

# KEBOMED



## Enteral Division Newsletter – July Edition 2025

Welcome to our first edition of enteral division newsletter. This newsletter will be produced on a quarterly basis to keep you abreast of changes, new additions and newsworthy sound bites as we commence our journey in the enteral market.

We have already seen some exciting developments within Kebomed, and we are not even a year into the business in our supply of the AMT medical devices and bridles.

However, we have had some challenges too over the last few months with regards our continuity of supply to the NHS, homecare companies and patients alike. This I know has been extremely frustrating for each of you, as health care professionals, suppliers and more importantly upsetting and painful for patients, who are at the core of what and why we do what we do.

The main reason for these challenges has been the increased demand for AMT brands as the product of choice for your patients providing comfort and reliability as a feeding route. We have also seen a real change in product mix from the previous provider, and we believe this is mainly due to our competent, friendly and experienced sales team who are 100% there to support, train and meet your requirements now and in the future.



During this time, we have moved our location from Cullompton, Devon to Alton, Hampshire. This has been a strategic decision to support our continued growth of the business and to improve our operational efficiency. The new location offers enhanced facilities and better logistical access for our suppliers and couriers, being more easily accessible by air, ship and motorway networks.

On the left is an example of one of the many rows of products.



*Parcel statistics – since starting we have now shipped out 11,023 parcels*



### New framework – to go live 14 July

Hot off the press – the new framework will be going live from 14 July, and we are pleased to inform you that our range will be listed for ease of ordering and many products will be held as stock items. We will inform you of the NHS codes once we have received these from NHSSC.



We are proud to celebrate with AMT on their 40<sup>th</sup> anniversary of producing innovative products made in the USA – created by patients for patients.

A focus this newsletter is on the **New Bridle Pro – nasal tube retaining system** – for both adult and paediatric patients – a few examples for the rationale for use are as follows:



#### 16.7 x Less Likely to Have One More Dislodgement:

Bridled patients were significantly less likely to experience additional tube pull-outs.



#### 14-Day Reduction in Hospital Stay:

Children with bridled NG tubes were discharged, on average, two weeks earlier than those with unbridled tubes.



#### 3.3x Less Likely to Have an Additional Tube Placed:

Improved securement resulted in fewer replacement procedures.



**For information regarding Blended diets and our devices – the AMT products have demonstrated effectiveness in delivering blended diets.**

*However, when determining the composition and volume of nutrition, it is crucial to remember that all devices share the same limiting factor: the ENFit and feed set connections.*

**For more information on Kebomed and AMT product range - visit our website**

<https://www.kebomed.co.uk/products/amt-enteral-devices/>

Or contact us on [enteral.sales@kebomed.co.uk](mailto:enteral.sales@kebomed.co.uk) / Phone 01884 266377

Any feedback would be greatly appreciated as we see this as a gift. Look forward to hearing from you.

**Ann Gawthrope, Head of Enteral Division**