



# DurbinDirections

Saving Lives by Saving Time

SEPTEMBER 2006

## Welcome

to the September issue of Durbin Directions

Summer 2006 has been filled with new product launches, product promotions and new distribution agreements in the UK. On the international front, a number of us will be making our annual trip to Expopharm in Germany this month. I look forward to meeting some of you in the very near future...



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## Launch of Clairette 2000/35

July saw the exciting launch of Clairette 2000/35 in the UK for the treatment of severe female acne and moderately severe hirsutism. The product will be presented as calendar packs of 63 tablets (3x21) at a basic NHS price of £5.90.

Len Cretney, Managing Director of Stragen UK comments, "We are delighted to have appointed Durbin Clinic Sales to distribute Clairette in the UK. Their expertise will allow our product to be highly visible within the market place."



Colin Parker, Manager of Durbin Clinic Sales adds, "If all the prescriptions currently issued for Dianette\* were changed to Clairette, the NHS would save approximately £2.6 million each year, and in contrast to generic prescriptions, the patient would have the reassurance of recognising the distinctive branded pack. The price of Clairette is even lower than the generic equivalents."

For Clairette, contact our Clinic Sales department on 020 8869 6590.

\* Trademark of Schering Health Care Limited

## Lebanon Crisis

As we write, the Israel-Lebanon crisis enters its fifth week. From the very outset, aid agencies have been contacting our medical supply team to order pain killers, asthma and heart medications, tranquilizers and antibiotics. As always in these situations we have had to act quickly and supply exactly what is needed on the ground. We've also minimized potential product damage by using specialist packaging so that stocks can cope with the long journey and poor road conditions.

As we have done several times in the past, after the earthquake in Pakistan and after the tsunami in Asia for instance, Durbin PLC plans to donate medicines and medical supplies through WHO recommended initiatives. For humanitarian aid orders, contact our medical supply team on +44 (0)20 8660 2220.

## Exclusive Distribution

Durbin PLC has been appointed as the exclusive UK distributor for Cholediam – used for hepatobiliary scintigraphy, a first-line exam on an emergency basis for suspected acute cholecystitis. To order, please call 020 8869 6583, fax 020 8869 6567 or email [j.mills@durbin.co.uk](mailto:j.mills@durbin.co.uk)



### UK Imports

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

### Pharmaceutical Exports

Tel +44 (0)20 8869 6500  
Fax +44 (0)20 8869 6565  
Email [exports@durbin.co.uk](mailto:exports@durbin.co.uk)

### Clinic Sales

Tel +44 (0)20 8869 6590  
Fax +44 (0)20 8869 6592  
Email [cs@durbin.co.uk](mailto: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](mailto:cataloguesales@durbin.co.uk)

### Clinical Trials Procurement

Tel +44 (0)20 8869 6525  
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Email [clinicaltrials@durbin.co.uk](mailto:clinicaltrials@durbin.co.uk)

### Marketing

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

## TT 380 Demonstration

A demonstration showing how to load the revolutionary TT 380 Slimline IUD can now be found on the Clinic Sales page of our website. The video, which lasts two and a half minutes, reveals how easy it is to fit the TT 380 because no clumsy loading capsule is needed.

Durbin receives a large number of enquiries about this product on a daily basis, and it is proving to be a real success with clinicians in the UK. The TT 380 Slimline has the 'gold standard, banded copper T' efficacy recommended by NICE and can remain in place for up to ten years.



The updated Clinic Sales page also allows you to download sections of the 2006 catalogue for all your contraceptive supply needs. Visit [www.durbin.co.uk/clinic\\_sales.htm](http://www.durbin.co.uk/clinic_sales.htm)

## The Final Frontier



We are proud to announce that we now supply to all seven continents following a recent order from an island in the Antarctic and we sell to over 150 countries worldwide. To reflect the increased demand for Durbin's global services, our website is now available in four languages – English, French, German and Spanish.