

## Pharmacy Business Health and Beauty Retailer Award 2003

Raj Aggarwal, of Central Pharmacy in Cardiff, is the winner of the Pharmacy Business Health & Beauty Retailer of the Year Award 2003.

The award is given to a pharmacist who has excelled in providing attractive displays and advising customers on health and beauty matters.

The judges felt that Raj marries the benefits of health and beauty retailing with running a highly professional, strongly



The team at Central Pharmacy

respected, and very popular pharmacy. The pharmacy is light and airy, and fitted out to an exceptionally high standard. There is a ground-floor perfumery, and the staff is knowledgeable and helpful, as well as highly professional. The pharmacy has its own website marketing perfumes and fragrances and the highest attention is paid to people who need help and guidance. The pharmacy's consulting rooms are used by physiotherapists, a sports massage specialist, beauty therapists, a consultant dermatologist and staff specialising in the application of camouflage creams.

Raj said: "I was absolutely delighted to win the award. Lots of people have rung me



Simon Bradley, sales director, pharmacy channel, Procter & Gamble, Annette D'Abreo, deputy managing director, Ceuta Healthcare, Raj Aggarwal, Ranniklal Solanki, OBE, editor in chief, PB, and Rt. Hon. Patricia Hewitt

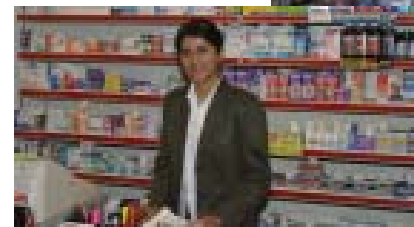
up since. It feels good that if people in Patricia Hewitt's position regard the award as good, then our work must be worthwhile doing, and it makes us prouder of what we're doing. It motivates us to continue the good work and keep up what we're doing."



## Pharmacy Business Young Pharmacist of the year Award 2003

Nazmeen Khideja, of M W Philips Chemist in Sutton Coldfield, Birmingham is the winner of the Pharmacy Business Young Pharmacist of the Year Award 2003.

The award is given to a pharmacist qualified within the past five years, who has been successful in professional and business



Nazmeen in the pharmacy

development and patient care.

In the pharmacy where she works, 24-year-old Nazmeen carries out extensive reviews of all the medicines taken by people over the age of 65 years, and has found more than a few anomalies. She also takes her pharmacy to the local people, organising health checks in a pub and a bus garage. She has designed special colour-coded labels to help older people with their medicines, and is learning sign language.

Nazmeen said: "After the initial shock of winning the award, it was back to the practicalities of day-to-day pharmacy, with a twist! The sponsor of the awards had kindly



Tony Foreman, managing director, OTC Direct, Nazmeen Khideja and Patricia Hewitt

prepared a press release for the local media, which was received extremely well by the local press. Announcements were made in several local newspapers, and the response by the public was quite phenomenal.

"The Pharmacy Business sponsored award has really brought the company into the limelight, and has added to our already outstanding reputation."

## Pharmacy Business Merchandising Award 2003

Graham Phillips of Manor Pharmacy, in Radlett, is the winner of the Pharmacy Business Merchandising Award 2003.

The award is given to a pharmacist who has shown excellence in product merchandising.

Graham runs four thriving pharma-



cies in Hertfordshire. His Radlett store has just been fully refurbished. The judges felt that merchandising for this busy pharmacist is an art. Each member of staff is responsible for ensuring products are immaculately displayed in bright clean fixtures. The pharmacy also designs its own promotional materials.

Graham said: "I was stunned and delighted to be chosen by my peers as the winner of such a prestigious award. It is the result of more than a year of hard work and team effort designing and developing our newest branch in Radlett. We will be arranging a staff celebration . . . I have



Rob Elliot, commercial director, Roche Consumer Health, Graham Phillips, Ranniklal Solanki, PB, and Patricia Hewitt

been grinning like a Cheshire cat since the result was announced."



## Pharmacy Business Enterprise Award 2003

Unnat Patel, of Medicine Box Chemist in Leicester, is the winner of the Pharmacy Business Enterprise Award 2003.

Unnat, who also has an MBA, completely refitted the pharmacy which he took over in 2000, changed its name and introduced a range of professional services. He has put his marketing skills



to good use by introducing a VW Beetle painted in the design and colours of his pharmacy to be used for his prescription delivery service.

Unnat said:

"I have received very good publicity with the local newspaper. I received phone calls from many of the health professionals that we deal with and I was also on the local Asian TV channel. Most recently, the local newspaper published a further follow-up and placed the article in the business



Unnat Patel with his wife, Sandy Young, non-executive director, Phoenix Medical Supplies, and Patricia Hewitt

edition of the newspaper. I have also received many letters of congratulations from various directors of pharmaceutical suppliers, accountants, doctors and a few MPs. So, all in all, I really enjoyed the event."



## Pharmacy Business Medicines Management Award 2003

Hooman Ghalamkari of DG Pharmacy in Dines Green, Worcester, is the winner of the Pharmacy Business Medicines Management Award 2003.

The award is given to a pharmacist who has shown excellence in medicines management for improving patient care.

Hooman's pharmacy provides medicines management services for blood pressure and diabetes patients, under the Vantage Health Watch scheme.

Hooman said: "Receiving the award

was a real honour and a surprise. We had a great time on the night and since we won the award we have had a lot of local press coverage. There have been two articles in the local papers and I have been interviewed by the two local radio stations. The award also provided us with an excuse to hold an open day to showcase our diabetes services. This event was attended by local health professionals and patients. The award has given the whole pharmacy a boost." (See next month's Profile.)



Mandeep Mudhar, marketing director, AAH, Hooman Ghalamkari, and Patricia Hewitt

## Pharmacy Business Community Award 2003

Anjana Patel and Dilip Patel, of C&H Chemist in London N5, are the winners of the Pharmacy Business Community Award 2003.

As well as contribute generously to a host of UK charities, the formidable husband and wife team have helped children in Azerbaijan learn English, provided special

assistance for children with mental problems in Ukraine, and raised money for disabled children to buy wheelchairs and mobility aids. Dilip and Anjana run two successful pharmacies in London and Hertfordshire. Dilip said: "The award will help and enhance all the charitable work we still want to continue to do."



Dilip Patel, Anjana Patel, Bharat Shah, managing director Sigma Pharmaceuticals and Patricia Hewitt

## Pharmacy Business Best Health Supplement Advisor of the Year Award 2003

Sunil Lakhani, of Mountford Chemist in Barnet, winner of the Pharmacy Business Health Supplement Advisor of the Year Award 2003.

The award is given to a pharmacist who has excelled in maximising sales, providing advice, customer service and promotions.



Sunil Lakhani has one of the largest ranges of health supplements in his area, covering vitamins, herbal and homeopathic remedies and complementary therapies. He has a diploma from the Institute of Nutrition and his pharmacy sells its own brand tonics and cough mixtures. He has also developed web pages to include nutritional information.

Sunil said: "The Award has been proudly displayed in our window since and as a consequence we have received a lot of local publicity and feedback. We get many cus-



Steve Skitt, general sales manager, Seven Seas, Sunil Lakhani, Ranniklal Solanki OBE, editor in chief PB, and Patricia Hewitt

tomers from outside our catchment area already and this has for them reaffirmed their choice. We have also received an increase in footflow as a consequence of 'word of mouth' advertising by our customers."

