



DurbinDirections

Saving Lives by Saving Time

AUGUST 2008

Welcome

to the August issue
of Durbin Directions

Read about our success at the Business Excellence Awards, as well as the achievement of one of our long-standing customers. Our Clinic Sales Manager has been busy in New Orleans, and one of our medical engineers will soon be flying to Equatorial Guinea. It's all in a day's work at Durbin!



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Awards Success

We are very excited to announce our success at the recent Business Excellence Awards.



Durbin PLC won 'SME of the Year', an award which recognises business achievement in the challenging field of small to medium-sized enterprises. Durbin's Managing Director, Leslie Morgan, was at the ceremony to collect the award. "I'm very proud to win this award and would like to thank all my staff at Durbin PLC for their hard work supplying pharmaceuticals, medical equipment and consumables to healthcare professionals around the world." We are also proud to say we came second in three other categories – International Trade and Exporter of the Year, Entrepreneur of the Year and Business of the Year. The award organisers said it is unprecedented for one company to do so well in four categories in the same year.



Urgent delivery to Poland

On Tuesday 29th April 2008, our Pharmaceutical Exports team received an urgent request to send a medicine to Poland.

A one-month old baby boy with a heart problem needed this medicine immediately which was unavailable in his country. With the help of Durbin's dedicated team and freight expertise, the medicine was on its way to the patient less than 24 hours after the original request. We are happy to report that the baby is recovering well.

Customer awarded MBE

Congratulations to Anita Smith, who was awarded an MBE in the Queen's Honours list in June. Anita is the head of a UK-based charity and one of Durbin's long-standing customers. She has been instrumental in building a children's hospital ward in the Gambia. If you would like to donate money to Anita's charity, the Bansang Hospital Appeal, please contact cataloguesales@durbin.co.uk

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Emmett in the USA

The UK success of the Emmett IUD Thread Retriever has crossed the Atlantic and has proved a big hit at a 3-day conference in New Orleans.

Colin Parker, Manager of Clinic Sales, recently attended the American College of Obstetricians & Gynaecologists annual show along with 3000 delegates. Colin says, "The response from delegates far exceeded our expectations. We received many enquiries from American clinicians as well as potential distributors of the Emmett from the USA, France, Spain, Italy, Japan and Brazil".



The long-handled Emmett is a simple, inexpensive and effective alternative to an invasive laparoscopy and usually requires neither analgesia nor anaesthesia. For further information about the Emmett IUD Thread Retriever, please email cs@durbin.co.uk

Equatorial Guinea

Next month, one of Durbin's medical engineers will be flying to Equatorial Guinea where a customer has recently purchased some medical equipment from us.

One of our not-for-profit sector customers has donated the equipment to a regional maternity hospital in the central African country. Andrew McDowell will install the new equipment and train local technical staff on how to use and maintain it. "I'm excited to have the opportunity to visit one of the hospitals we regularly supply equipment to, and to ensure it is set up and working well." We will let you know how Andrew got on in Equatorial Guinea, in the next issue of Durbin Directions.