



DurbinDirections

Saving Lives by Saving Time

FEBRUARY 2006

Welcome

to the February issue of Durbin Directions.



2005 was a busy year for Durbin PLC. We delivered thousands of medical consignments to over 150 countries, launched four new IUD products in

the UK, re-issued the old ECHO Medical Supply catalogue with updated prices and products in Durbin livery, and saw an increasing number of UK hospitals turn to us for their imported medicine requirements.

In this issue, read how we have updated our website www.durbin.co.uk by adding new export pages, published our contraceptive supplies Clinic Sales catalogue for 2006, and how we sent medicines and equipment to Pakistan following the horrific earthquake in October.

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Earthquake Emergency

Durbin PLC has been involved in the healthcare reconstruction of Pakistan following the devastating earthquake that measured a huge 7.6 on the Richter scale.



More than 73,000 people, including many children, lost their lives, tens of thousands were injured and over three million were left homeless. The highest priority, confirmed time and time again, is the need to act quickly and send out the right materials at the right time.

One of our customers – a UK doctor with links to the area – relied on our fast service to supply him with enough equipment and medicines to set up a field hospital in a small village near the epicenter, Muzaffarabad, soon after the disaster struck. Within hours of his phone call he had received his order from Durbin and was flying out with everything he needed to see an average of 700 patients a day, mostly with chest infections, pneumonia, wound infections, fractures and surgical emergencies. Those that were too badly injured to be treated in the village were airlifted by helicopter to hospitals in larger towns.

Durbin PLC also acted quickly when the Ministry of Health and the World Health Organisation reported an increased number of cases of the Congo virus. We donated large quantities of essential medicines to help contain the outbreak.

To find out how Durbin PLC can assist in crisis situations, contact Lilian Darko on +44 (0)20 8660 2220

Success in 2005 for UK Imports Team

2005 was hugely successful for our Pharmaceutical Services team and more customers than ever have switched their routine lines to Durbin PLC. "We gained over 100 new regular customers last year after they initially contacted us in a critical shortage situation and came back after they experienced our excellent service." says Dipti Amin, Durbin's Pharmaceutical Services manager. "We've never been busier and have added several new members to the team."

UK Imports

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Pharmaceutical Exports

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Clinic Sales

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Medical Equipment, Consumable supplies and pharmaceuticals

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Contraceptive Catalogue 2006 bigger and better than ever!

The new 2006 issue of the Durbin Clinic Sales contraceptive supplies catalogue is out now!

It includes details of all our products including four new IUDs launched in the last quarter of 2005. Of particular note are the TT 380 Slimline IUD, which can remain in place for up to ten years, and the UT380 Short IUD, which is the only short-stemmed device with 380mm² copper in the UK. The catalogue also features an extended range of disposables, including single-use stainless steel instruments and four variants of Trojan condoms – the market leader in the USA and now available to healthcare professionals in the UK only through Durbin Clinic Sales.

To request a catalogue, and to find out about other new products in the 2006 issue, please call Colin Parker on 020 8869 6590 or email cs@durbin.co.uk

Website Latest...

We have now updated the Exports section of our website at www.durbin.co.uk. Click on 'Exports' and you'll find a choice between two links - Pharmaceuticals or Medical Supplies.

Go to Pharmaceuticals if you'd like further information about our team who specialise in sourcing and supplying branded medicines to healthcare professionals around the world. Go to Medical Supplies if you are interested in purchasing medical equipment, consumable supplies or generic medicines for use outside the EC. There you can download a full version of our Medical Supply catalogue and order products via an online order form.

