



# in touch

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## Facelift for our website

In today's fast-paced online world, websites age faster than their audiences. So we've treated our website to a facelift...

On the general Ansell Healthcare Europe [home page](#), you'll now find an eye-catching and clear overview of our three business lines, an events outline and short-cuts to hot topics, such as new products or client testimonials. Clicking on the [professional healthcare](#) button brings you to a similar page, with direct access to the three main sections for healthcare professionals: [medical gloves](#) and [educational](#) and [scientific programmes](#).



Curious? Well, go online at [www.ansell.eu](http://www.ansell.eu) (new address!) to discover our revamped website ...

## Ansell goes undercover

Here's a riddle to start this issue of 'In Touch' with: what do you associate with words like 'undercover', 'reliable', 'protection' and 'operations'? That's right - the world's most popular secret agent, 007! But what has he got to do with Ansell?



To Ansell, the above characteristics are not only inextricably linked to the one and only James Bond but also to the brand-new [Gammex® PF Underglove](#). Complementing our successful Gammex PF, the Gammex PF Underglove is a surgeon's perfect undercover partner for double gloving. Its assignment: to provide optimal protection during (risky) operations. As you can see in the photo on the left, our promotional campaign unequivocally refers to the icon James Bond.

'Operation optimal protection' is coming soon to a theatre near you .... Read page 3 for detailed information on the new Gammex PF Underglove.

## Editorial



Dear reader,

If you're on the lookout for novelties, then you'll certainly find it here. In this issue of In Touch, we unveil some brand-new products and services, all developed with our mission statement in mind: 'to provide superior quality and innovative solutions to better protect healthcare workers and their patients'.

The newest Gammex® PF Underglove and the Ansell Viral Penetration Programme (AVPP) that we're presenting have recently been launched throughout Europe. The initial feedback is enthusiastic and we are getting wide coverage in the specialist literature, which is a real confidence-booster.

Customer feedback is an important source of inspiration for us in our quest for innovation. Thanks to a constant exchange of views with customers and distributors, we can focus our efforts on gloves and programmes that meet your particular needs and wishes. So never hesitate to give us your opinion. We'll do our best to give effect to your wishes!

Finally, let me introduce one other new feature: the In Touch interactive column on page 4, which provides an interactive platform for all your technical questions. Each quarter, we'll select the best questions and publish them in our newsletter. Another token of our unremitting customer-centric approach!

We hope you enjoy this issue.

Werner Heintz

Sr Vice President & Regional Director Europe, Ansell Healthcare



## Ansell Glove Management Program: a step-by-step tool to optimize product selection

Running a hospital has never been easy. And it certainly isn't today. In the UK, like in any other European country, procurement departments in hospitals and medical organizations are looking for ways to cut costs while attempting to maintain high quality standards. When it comes to protective gloves, Ansell gladly helps them optimize barrier protection.



Over the past few years, allergy issues and advanced surgical techniques are creating a greater demand on glove selection causing a shift away from a one glove solution for hospitals. Ansell, which is constantly looking for ways to improve worker safety and patient care, assists hospitals during this conversion. To ensure a well-structured approach, the Ansell sales teams use the proven [Glove Management Program](#), which consists of different steps towards protection optimization.

### In-depth assessment

It all starts with an in-depth assessment of the existing situation. In close cooperation with the hospital's supplies manager or pharmacist, an Ansell expert audits each department's current glove usage, specific needs, usage costs and supply inefficiencies. The key results of this survey are outlined in a confidential report and the most appropriate gloves are selected for an exhaustive trial process.

### The art of communicating

As communications are key to any

conversion process, the main glove user groups, including theatre managers, surgeons, and surgical nurses, are gathered together before the trials start to discuss the project and gauge initial feedback. When all preparatory steps for the trial have been taken, the consultants are provided with specific gloves that best match their surgical needs. For example, Ansell gloves with tactile sensitivity for vascular and neurosurgeons, increased grip for maternity surgeons, or increased barrier protection for trauma surgery. In addition, a full range of other Ansell gloves is available if they want to try another type.

After the trial, all participants rate the gloves on various factors including fit, comfort, grip, tactile sensitivity, strength and ease of donning. The feedback is then analysed and communicated. Ready for the necessary conclusions to be taken and recommendations to be made.

### Expert advice and guidance

As an acknowledged expert in barrier protection, Ansell's advice and guidance is well appreciated by all consult-

ants as well as the supplies team. Throughout the trial phase, an Ansell representative is available to answer any questions or respond to concerns. This support can make a big difference in getting some surgeons to think again and become 'open' for new kinds of gloves.

As shown in the box on the left, the Glove Management Programme has proven its worth in many UK hospitals, helping to optimize product selection, reduce inventories, ensure product standardization and secure compliance with regulatory standards.

**"Working with Ansell is second to none"**

Economic and technology concerns recently prompted Leeds Teaching Hospital NHS Trust (LTH), the largest trust in the UK, to investigate alternative glove suppliers. Ansell successfully supported a conversion to Ansell gloves, with the help of the Ansell Glove Management Program.

Mr. Matthew Speak, Category Manager of Supplies at LTH, thinks Ansell's training, consultancy and ongoing support have been invaluable in managing the transition: « Besides the obvious economic benefits, there's a whole host of reasons why we chose Ansell. We needed a company that offered us a full portfolio of products for the range of diverse surgical requirements we had, at 6 different hospital sites, along with regular upgrades in quality and technology, without compromising patient care. We also wanted the supplier to simplify the complex process of internal department and product evaluation. Ansell perfectly met all our expectations. Working with them has been second to none... »

## The most reliable protection gets its under-cover partner: Gammex® PF Underglove

Faced with rising incidences of blood-borne pathogens, such as hepatitis and HIV, today's surgeons increasingly understand the need for optimal hand protection. Consequently, double gloving is making its début in more and more operating theatres. To enhance the degree of protection and comfort of surgical teams choosing to double glove, Ansell has now introduced the [Gammex® PF Underglove](#).



Ansell is committed to continually optimizing its range of quality barrier products. So we've enlarged our best-selling Gammex range of surgical gloves with the Gammex® PF Underglove. The tandem of the new glove and the Gammex PF outer glove gives the wearer an effective shield against viral penetration.

### Skin protection with HydraSoft™

In Ansell's eyes the perfect glove should do more than provide a high protection ratio. With that in mind, we've developed an underglove that also 'cares' for the wearer's skin and ensures total comfort. The inner coating of the Gammex PF Underglove has our unique [HydraSoft™ Technology](#) built into it: it contains a skin-friendly humectant moisturiser combined with

Dimethicone, which forms a protective film to prevent the skin from drying out. The result is a soft glove that helps keep your skin moist and supple while maintaining its natural barrier function.

### Low risk of latex allergy

To reduce the risk of latex sensitization, the Gammex PF Underglove is manufactured using Protein and Endogenous Allergen Reduction Leaching (P.E.A.R.L) technology, which produces a glove with extremely low extractible proteins. The risk of contact dermatitis is lessened because the accelerator is completely consumed during the manufacturing process.

### Easy donning, minimal hand fatigue

And comfort-wise, you may ask? Rest assured, the new Underglove also has the edge on this aspect. The glove has a water-based, synthetic inner coating that combines hydrophilic and hydrophobic components. The hydrophobics reduce friction and blocking, while the

hydrophilic components release a lubricant whenever it comes into contact with damp hands. As a result, surgeons slip into these gloves with ease, even when 'damp donning'. Which is a must, considering the need to change gloves frequently to ensure optimal protection.

The Gammex PF Underglove further minimizes hand fatigue due to the use of special formers during the manufacturing process. And its unique design – with an adhesive band at the top of the straight cuff – eases the strain on the forearm while operating. A handy design feature: the glove is dark green to permit visual differentiation from the other Gammex family members. That comes in handy to avoid confusion when choosing or changing gloves.



## Double gloving = double protection... and much more besides!

To double glove or not to double glove? More and more surgeons are choosing option 1. And studies are proving them right. According to the World Health Organization (WHO), about 3 out of 35 million healthcare workers worldwide receive percutaneous exposures to blood-borne pathogens, such as HBV, HCV and HIV, each year. With the infection rates highest in the operating rooms, it is the surgeons, especially, who are at risk.

The technique of wearing two sets of gloves (aka double-gloving) is generally regarded as a very effective method to cut down potential exposures to blood-borne pathogens. The figures are indeed impressive: it reduces the likely number of exposures by a factor of 10. To ensure optimal protection, surgical gloves also have to be changed

on a 2- to 3-hourly basis.

Concerned by the high rate of infection amongst medical staff, Ansell has launched a campaign to promote double gloving for surgical procedures. Want to learn more about the aforementioned studies, recent figures plus some useful tips? If so, just

download our new white paper: '[The value of double gloving within an operating environment](#)' from the resources section at [www.ansell.eu/ansellcares](http://www.ansell.eu/ansellcares) (under the '[proper use of gloves](#)' tab).





## Ansell launches unique viral penetration test for gloves

Do my medical gloves provide full protection against blood-borne viruses? It's a question that bothers many a healthcare worker nowadays. As Ansell shares their concern, we need to be doubly sure about the viral barrier quality of our gloves. To that end, we've developed a brand-new and unique test methodology: the [Ansell Viral Penetration Programme](#) or AVPP for short.

The number of people worldwide infected with hepatitis C, B or HIV viruses is on the increase. No wonder then that healthcare workers want to make sure they are using the best possible gloves to prevent viral contamination. Unfortunately, European regulations on viral penetration through medical gloves are non-existent. The only standard, EN-455 Part 1, merely requires the static testing of glove impermeability. That is not sufficient by itself, however, to ensure full viral penetration resistance. So European glove manufacturers resort to the American ASTM F1671 method to assess the barrier quality of their products. Sadly, that test is a static one too!

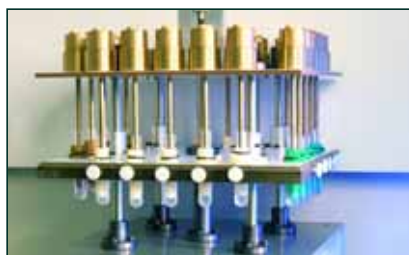
### ACPP: from static to dynamic testing

Doesn't this situation sound familiar? Indeed, the methodologies used to assess the cytostatic permeation levels of medical gloves have long been static as well. But all that changed in 2005 when Ansell launched the [Ansell Cytostatics Permeation Programme](#) (ACPP). This exclusive protocol has since gained recognition the world over and led to more accurate and safer guidelines for gloves used to handle high-risk drugs. What

makes it so unique is the true-to-life simulations of the testing device. It focuses on the constraints and worst-case scenarios medical gloves commonly endure such as rubbing, tension, or a high concentration of drugs.

### Dynamic Viral Penetration

It's that principle that we've now 'copied' to our exclusive Ansell Viral Penetration Programme (AVPP). Developed in association with the Universite Catholique de Louvain, the methodology assesses the resistance of medical gloves to dynamic



## The two Ps: penetration or permeation?

For those of you getting confused:

**Penetration:** is defined as the movement at a non-molecular level of a chemical or micro-organism through a protective glove's porous materials, tears, pinholes or other imperfections or manufacturing defects.

**Permeation:** is the process by which a chemical moves through a protective glove's material at a molecular level.

penetration by blood-borne pathogens. It uses the Phi-X174 bacteriophage (with a diameter much smaller than that of HIV, HBV or HCV viruses) as a surrogate and non-pathogenic microorganisms to simulate pathogenic viruses. The bacteriophage, the virus concentration in cultures that come into contact with gloves and the measuring methods of viral penetration are all identical to those used in the ASTM test methods. But the striking difference resulting in a far more accurate evaluation of glove resistance to viral penetration, is our dynamic testing device which simulates real-life conditions.

### Positive results

So far, 20 of our surgical and examination gloves have been fully tested using the AVPP method. All of them have successfully passed the test.

## In Touch interactive: ask our technical department!

Remember the survey we included in the summer 2006 issue of In Touch? One of the suggestions the respondents gave, was that In Touch should become a more interactive medium. To comply

with your wishes, we've looked at new ways to give the floor to you, our readers. Here's a first step: a technical FAQ section in In Touch. Of course, we will need your input to get the ball rolling. Do you have

any technical questions about our products or programmes? If so, please send them to our technical department through our website: <http://questions.ansell.eu>.

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