

Z.V. Rostocil, *SANDOZ*

Our Contribution to the Society

Some recent drug donations to various organizations:

- Drugs donated to Giants Group on 13th October 2010.
- Drugs donated to Delaware Kenya Trust on 22nd October 2010.
- Drugs donated to Action in Focus on 17th November 2010.
- Garden of hope Centre on 4th December 2010.
- Drugs donated to National Quality Control Laboratory (NQCL) on the 12th January 2011.
- Drugs donated to UHAI Centre, Kiambu on 29th January 2011 through Dr Bornfrey Kweya.
- Drugs donated to Lamu Medical Camp on 3rd – 4th March 2011 through Dr. Ahmed Laving.

HUMOUR CORNER

A bicycle can't stand on its own because it is two tired.

If you don't pay your exorcist, you get repossessed.

Reading while sunbathing makes you well red.

REGAL PHARMACEUTICALS LTD
Manufacturers of Quality Pharmaceutical Products

Off Baba Dogo Road, Ruaraka | P.O. BOX 44421-00100, Nairobi, Kenya
Tel:- +254-20-8564211/2/3/4; 8560947/8 | Fax:- +254-20-8560946 / 8564093
Email:- info@regalpharmaceuticals.com | www.regalpharmaceuticals.com