



# DurbinDirections

Saving Lives by Saving Time

APRIL 2008

## Welcome

to the April issue  
of Durbin Directions

2008 is proving to be our busiest year ever - my team has already dispatched products to over 180 countries. We're particularly proud of a recent bulk shipment to a hospital in India. Read about our new exclusive products - the Emmett IUD Thread Retriever, Ismo and CompactOR. We're also supporting MANGO a not-for-profit organisation that offers world-class resources on NGO financial management.



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## CompactOR - Hospital in a box

Durbin PLC has teamed up with a group of healthcare and medical engineers to promote one of their designs The CompactOR (short for Compact Operating Room) a piece of equipment that allows surgeons to set up an operating theatre environment anywhere.

The so-called 'hospital-in-a-box' comes into its own when immediate access to a hospital operating theatre is impossible, such as in rural regions of developing countries, natural disaster areas, war zones and offshore locations, such as oil rigs. It fits in the back of a 4 x 4 jeep (so rough terrain isn't out of reach). It's quick to assemble and houses the same life-saving equipment found in any hi-tech hospital (including anaesthetic delivery systems, monitoring devices and defibrillators). The unit doesn't even require electricity as it can be pedal or solar powered.

To find out more contact  
our medical supplies team  
on 020 8660 2220 or email  
[cataloguesales@durbin.co.uk](mailto:cataloguesales@durbin.co.uk)



## Bulk shipment to India

Durbin's Export department recently facilitated the shipment of medicines to a hospital in Tamil Nadu, India. A UK pharmaceutical company asked us to redistribute a product they had in excess supply. A hospital in India with high demand for this medicine was found and we promptly dispatched the drugs in 6 x 40ft containers.

## Mango

Durbin PLC is supporting MANGO a not-for-profit organisation whose mission is to strengthen the financial management of Non-Governmental Organisations (NGOs) through training, consultancy, staff recruitment and publishing of practical guides and tools for NGO financial management.

For customers who work in humanitarian aid and development email [marketing@durbin.co.uk](mailto:marketing@durbin.co.uk) for a MANGO CD.



### UK Imports

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 Fax +44 (0)20 8869 6582  
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### Pharmaceutical Exports

Tel +44 (0)20 8869 6500  
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 Email [exports@durbin.co.uk](mailto:exports@durbin.co.uk)

### Clinic Sales

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### Medical Equipment, Consumable supplies and pharmaceuticals

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## Clinic Sales news

We are pleased to announce that Durbin Clinic Sales now has worldwide exclusivity for distribution of the Emmett IUD Thread Retriever.

The long-handled Emmett is a simple, inexpensive and effective alternative to an invasive laparoscopy and usually requires neither analgesia nor anaesthesia.

Clinic Sales has also seen an increase in demand for another of its exclusive products, Dilapan-S.

This synthetic polymer hygroscopic cervical dilator guarantees gentle and predictable dilation of the cervix to facilitate any procedure.

For further information on our sexual health supplies, or to receive the 2008 catalogue please email [cs@durbin.co.uk](mailto:cs@durbin.co.uk)

## New UK distributor for Ismo

Riemser, which recently acquired the UK marketing authorisation for Ismo products (isosorbide-5 mononitrate) from Roche, has appointed Durbin PLC its exclusive UK distributor.

Ismo is indicated for the prophylaxis of angina pectoris with a legal status of POM (prescription-only medicine). It is presented in the following formulation and strengths:

- 60 Ismo tablets, each containing 10mg isosorbide mononitrate.  
Basic NHS price: £3.31
- 60 Ismo tablets, each containing 20mg isosorbide mononitrate.  
Basic NHS price: £4.85
- 30 Ismo Retard tablets, each containing 40mg isosorbide mononitrate.  
Basic NHS price: £10.71

For Ismo preparation orders in the UK please call 020 8869 6583 or fax 020 8869 6567.

For orders in countries where Ismo is not registered please email [exports@durbin.co.uk](mailto:exports@durbin.co.uk)