

Rattle & Hum



NAME: Tim Gaunt
COMPANY/TITLE:
Nutritionist/
Biochemist
Natures Aid

ALSO KNOWN FOR:

Being sport mad especially rugby

Q What do you take on a daily basis and why?

A multivitamin which is the cornerstone of every diet, complete Essential Fatty Acid and Pycnogenol (my 94-year-old grandmother uses it and keeps her looking great!)

Q What do you take on an occasional basis and why?

Echinacea during the winter months to keep those colds at bay and it obviously works because I have not had a day off sick for 15 years.

Q What don't you take but wish you did?

Milk Thistle for those trade show weekends.

Q Have you ever experienced a case of resolving a health issue through diet or supplementation?

Yes, I suffered terribly with eczema in my 20s and a combination of EFA's and eliminating some foods have made a terrific difference.

Q What else do you do to maintain your health?

I coach an under 15s rugby team and working with the team twice a week keeps me fairly fit.

Q Confessions?

I have a sweet tooth and I love food.

Performance indicator (0-10) – a self-evaluated figure where 10 represents great wellbeing and unbounded energy, 0 represents depression, sluggishness and general unease.

Self evaluation =
I would say I am a 9...



Dr Antonio
Maria Galleano

Healthy Career

Name: Dr Antonio Maria Galleano
Company: ESI s.p.a
Position: President
Age: 63
Previous Companies: 15 years' experience in pharmaceutical marketing

Q: Describe the company you work for: I established ESI in 1975, when the market of natural products was beginning to develop in Italy because of a renewed interest in traditional phytotherapy. I shared a commitment to natural products and the industry was in its infancy. I decided to take part in its development by establishing a company that specialised in natural products, not only by offering original formulas but by also guaranteeing their quality.

Q: Name the best thing about your job:

Sourcing quality ingredients from all over the world to make new and innovative formulations.

Q: What motivates you?

A passion for natural healthcare, and the wish to perform my company mission to contribute to the wellness of the individual with high quality products, with the aim of becoming an international company of reference and compete with the most important competitors in the major markets in the world.

Q: In a nutshell, what excites you about your company's products and services?

I like the originality of formulas, the excellence of quality, the packaging made entirely by our own graphic department, designed to communicate the integrity of our products to the consumer.

Q: What's the best product you haven't got?

It is the one we still have to detect. Should we have detected it, we would have already made it.

Q: If you could start again, would you be in the health food/VMS business?

Of course. My only regret is for not beginning earlier.

Q: Favourite holiday destination?

Africa, especially remote untouched areas, where I can be closer to nature.

Q: Greatest ambition?

My greatest ambition is to achieve, in the most important European markets, the same level of recognition ESI products have achieved in Italy.

Q: Tell us how your parents and family have influenced you:

My mother brought me up to assume responsibilities and try to achieve my expectations through an entrepreneurial activity. I am stimulated to continue and develop my company by the active presence of my son, Marcello, who works with enthusiasm as sales executive.

Q: And who in the industry do you most respect, and why?

All those who, thanks to original ideas and facing personal risks, have been able to create a market and job opportunities.

Q: Most embarrassing moment?

My first visit in Africa and the realisation of the extreme poverty of entire populations who cannot meet fundamental needs, when comparing them with luxury and welfare of European civilization.

Q: What characteristic do you most deplore in others?

Ideological parasitism and the lack of assumption of one's responsibility.

Q: What's your most irritating habit?

Not being able to listen to other people's opinions.

Q: How would you like to be remembered?

As a person who contributed to developing the market for natural products with a great qualitative contribution and by developing a leading company worldwide.

Q: How will your business change in the next 5 years?

I expect five very demanding years because of continuing legislation and ever-increasing competition, in an ever-expanding marketplace. We are geared to meet these demands and I expect our international business to go from strength to strength.

Q: Will the independent health food trade still exist in 20 years' time?

Because health products will always require advice by specialised personnel, I think that the existence of independent operators will always be maintained, as they are at the very heart of the health food trade.