

DurbinDirections

Saving Lives by Saving Time

MARCH 2010

Welcome

to the first issue of Durbin Directions in 2010!

I would like to wish a prosperous new year to all our customers! The current economic climate has been difficult for many companies, but I'm happy to say that Durbin has continued to go from strength to strength. 2009 was another successful year for the company and the last few months have been as busy as ever. In this edition read about our new Sexual Health Supplies catalogue; learn how we helped the Manchester Royal Eye hospital send equipment to Nigeria, and, how in recent weeks, we have been busy supplying first-response drugs and equipment to Haiti following the tragic earthquake there.



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Sexual Health Supplies

Since its launch in 2004, we're proud that our Sexual Health department has become the number one choice for supplies in the UK.



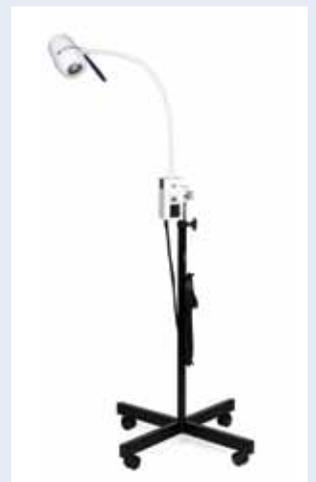
The new 2010 Sexual Health Supplies catalogue is out now and this year our already extensive product range is supplemented by several new products including ellaOne – the new emergency contraceptive that is licensed for five days after unprotected intercourse; the Deep Implant Removal Kit, which contains everything you need to remove deep and/or difficult Implanon, and the Ipas WomanCare Kit, which is a single use pack for incomplete miscarriage or TOP. Additionally we have introduced two new testing kits. The Drink Detective checks alcoholic beverages for the common 'date rape' drugs before consumption, and the Drug Screening Card simultaneously detects five common Drugs of Abuse in a single urine sample. Durbin Sexual Health Supplies truly is the one-stop-shop for all 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 or need help to find the product you are looking for, please email sexualhealth@durbin.co.uk. Alternatively, call our Sexual Health Supplies team on 020 8869 6590 who are always happy to help.

Haiti

Durbin has been working with several major relief organisations to provide emergency help in Haiti after the tragic earthquake which has killed thousands of people. So far, we have supplied a number of first-response drugs, including anaesthetics, antibiotics and disinfectants. We have also sent vital equipment including many mobile operating lights which can be run from a car battery in areas without mains electricity. Durbin's warehouses located near Heathrow airport, our database of over 20,000 products and speed of delivery, combine to give Durbin the unique ability to respond quickly to large-scale disasters.

To find out how Durbin PLC can assist in crisis situations, contact cataloguesales@durbin.co.uk or call +44 (0)20 8645 5850.



New fridges

Reflecting growing demand for fridge-line items, Durbin has recently invested in extra walk-in fridges – increasing our capacity by 300%. We have also installed a standby generator which will produce electricity in the event of a power cut. As many pharmaceuticals are required to be stored between 2-8°C, it is important that customers choose a supplier with expertise in both storage and shipment of these 'fridge lines'. Our ability to store and ship worldwide in validated boxes with up to 96 hours guaranteed temperature control means that more and more companies are turning to us for their fridge line requirements.

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 6501
 Fax +44 (0)20 8869 6565
 Email intsales@durbin.co.uk

Sexual Health Supplies

Tel +44 (0)20 8869 6590
 Fax +44 (0)20 8869 6592
 Email sexualhealth@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 Supply

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

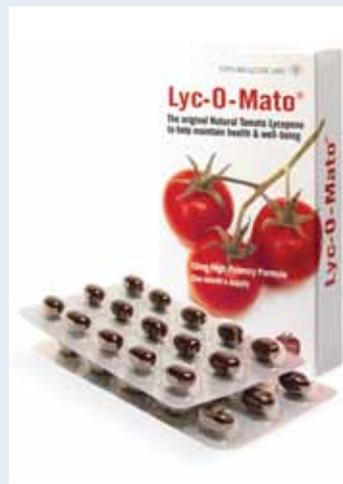
Manchester Royal Eye Hospital

At the end of last year, our Logistics department received a call from Manchester Royal Eye Hospital. The hospital was relocating and wanted to donate equipment to its sister hospital in Nigeria. Lacking experience in shipping medical equipment abroad however they needed some specialist help and advice. With a deadline of just three days, our expertise was called into action and we didn't disappoint. Some of the problems we faced included hospital patients still in their beds waiting to be moved; operating microscopes still attached to the ceiling, and issues concerning our getting authority to move anything until the hospital was officially declared closed. Gloria Sanusi, Durbin's Dispatch & Documentation Manager, was happy to donate a variety of packing supplies to help make the move easier. We also arranged a 40ft container to ship the goods, and advised the hospital to obtain the relevant documentation from the Nigerian Federal Government to minimise payment of duties and taxes on the goods. The transfer of equipment, which included beds, mattresses, theatre trolleys, ultrasound scans and biometry equipment was a great success and we are delighted that our experience and knowledge could be put to use for such a worthy project.

Major International Shipment of Swine Flu kits

The recent swine flu pandemic saw Durbin having to recruit a team of temporary staff to cope with one particular shipment of kits which we were asked to prepare for a major relief organisation. In all, this particular shipment consisted of 6500 kits to 20 countries – 17 countries in Africa and 3 in Eastern Europe. Durbin PLC, however, is equally happy to supply pharmaceuticals, consumables and equipment in any quantity, so whatever your requirements, big or small, make sure you call us on +44 (0)20 8869 6501 for a competitive quote.

Lyc-O-Mato



Both professionals and patients alike are becoming increasingly open to the possibility of alternative healthcare, and in recent years alternative medicines have become a growth area of Durbin's portfolio. One product that is proving particularly popular at the moment is Lyc-O-Mato and we are pleased to have been appointed as the official distributor. The link between eating tomatoes and a reduced risk of prostate cancer has been known for some time, and recent figures have shown that eating tomatoes also reduces high blood pressure. Each Lyc-O-Mato capsule is made from specially modified grown tomatoes, and is equal to five tomatoes.

For further information about Lyc-O-Mato, please email intsales@durbin.co.uk or call +44(0)20 8869 6501.