



RG's News & Views

Monthly issue

October, 2005

National Disaster

The catastrophe that struck on October 8 was the most devastating in the history of Pakistan. Thousands of people have lost their parents, children, brothers, sisters and close friends. Millions are injured. How many of these have become permanently invalid? May God give strength and courage to the sufferers & their families to bear this irreparable colossal loss.

The only encouraging thing is the massive and spontaneous response of the nation to help the affectees, which was witnessed in 1965 war. Each individual is contributing or at least feeling the pain in his heart.

The employees & associate business partners of RG Pharmaceutica have once again come forward. So far we have generated two million rupees, which is increasing every day. Most of us have participated, but salute to Naveed, Mian Tariq, Sohail's team, Mohsin, Khurum, and Faisal, who worked day-in day-out to purchase & pack the tents, blankets, warm cloths and edible. More importantly they are personally delivering these goods to the affectees in Hazara & Azad Kashmir to ensure the best utilization of this donation. This is the beginning.

Tariq Haider

Thoughts!

----- Original Message -----

From: <phil.guinand@vifor.com>
To: <tariqhaider@rgpharmaceutica.com>
<masoodahmad@rgpharmaceutica.com>
Sent: Sunday, October 09, 2005 10:01 AM
Subject: Thoughts.

Dear Tariq and Masood,

Cindy, I and the VITASIA team would like to send you our deepest sympathy for the tragic event which befell Pakistan - We sincerely hope that none of the RG staff was affected by the earthquake. Kind regards,
Phil & Cindy

Vifor (International) Inc.
Phil C Guinand
Regional Director Asia - Pacific
Rechenstrasse 37, CH-9001 St. Gallen, Switzerland

----- Original Message -----

To: Javaid Qureshi <Fresenius@FRESENIUSINT>
cc: Saeed-ur-Rehman
saeedurrehman@rgpharmaceutica.com

Subject: Earth Quake India and Pakistan

Dear Partners

Still shocked by the sad news of the Earth Quake tragedy, I hope you and your families are all safe!

Please confirm the situation and let me know if any help is required immediately.

Kindly also check the situation of hospitals providing dialysis treatment and care in the affected regions of the earth quake and let me know if any support can be

provided from our side.

Please assess the situation as best as you can and let us have your opinion on how to help.

I am sure that all emergency teams from the world are doing their utmost to control the situation and organize to most important first steps.

Frank Wagner
Vice President
FMC Central Asia-Pacific

News of the month!

We have signed an agreement with Utah medical products Inc - a US based company which manufactures the state-of-the-art biomedical equipments for OBGYN ...

Keep it up!

Dear colleagues,

You have done excellent job during the last two quarters, and we are on the way to yet another foreign trip with handsome shopping money in hand. This is the reason; we are in search of venue for the annual sales conference outside Pakistan. (See e-mail from Thailand)

Let me explain, what we require in the last quarter to achieve 110% target of 2005 to enjoy the warmth and value of 700 US \$ in Thailand. We need 24.5 mio per month sale during 4th quarter 2005; whereas, our average registered sale is 28 mio and 27 mio for the month of Aug and Sept, 2005, respectively. And, the last three months average sale is >26 mio. YES, generating sale of 24.5 mio during Oct, Nov, and Dec is extremely challenging, but possible.

When we breakdown and analyze units wise sale, the task look, "mission possible". We need the following units to achieve 24.5 mio per month.

- Venofer : 45,000 ampoules,
- Maltofer Tab : 22,000 packs,
- Maltofer syp : 24,000 bottles,
- Maltofer drops : 4,500 bottles,
- Epokine : 10,500 units,
- Bonky : 100 packs,
- Calibin : 450 packs,

Let's step forward to achieve 24.5 mio per month and book a seat for Bangkok. Good luck,
... Moughal

Work up for next trip!

----- Original Message -----

From: <preecha.s@olic-thailand.com>
To: <adeeb@rgpharmaceutica.com>;
Sent: Wednesday, October 12, 2005 6:04 AM
Subject: Sales team visit to Bangkok

Dear Sir,

I have got a quotation from your company for your visit to Bangkok. The others will be available during next week.

With best regards,
Preecha Sulaimanee
Business Unit Manager
OLIC (Thailand) Limited Thailand

Venofor Vitasia Training!

----- Original Message -----

From: <phil.guinand@vifor.com>
To: <tariqhaider@rgpharmaceutica.com>
Cc: <cindy@viforasiapac.com>
Sent: Wednesday, October 05, 2005 7:50 AM

Subject: Training

Dear Tariq,

On behalf of VITASIA, Cindy and I would like to express our appreciation to yourself, Masood and your entire team for the outstanding assistance and cooperation in the training of PMs from some of our regional partners - We hope that they took away with them a clear message and the knowledge required to help them penetrate the OB&GYN indication in their market. More than this we cannot do - and both Cindy and I will now put the pressure to ensure that this is indeed successfully done.

As requested over the phone I would very much appreciate your own assessment on the overall training session as well as your comments on the individuals involved in the training as this will greatly assist us in our follow ups.

Thank you and kind regards,

Phil
PS: Happy Ramadan.

Vifor (International) Inc.
Regional Director Asia - Pacific

Some snaps of Vitasia Venofor Training!



Attentive participation in Vitasia training ...



Another view of attentive participants ...



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Group photograph – Vitasia Venofer Training, 2005



Karachi field force and foreign delegates...



RG CEO presenting souvenir to Mike...



Mike presenting plaque of longevity to Masood...



Sohail & Zahid ready to welcome doctors in local event...



Find the reason, Why Adeeb push nephrology team to sell Venofer enthusiastically ...

Pleasure of first order!

Dear Colleagues,

It gives me immense pleasure to share success of FMC team. Concentrated efforts, close follow up, focused activities, and planned visits brought desired results as we have secured first order of 384 dialyzers from the Aga Khan University Hospital - Karachi. All credit to my team for their consistent efforts.

... Saeed

Congratulation on first order!

From: Thorsten.Bruce@fmc-asia.com

To: Saeed-ur-Rehman
 Cc: Javaid Nasir Quraishi ; Sajjad H. Moughal
 Sent: Wednesday, October 05, 2005 11:31 AM

Subject: Re: Dialyser Order-AKUH

Dear Saeed,

Congratulations to you - you will be able to leverage on this success. Well done!

Best regards,
 Thorsten



Saeed-ur-Rehman with Indian colleagues in training at Delhi



Saeed-ur-Rehman with Indian colleagues in training at Delhi

Frank comments from field force to improve future conference!

Dear colleagues,

Here we are describing your frank comments, you given in mid-year-conference to improve future events. We are honestly giving here without editing ...

- Next time minimum 4 night's stay.
- Next conference should be in (Saudi Arabia) for Umrah.
- Time duration must at least "1 week" Otherwise no benefit or result of abroad conference I was shamed when in Karachi in front of immigration lady officer asked me what did you do just in one day in Dubai.
- Everything was ok, but tour operator should be changed for next conference.
- We should change the travel agent, because he was not cooperative with us, even he was very rude with our colleagues.
- Please if possible change the travel agent.
- Our travel agent was not active to manage the tour, please change the travel agent for next conference.
- All arrangements were well organized, but traveling arrangements were satisfactory.
- All arrangements were very good, but the time was short. Time duration should be extended during next conference abroad.
- We should change our travel agent. We should increase days for conference.
- Drop one or two ASC abroad against one in Saudi Arabia to see our holy Kaba, Masjid-e-Nabvi, Roza-e-Rasool in our short breath life.
- Choose the best travel agent for next conference.
- Conference should be at least three night stay.
- Conference arrangement should be in the reliable hands. Conference days should be extended and conference seminar should be given to the team members this will also develop the motivation in individuals. No need to do gathering at Karachi.
- Whenever you arrange sales conference, please make it confirm at least one week, before so that, we should know the schedule.
- It was a very highly motivating for us but the trip was not up to our expectations, because that was only trip but the enjoyment was not completely available for us.
- Early information should be given from the head office correspondence about the traveling arrangement / schedule.
- Academic session was very short, how much important and knowledgeable things have been discussed it should be prolonged for few hrs.
- Good management of stay during the flight gap.
- Yes, the time should be increased minimum 4 nights and 5 days in abroad conference.
- It was very good experience along with a bitter experience during last night, which we spent at Karachi airport helplessly.
- The correspondence from head office, the traveling arrangement and hotel arrangements need improvements.
- All the correspondence from head office should be timely that we can easily prepare ourselves.
- Traveling arrangements should be pre-planned especially hotel reservation must be confirmed and timely.

We will try to improve things suggested in your feedback next time.



Picture of the month!!!