

From one item to an order of thousands



By Leslie Morgan

Managing Director Durbin PLC. Morgan is a member of the Royal Pharmaceutical Society of Great Britain

I am thrilled to report that we are receiving an increasing number of pharmaceutical orders from the Middle East, so I'm going to take this opportunity to introduce you to one of our other business divisions that you might also find interesting.

In the past, our Medical Supplies division mainly supplied pharmaceuticals, medical equipment and consumable supplies to the not-for-profit sector. Their customers tended to be large multi-lateral agencies that oversee international healthcare emergencies and disasters and small charities that fund projects in rural communities.

When Durbin supplied essential items to those injured in the Iranian earthquake, Asian Tsunami and recent

Lebanon crises, it was the Medical Supplies division team (which includes an impressive role call of nurses, pharmacists and medical engineers) who handled the workload.

Supporting the aid agencies is still an important part of their day-to-day work. Nowadays, however, the team is also set up to supply medical products to sophisticated medical establishments, such as large teaching hospitals and private practices, as well as rural healthcare clinics.

No project is too big or small. Only recently we sent thousands of asthma inhalers to refugees in Jordan, Syria, West Bank and the Gaza Strip. And it's also possible to order single items – for example, last month we received an urgent request for one pack of IntronA – an immunomodulating drug – after the manufacturer of the drug, Schering Plough, suggested to the customer to contact Durbin PLC.

The feedback from customers is that they find this service exceptionally convenient. The stock we hold at any one time exceeds one million pounds sterling, which enables us to supply products quickly in emergency

cases and means we've usually got whatever you're looking for.

And, we have such good relations with manufacturers that they often earmark products for us, so we have instant access to an even wider range of stock.

In fact, we can almost always find whatever you're looking for and can despatch it to many regions of the world, including many remote areas. We're a listed airline agent, which means we bypass a lot of customs paperwork for a faster service. Remember – we supply 150 countries in all seven continents. And, of course, like all Durbin services and products, anything you order from the Medical Supplies division will be competitively priced.

Thanks to the encouraging growth of our Medical Supplies division we've put together a new 180-page catalogue for 2007 – the division has more than 14,000 products on its database. The catalogue is available online at www.durbin.co.uk.

It must be emphasised that the team can source products not found in the catalogue.

I wish you all a happy and peaceful 2007. ■

Durbin PLC is a British company based in South Harrow, London. Established in 1963, the company specialises in supplying quality assured pharmaceuticals, medical equipment and consumable supplies to healthcare professionals and aid agencies in over 140 countries. As well as reacting rapidly to emergency situations, Durbin PLC responds to healthcare supply needs from local project level to national scale programmes.

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