



# DurbinDirections

Saving Lives by Saving Time

MAY 2006

## Welcome

to the May issue of  
Durbin Directions

As always it's been all go here in the Durbin offices. As sole distributors of Orgaran, we've been working closely with their brand manager so more UK professionals are aware of where they can buy it – from us! We've also beaten our own Durbin record in sourcing and delivering three products in the shortest time ever. That's what teamwork is all about.



*Leslie Morgan*

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## Supply Shortage in Iceland

At 10.00 on Wednesday 8 March we had a life-or-death request from a long-standing customer in Reykjavik, Iceland. A baby with HIV urgently needed three medicines.

By 11.00, all three products had been sourced and were on their way to our warehouse from different UK locations. It was agreed that the fastest option was for our customer to fly to London Stansted airport and pick up the medicines at the security section. The baby was administered the medicines that evening and made a dramatic improvement.

Elizabeth Monsey, Team Leader for our Pharmaceutical Exports division says, "The moment I took the call, the urgency of the situation was clear. The priority was to make sure all the links in the chain were in place. The part I played in saving a baby's life – however small – made me realise I do make a difference."

## Durbin supports big marketing campaign for Orgaran

Organon Laboratories are currently running an ad campaign in the UK for Orgaran (sodium danaparoid) – licensed for and widely recognised as one of the best solutions to Heparin Induced Thrombocytopenia (HIT). As the sole distributor of this potentially life-saving product, Durbin PLC is backing up the campaign by making it easier than ever for our UK hospital customers to buy from us with a new on-line, easy-to-use order form at [www.durbin.co.uk](http://www.durbin.co.uk). Customers outside the UK can order as usual via our pharmaceutical exports sales team – see overleaf for our telephone number and email address.



## Durbin/NANCSH Award Winner

Congratulations to Susan Myers, 2006 winner of the Annual Durbin/NANCSH Sexual Health Nurse of the Year Award. Susan was presented with a £1000 cheque by MD Leslie Morgan for her 'Condom Café' project in Chalfont St. Peter. "The standard of entries for 2006 represented some innovative work and the decision was difficult, but Susan's project stood out because of the way she addressed the problem of a group of young people with no easy access to contraceptive services. In effect, Susan took the Clinic to the clients and quickly established both herself and the Condom Cafe as regular features of college life." says Linda Hayes, chairwoman of NANCSH.

### UK Imports

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### Clinic Sales

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### Medical Equipment, Consumable supplies and pharmaceuticals

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## Durbin supplies 80 beds and mattresses in the Gambia



Anita Smith, the head of a UK-based charity and one of our Medical Supplies customers, is building a children's hospital ward in the Gambia.

A neonatal unit with eight sustainable light-bulb incubators has been tailor-made, and Durbin is supplying 80 medical and surgical beds. Anita is pictured above with members of a midland based Rotary club who helped raise the money to buy the beds.

Lilian Darko, Medical Supplies Division, Head of Sales, says, "This is a fantastic project that will hugely improve medical care for the local community. We have also donated enough mosquito nets for the entire ward. People like Anita are an inspiration to us all."

## Leslie meets the Prince at Clarence House



Once again our MD Leslie Morgan has been mixing with royalty! In February he was invited to Clarence House, the home of Prince Charles, to discuss the work of healthcare-related charities around the world. Leslie explained to the Prince how Durbin is set up to respond to requests from aid agencies for urgent medical supplies following humanitarian disasters.