

French ET Congress

At the French ET Congress in Bordeaux this summer, competition winner Lionel Gey was delighted with his bottle of Baileys Irish Cream and two Irish crystal glasses!

Cohesive SLIMS® were launched 18 months ago in France and they have been

growing rapidly in popularity ever since. Nurses are choosing Cohesive SLIMS® as they offer a preventative measure to ostomates, who would previously have used no skin protector. They know Cohesive® is a skin protector that they can rely on.



Pictured: Lionel Gey, Jenny McIlroy and Roseline Benarfa, Product Specialist, B Braun.

New Face at Eakin



Ben Mahood

It is with great pleasure that we introduce you to the latest member of staff to join our Research & Development Department.

Ben graduated from Queen's University Belfast with a First Class Masters in Product Design and Development in June 2008.

He previously worked as a

CAD design engineer for a local engineering company before embarking on the Knowledge Transfer Partnership in conjunction with Queen's University Belfast in June of this year.

Ben is working closely with Aaron Hewitt as he develops an exciting new product range for the company. Watch this space.....

Eakin Awards Pharmacy Student

TG Eakin Limited further strengthen their link with Queen's University Belfast by sponsoring an award for the pharmacy students.

This year, the TG Eakin prize for Distinction in Level 2 Principles of Drug Actions was awarded to Katherine Parks from Waringstown, Northern

Ireland.

The award was presented at the Pharmaceutical Society Dinner held in the Europa Hotel earlier this month. We wish Katherine continued success in her degree.

Pictured: Katherine Parks receiving her award from Tom Eakin.



Welcome Saudi Arabia!

We would like to welcome Husn Al Emirat Est as the most recently appointed Eakin distributor. Husn Al Emirat Est are a medical distributor, who

now have exclusive rights to distribute Eakin products in Saudi Arabia. We look forward to working with Husn Al Emirat Est and wish them all

the best for their new venture.



Dear Readers,

Welcome to the autumn issue of everyday eakin.

In this issue we are proud to introduce our new PELICAN Paediatric Convex Pouch. It has been used with great success in stopping leakage where the stoma is particularly flush or retracted. The pouch shares the benefits of the soft convex pouches, so it is kind and gentle to the skin. Please see the inside spread for some case studies and details of the complete paediatric package offered by TG Eakin Limited.

Many of our distributors are reporting that they are increasingly under pressure from authorities to reduce the

price of our products. Many governments are undertaking reviews of ostomy supplies and putting pressure on manufacturers. At the same time, the manufacturers are under additional strain of increasing costs of materials and labour.

We have worked with many distributors to develop strategies for sales growth and to highlight to authorities the high quality and cost effectiveness of our products. If you face these or similar issues, please discuss them with us so that we can work with you on a strategy to ensure our customers do not suffer as a result of the current

economic cutbacks.

Lastly, thank you for inviting us to your autumn/winter conferences, we have thoroughly enjoyed meeting with you and your nurses as we celebrate Cohesive®'s 30th birthday.

Enjoy this issue!

Best Wishes

Jenny



R&D remains a priority at TG Eakin Limited



Jeremy Eakin with Northern Ireland's Enterprise Minister Arlene Foster (photograph courtesy of Newtownards Chronicle).

Here at TG Eakin Limited we are currently undertaking two development projects worth over £1.5million, supported by Invest Northern Ireland. The first will create a new stoma care product which aims to enhance the comfort of patients and the second will dramatically improve the company's process capability.

Northern Ireland's Enterprise Minister Arlene Foster visited our premises this summer,

to view the progress and enhancements made to date. The Minister commented: "TG Eakin has grown from a small local company to become a global supplier in the industry. This major investment by a family run company highlights its longstanding commitment to developing new highly advanced products for global markets."

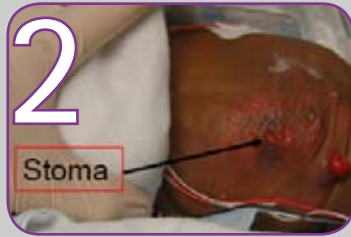
Cohesive

Case Study courtesy of Pia Petersen, Focuscare, Denmark.



- 5 year old girl had to change her appliance 5-6 x per day, even though she was also using a Hollister ADAPT seal.
- She changed to a large Cohesive® Seal, then achieved 24 hour wear time, skin is very healthy.
- She then changed to a small Cohesive® Seal and achieved 48 hour wear time!

Case Study courtesy of Michelle Rice, USA.



- 13 day old, 1.4kg neonate born at 30 wk gestation.
- Flush ileostomy & mucous fistula.
- Significant peristomal breakdown & pain.
- Inability to maintain pouch seal.



- Cohesive® Seal applied to the pouch flange.



- Final wear time with a Cohesive® Seal was 12-14 hours.
- Skin allowed to heal.

Cohesive SLIMS®

Case Study courtesy of Louise Forest-Lalande, WCET President.



- Eroded flange after a few hours wear time.
- Baby with a poor protruding stoma and red sore skin.
- Appliance had to be changed 6 x per day.



- Cohesive SLIMS® seal in position under the appliance.
- Leakage stopped.
- Skin allowed to heal well.
- More than 24 hours wear time.

Wound POUCHES

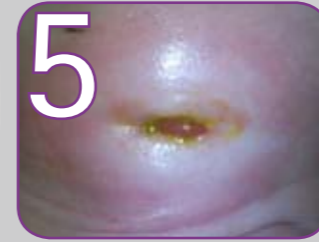


- Using a small Eakin Wound Pouch™ (45 x 30mm) on a baby.
- The Cohesive® skin barrier on the pouch protects the skin, absorbing moisture and neutralizing harmful digestive enzymes.

NEW

Case Study courtesy of Judy Wells, Australia.

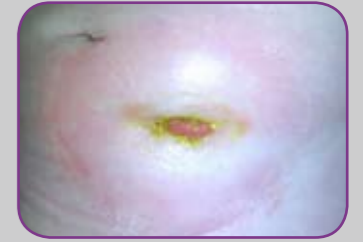
PELICAN Pouches PAEDIATRIC CONVEX



- Child with a flush / retracted stoma.
- No pouches tried would stay on without leakage.
- Skin was deteriorating.



- Tried PELICAN Paediatric Convex and it worked immediately with 2 days wear time.



- Skin condition improved.

"Finally a company has listened to stomal therapists and produced an appliance of equal quality to that of adult pouches."

Case Study courtesy of Loreto Pinnuck, Australia.



- 3 day old baby had an ileostomy created in a suture line due to Hirschsprung's Disease.
- Pouch had to be changed 4-5 x per day.



- Switched to a PELICAN Paediatric Convex Pouch and achieved outstanding results.
- **Wear time increased to two days.**

Case Study courtesy of Martina Steinbeiss, Austria.

PELICAN Pouches PAEDIATRIC DRAINABLE



- PELICAN Paediatric Drainable Pouch used with great success on this little girl from Cameroon.

Paediatric Solutions from Eakin

