



DurbinDirections

Saving Lives by Saving Time

APRIL 2005

Welcome

to the first issue of Durbin Directions for 2005...

2004 was a great year for Durbin PLC! We increased our portfolio of services last year by introducing our Clinic Sales division offering all methods of reversible contraception and a range of clinical requirements. As a result of this continued growth, we acquired a new 12,000sq ft warehouse close to Heathrow airport and we now store larger quantities of medicines and equipment. We're also really proud of some of our recent achievements, a few of which are mentioned here...



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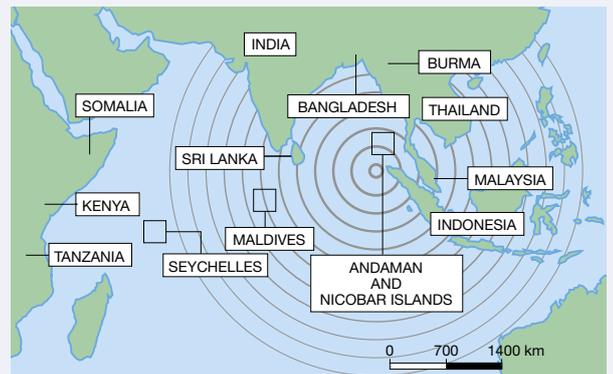
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Medical relief for Tsunami victims

The devastation caused by the horrific Tsunami stunned the world.

Durbin's medical supply team received an ever-increasing list of requirements, all with a 24-hour turnaround. In addition, the company made a financial contribution

and donated a large quantity of essential items. With the re-construction well underway, Durbin PLC coordinated and partly paid for the freight of £74,000 worth of donated medical supplies to the Maldives. We have also been involved in coordinating and air freighting medicines donated by various manufacturers. So far, with our help, over £1,300,000 worth of pharmaceuticals have been flown to Sri Lanka.



Lillian Darko, Head of Sales at our Coulsdon Office says, "As financial donations poured in, our customers kept sending longer and longer lists requesting medical supplies". Nigel Hussey, Warehouse Manager comments, "We hold large quantities of stock for emergency situations. My team were able to bring together all essential items and dispatch the goods on time".

New Catalogue

The new Spring/Summer issue of the Durbin Clinic Sales catalogue includes details of two new exciting products – the combined uterine sound and cervical dilator (it's disposable, flexible and sterile) and the foam diaphragm demonstrator, which shows how to locate the cervix easily and fit a diaphragm accurately. It also lists two products new to the UK that we're distributing exclusively – the first non-latex diaphragms (Milex) and the IPAS range for the WHO, UNFPA and UNICEF-recommended Manual Vacuum Aspiration procedure for T.O.P. For a copy of the catalogue, further details and/or competitive prices, call Colin Parker on 020 8869 6590 or email cs@durbin.co.uk

Website Enquiries

It's now even easier for you to contact us by filling out an enquiry form on the 'Contact Us' page – www.durbin.co.uk. Simply type in your contact details, write your comments in the box provided and select the relevant department. A member of staff will contact you promptly to help with your enquiry.



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Durbin Imports locates hard-to-find medicine

Once again our Pharmaceutical Services team showed its strength, tracking down a product everyone else had thought to be unavailable.

On 20th January we had a request from a UK hospital pharmacist for a medicine discontinued in the UK. The hospital urgently contacted its normal channels to source the product and also phoned Durbin for help. Within 24 hours we had found a source and confirmed availability and a price. The pharmacist placed an order and spread the word to three other hospitals experiencing the same problem and they also contacted us.

Dipti Amin, Pharmaceutical Services Manager says, "UK hospital pharmacists are taking an interest in our service. When they benefit from our extensive purchasing network, especially for a clinical emergency, they're only too happy to share their experience with colleagues from other hospitals".

MD meets UAE Minister of Health

Leslie was introduced to the United Arab Emirates (UAE) Minister of Health – His Excellency Hamda Abdu Rahman Al Midfa – on a recent seven-day business trip to the Middle East. Our MD's visit to Dubai also included meetings with existing customers and with delegates from Iraq, Saudi Arabia, Lebanon and Jordan.

