



DurbinDirections

Saving Lives by Saving Time

NOVEMBER 2004

Welcome

to the November issue of Durbin Directions

We have recently launched another service, focusing on supplying reversible methods of contraception to family planning clinics and GPs around the UK. We have also acquired a larger warehouse, allowing us to stock even more medicines and equipment so that our customers are guaranteed the fastest delivery possible. Read about some of the things Durbin has been doing to help in crisis situations, as well as my meeting with the President of the Bulgarian Red Cross.



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Clinic Sales

We are pleased to announce the launch of our Clinic Sales division.



Headed by Colin Parker, who has worked exclusively in Family Planning sales and supply for over 12 years, this new department offers GPs, family planning clinics and charities in the UK a one-stop contraceptive shop. We supply the complete range of reversible contraceptives at competitive prices, offering a fast delivery service. "There are several new and exciting developments in contraception that will be launched in 2005. We are already in negotiation with the manufacturers to ensure that Durbin Clinic Sales will be amongst the first sources of supply", says Colin. For a free catalogue or further information, please contact Colin Parker, Clinic Sales Manager, on 020 8869 6590 or email cs@durbin.co.uk

Bulgarian Red Cross

Leslie went on a four-day mission to Bulgaria in June, where he visited some of the clinics and hospitals that have benefited from his, and other companies', donations of medical equipment and pharmaceuticals.



Leslie met the senior members of the Bulgarian Red Cross, including their President Hristo Grigorov (second from left), and Dr. Todorovska and Mr Djerassi of the JDC. He also had the pleasure of meeting the Deputy Minister of the Bulgarian Ministry of Health, Professor Ognjan Hinkov.

No job too big or too small!

Our new warehouse enables us to despatch shipments of any size.

This gives us the flexibility to send and receive goods earlier and later than before, especially in crisis situations. For example, we were asked to send cancer drugs, antibiotics, surgical consumables and disposables to Iraq in August – almost filling an aeroplane. At the other end of the spectrum, we received an order for a few pieces of vital medical equipment which was part of the UK government's consignment for the Darfur crisis in Sudan.

UK Imports

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Pharmaceutical Exports

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Clinic Sales

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Medical Equipment, Consumable supplies and pharmaceuticals

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New Warehouse

We recently acquired a new 12,000 sq ft warehouse close to Heathrow airport.



Our entire distribution system is now managed on one site which enables us to deal with all despatch routes more efficiently. Durbin's customers benefit as we can store larger quantities of medicines and equipment, facilitating quicker and more efficient deliveries. Nigel Hussey, Durbin Warehouse Manager, says "Moving our logistics team to the new warehouse allows us to deal with more orders and speed up the packing and despatch process. The change in structure has already had a positive impact on our delivery system."

UK Pharmaceutical Import Market update

Thanks to our recent UK hospital marketing campaign, an increasing number of hospitals have turned to Durbin PLC for their regular imported pharmaceuticals, hard-to-find medicines and products for critical emergency situations.

In addition, more and more dispensing GPs and retail chemists are frequently purchasing from us. This is a result of our growing database of products, 40 years of export experience and our specialist knowledge of the UK market. The Pharmaceutical Services team can offer tailored services to supply the following categories of medicine:

- Importation of unlicensed/named-patient supplies
- UK product discontinuations
- UK supply shortages
- Orphan drugs

Dipti Amin, Pharmaceutical Services Manager, says, "We provide a one-stop service where a quick phone call, fax or e-mail is all it takes for a busy healthcare professional to find what they need reliably, quickly and cost-effectively."