



DurbinDirections

Saving Lives by Saving Time

FEBRUARY 2009

Welcome

to the February issue of Durbin Directions

We had a very busy end to 2008 – putting together two new catalogues, recruiting new staff, urgent medical deliveries, and signing new distribution agreements. I would like to take this opportunity to wish you all a very happy and prosperous new year!



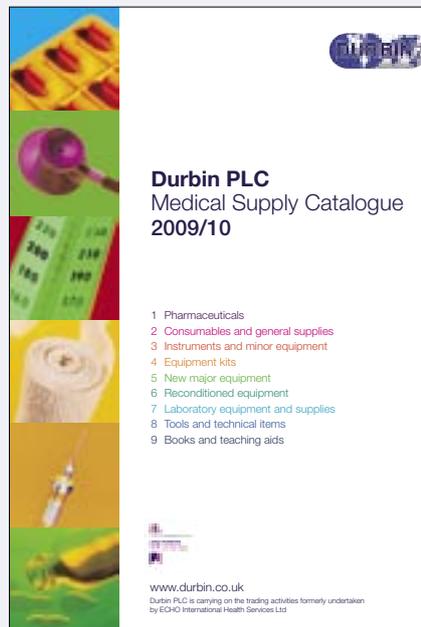
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New catalogue



The new Medical Supply Catalogue is out now!

The 2009/10 issue is packed full of pharmaceuticals, consumables, instruments, equipment and much more!

This catalogue is aimed at healthcare professionals who work outside of the EC and rely on a one-stop shop for competitively priced medical products.

Our medical supplies team deal with healthcare supply needs from local project level to national scale programmes. We work closely with the not-for-profit sector delivering medical products to aid agencies involved in healthcare reconstruction and emergency projects worldwide.

For a free copy of our 2009/10 Medical Supply Catalogue, please email marketing@durbin.co.uk or download it from our website by visiting www.durbin.co.uk and clicking 'International Sales, Medical Supplies'.

New Sales Manager

We are delighted to announce the appointment of Alf Webb as Manager of our International Sales Department (formerly Export Sales).

"I am absolutely thrilled to have recently joined Durbin PLC. I bring with me over 25 years pharmaceutical experience gained with some leading blue chip companies such as GlaxoSmithKline and Alliance Unichem.

We have some great plans in place for 2009. These include a new look bi-monthly promotional offer bulletin and other initiatives allowing us to service all of our customers more effectively, offering better pricing and product availability.



I look forward to working more closely with you throughout 2009 and beyond!"

Phytex Distribution

Wynlit Laboratories has appointed Durbin PLC as the sole distributor of Phytex Paint x 25mL. Supplies of Phytex are available from Durbin PLC or from your local wholesaler.

To place an order, please call 020 8869 6583, fax 020 8869 6567 or email j.mills@durbin.co.uk



UK Imports

Tel +44 (0)20 8869 6555
Fax +44 (0)20 8869 6582
Email imports@durbin.co.uk

International Sales

Tel +44 (0)20 8869 6500
Fax +44 (0)20 8869 6565
Email intsales@durbin.co.uk

Clinic Sales

Tel +44 (0)20 8869 6590
Fax +44 (0)20 8869 6592
Email cs@durbin.co.uk

Medical Equipment, Consumable supplies and pharmaceuticals

Tel +44 (0)20 8660 2220
Fax +44 (0)20 8668 0751
Email cataloguesales@durbin.co.uk

Clinical Trials Procurement

Tel +44 (0)20 8869 6525
Fax +44 (0)20 8869 6563
Email clinicaltrials@durbin.co.uk

Marketing

Tel +44 (0)20 8869 6570
Fax +44 (0)20 8869 6567
Email marketing@durbin.co.uk

Clinic Sales

The 2009 Sexual Health Supplies catalogue is bigger than ever!

We have introduced new sections – Paper Products, Dressing Packs and Pharmaceuticals – as well as increasing the number of product images to aid your purchasing. Durbin Clinic Sales truly is the one-stop-shop for your sexual health supply needs! To view the full range of products we offer, or to download a copy of the catalogue, please visit www.durbin.co.uk and click on 'Clinic Sales'.

If you would prefer to receive a hard copy of the catalogue, please email cs@durbin.co.uk



New Staff

We are also pleased to announce a new addition to our Clinic Sales team. Dave Morris has recently joined Durbin PLC as Territory Manager for the Midlands region in the UK. Dave has a wealth of experience in the fields of contraception and sexual health in the Midlands, having worked with several pharmaceutical companies in this area over the last 29 years.

Fomepizole to Nigeria

In December, fifty one children in Nigeria died and a further forty were hospitalised after being given a teething mixture contaminated with diethylene glycol, a toxic substance normally used in engine coolant.

A Nigerian relief agency contacted the National Poisons Unit at a leading London hospital, who in turn put them in touch with Durbin PLC as their supplier of Fomepizole (antidote to alcohol/glycol poisoning). Durbin PLC acted quickly and sent 100 packs of the life-saving medicine to the agency.

Dipti Amin, Pharmaceutical Services Manager, commented "I have no doubt that without the speedy response of my team in delivering the antidote many more children would have died."

The authorities closed down the manufacturer of the teething mixture, along with one of its suppliers.