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The Ansell Newsletter

Dear reader,

Before everyone descends into the end-of-year seasonal festivities, we would like to treat you to the last edition of the 2007 InTouch. As you must have noticed already, we've made some extra efforts this time: the layout has been restyled and our approach has changed slightly ...

The basic idea behind InTouch will, of course, remain 'untouched'. This newsletter is our pre-eminent communications tool to strengthen our ties with you. But more than just keeping you posted on new products and events, we wish to cater to your information needs and requirements.

In a brief survey, included in the summer edition of InTouch, we asked you, our readers, what really interested you just then. What protection concerns they had. What topics they'd like to know more about. That has already resulted in a first dedicated article - the ABC of examination gloves -, which you'll discover on page 3.

We're happy with the results and intend to pursue this new format. But you, of course, are the main figure in all this. We truly hope that you like the new-look InTouch. If you have any questions, suggestions or comments, please don't hesitate to contact us.

In the meantime: enjoy the festive season and have a good start to a prosperous New Year.

Happy reading,



Werner Heintz - Sr Vice President & Regional Director Europe, Ansell Healthcare



Editorial

Soft, superior fit and yet synthetic: Gammex® PF IsoDerm®

The Gammex PF® family - fast becoming a recurring InTouch topic - will soon welcome its first synthetic variant. When it comes to comfort, ease of use and protection, the Gammex® PF IsoDerm® is the ultimate alternative to its natural rubber latex (NRL) counterparts.

Until today, surgeons with a type I – the commonest – or type IV latex allergy wore our popular neoprene DermaPrene® Ultra glove. From now on, their choice of NRL alternatives is broadened with a synthetic variant to the successful Gammex® PF family. The light-green Gammex® PF IsoDerm® is a synthetic polyisoprene glove, without the slightest trace of NRL allergens. The glove is free of casein (animal derivative) and DPG accelerators.

Of particular note is its perfect fit and soft 'touch and feel', almost as if it were made of NRL. It is easily donned during an operation, the adhesive cuff band gives a secure hold on the surgical gown and the micro-textured outer surface ensures a secure grip. In addition, the high sensitivity, so typical of the Gammex® series, is also a characteristic of this synthetic variant. Exhaustive tests have proven the glove's high barrier protection capabilities. As behaves a real Gammex® glove.



New at AnsellCares ...

Our offering of AnsellCares online resources keeps on growing. Our ninth conference went live just recently: **Development of Effective Infection Control Guidelines**, by Dr. Cathryn Murphy.

In her presentation, the Australian professor stresses the importance of regulations for infection control and outlines a possible 'roadmap' for guidelines development, including implementation and evaluation. Examples of international, national and local guidelines are complemented by a series of useful recommendations. The conference proceedings, like all the previous ones, are available in nine different languages.

Distributor training programme ... more information to our customers

Customer focus and a quest for quality are two key corporate values at Ansell Healthcare, shared by our partners in the distribution markets. Recently, all distributor sales people are "Ansell Certified" in our medical glove solutions, after following a series of level 1 training workshops set up in five different countries.

"This is a good example of win-win," explained Didier Vincent, Business Unit Manager for the Distribution Markets. "As our distributors' sales people are closer to our customers in these markets, they can keep a finger on the pulse and inform us of developments in customer needs and wants. In return, Ansell



is continually driving to advance and improve the Ansell-specific knowledge required by our distributors' sales force. The recently implemented distributor training programme is developing knowledge and offers tools to enhance this customer intimacy."

In-depth training course

Following analysis of the distributors' requirements, done by Nieves Solana (Iberia) and Andrea Ajello (Italy), the local trainers on Didier's team, we put together the level 1 certification that includes the necessary basics: glove manufacturing, quality assurances and EN regulations. Participants also focus on the glove offering for their markets, learning how to bring expert solutions and added value to the end-users.

"The positive feedback from participants and Sales Managers has been very satisfying," reported Tim de Nordwall, Training Manager for EMEA. "We look forward to continuing with a level 2 certification that will include more focus on allergies and our unique Ansell Cytostatics Permeation (ACPP) and Ansell Viral Penetration (AVPP) Programmes.

Meet us as the Arab Health Congress

From 28 to 31 January 2008, Ansell will present its Gammex® family of surgical gloves at the Arab Health Congress, the largest multi-track healthcare congress in the

Middle East, in Dubai (stand RG19).

For more information, please visit:

<http://www.arabhealthonline.com/>

Operating room nurses experience the Gammex® touch

From 21 to 23 October last, Italy's operating room nurses gathered in Paestum, in southern Italy, for the 11th Congress of A.I.C.O., l'Associazione Infermieri di Camera Operatoria. 'Safety and prevention' was one of the main topics on the agenda. The nurses learned all about hand safety at the Ansell Healthcare booth.

Set up in 1989 as one of the 24 member associations of EORNA - the European Operating Room Nurses Association -, A.I.C.O. is firmly committed to enhancing and developing perioperative care



Double gloving: a key step in infection control

'Infection control' was the central topic of the Nordic Hygiene Conference which took place in Copenhagen from 5 to 7 September last. At the stand of Ansell distributor NC Nielsen, the attending healthcare workers learned how double gloving and frequent glove changes help prevent infection.

Concerned by the high rate of infections among healthcare workers, Ansell is a strong advocate of double gloving for surgical procedures. Double gloving was, therefore, the focal point at the Ansell booth, which was part of a joint stand with our distributor NC Nielsen. We presented the Gammex® PF Underglove, incorporating the moisturizing HydraSoft™ technology, and the Gammex® PF HydraSoft®. A giant watch at our stand reminded attendees of the importance of frequent glove changes to ensure optimal protection.



Salesrep. Anja Mathiesen (left) and Product Manager Dorthe Andresen (right) - both NC Nielsen Denmark

in Italy. The biannual meetings are an ideal opportunity to provide A.I.C.O. members with new insights into operating room care and to swap experiences. In Paestum, the attending nurses were treated to a mix of high-end presentations and a small exhibition, where Ansell and its distributors CO.DI.SAN, SISMED, CEA, I.S.T. and Prodifarm had a joint stand.

The many visitors to our booth were positively surprised at the perfect fit and comfortable feel of the showcased Gammex® and DermaPrene® Ultra surgical gloves.

The summer survey results

You may remember we included a short questionnaire in the summer issue of InTouch. The feedback was valuable and has already resulted in a first article. As several readers wanted to know more about examination gloves, we've put together this first 'exam glove' special. We'll publish more articles 'on request' in future issues and keep seeking your opinion.

Ansell's ABC of examination gloves

Superior protection is not only essential in the operating theatre. It is just as crucial in all other medical areas. Healthcare workers are well aware of that. However, when faced with a wide array of options, picking the right glove may sometimes be a difficult task. Time to run through the different types of examination gloves available ...

'The protection level' is, quite logically, the main criterion when determining what gloves to use. After all, you wear gloves to protect yourself and your patients. In addition, comfort and fit, cost considerations and allergies prevention also play a pivotal role in the selection process. Add to that specific requirements, such as chemical protection or puncture resistance and you will then arrive at the ideal glove.

The material used is often the starting-point in the glove selection process. Exam gloves come in natural rubber latex (NRL) or in synthetic materials, such as vinyl, nitrile or neoprene.

NRL: protection and comfort

For years now, NRL gloves have been the gloves of choice in many healthcare settings. After all, latex seamlessly combines strength and resistance with the suppleness and elasticity required for user comfort. NRL, however, is a protein-based compound known to cause allergic reactions and irritations in some people. The more proteins, the higher the latex allergy risk. That is why, besides educating consumers about NRL risks, Ansell invests heavily in research on low-protein latex gloves and provides a full range of synthetic alternatives.

Nitrile: superior protection and perfect fit

Good elasticity, excellent feel, fit and comfort are the characteristics which make nitrile a worthy alternative to NRL. Made

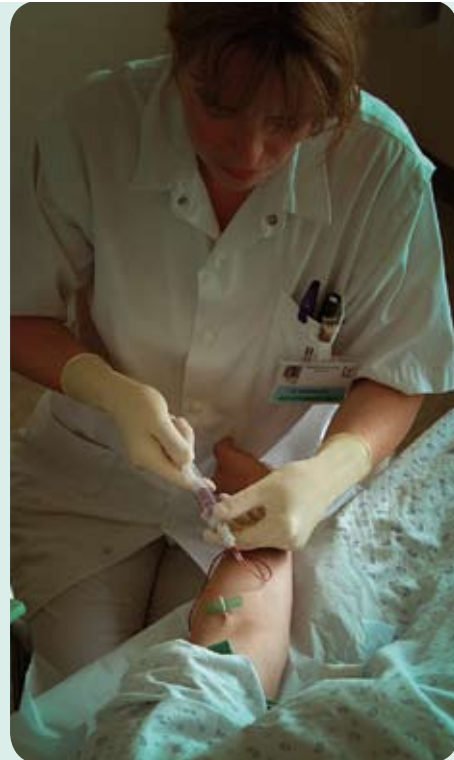
from a synthetic polymer (so protein-free) it also provides a far better barrier to aggressive chemicals, such as cytostatics (see box), and three times more puncture resistance than latex. Consequently, nitrile gloves are recommended for conditions where high strength and chemical protection are required.

Neoprene: NRL-like

The protein-free neoprene too, is a valuable substitute for NRL. It forms a petroleum-based, cross-linked film that equals the barrier protection of NRL. Just like nitrile, neoprene ensures high resistance against harsh chemicals, whilst the material's elasticity ensures exceptionally well-fitting, comfortable gloves. Neoprene gloves are ideal for healthcare workers who want high barrier protection without compromising comfort.

Vinyl: ideal for short procedures

Vinyl, made from PVC, is the cheapest alternative to NRL. The material is soft to the touch and can be made into comfort-



able gloves that provide a protective barrier for diverse applications. However, as vinyl does tear easier and provides weaker barrier protection than other materials, vinyl gloves should be used with caution. They're a good, cost effective choice for short procedures in low-risk situations (no exposure to blood or other potentially infectious body fluids).

On the agenda: best practices

Right now, we're working on a 'best practices special' on topics like good hand hygiene, allergy prevention and management, facts and figures on nosocomial infections, etc ... to be published in your next InTouch.

	VINYL	LATEX	NITRILE	NEOPRENE
Puncture/ tear resistance	Poor	Good	Excellent	Good
Barrier protection	Poor	Excellent	Excellent	Very Good
Allergy	NO	Type I and Type IV	Type IV	Type IV
Chemical resistance	Poor	Good	Excellent	Very Good
Cytostatic resistance	Poor	Poor	Excellent	Very Good
Elasticity	Poor	Excellent	Good	Very Good
Fit and comfort	Poor	Excellent	Good	Very Good
Cost	Low	Low	Moderate/ High	Moderate / High
Ansell's offering	VINYL	LATEX	NITRILE	NEOPRENE
	Synsation™ Dispo-a-glove Ethirapat™ Synsation™ PF	ExamTex®Plus Micro-Touch® Powdered Dermaclean™ Sensiclean™ Micro-Touch® PF Micro-Touch® Hydracare No Powder™ Exam Sterile	Nitra-Tex® Nitra-Tex EP® Micro-Touch Nitrile®	Micro-Touch® DermaPrene®

*made from copolymer materials (Ethylene Vinyl Acetate Film)

Cytostatics: handle with care!

With cancer rates increasing rapidly over the past few years, more and more healthcare workers are coming into contact with cytostatics, the drugs used in cancer treatment. Handling these hazardous drugs requires the highest level of barrier protection. Extensive

testing with our unique Ansell Cytostatics Permeation Programme (ACPP) has shown that nitrile and neoprene are the best-placed materials to ensure this high protection level. Keep an eye on our next newsletters to remain posted on this important topic!

Ensuring proper hand protection during HIPEC treatment

The Ansell Cytostatics Permeation Programme (ACPP) proof-tests most cytostatics at body temperature. Two drugs, however, are tested at 43°C: Mitomycin C (MMC) and Oxaliplatin. These molecules are frequently used in HIPEC - Hyperthermic Intraoperative Intraperitoneal Chemo-therapy.

HIPEC is a novel procedure to treat abdominal cancers, such as colon cancer and pancreatic, ovarian or gastric cancers. It is always combined with cytoreductive surgery: whilst the patient is still asleep, the abdomen is bathed with chemotherapy drugs heated to a temperature higher than normal body temperature (41 to 43 °C). As patients tolerate a higher dose of medication through HIPEC than intravenously, the effect on the cells – even the smallest ones – is hoped to be greater, thereby preventing the onset of new tumours more effectively. Research has shown that the therapy may indeed increase the life expectancy of patients by a few years.

Hot test conditions

During HIPEC, surgeons manipulate the patient's viscera in an aqueous MMC solution to achieve adequate intraperitoneal distribution of the molecules. There is, therefore, repeated glove contact – for up to 90 minutes! - to the hazardous MMC molecules. To ensure our gloves provide the highest possible protection level during this procedure, the ACPP tests our gloves against permeation by MMC and Oxaliplatin at a temperature of 43 °C, instead of the usual 37 °C. The results of such tests are positive for all Ansell gloves. It is, nonetheless, advisable to change gloves every 15 minutes to avoid possible permeation or punctures.



Gammex® PF Underglove ACPP tested and approved

True-to-life simulations: that is the unique promise of Ansell's ACPP. The ACPP device tests gloves under the design constraints they commonly endure, such as rubbing, tension or high levels of cytostatics. Like all of its colleagues, our new Gammex® PF Underglove passed all the tests successfully.

The permeation level detected for the Gammex® PF Underglove was 1 000 to 100 000 times below the detection limit defined in the EN 374-3 requirement for the majority of cytostatics. Even after 60 minutes' exposure to Carmustine, the glove still protected ten times better than the permissible limit. Count to that the degree of protection offered by the 'upper' glove and double gloving with Gammex® is synonymous with exceptional protection.

A new version of the ACPP brochure, describing the Gammex® PF Underglove test results, will be available shortly.

Sharing views with EACTS and GERPAC members

Keeping the finger on the pulse of what's happening in the medical world is key to Ansell. So we're always glad to attend seminars organized by specialist associations. To communicate with our end-users, sound out their opinions and needs and to highlight our expertise. And that's exactly what we did at the annual conferences of EACTS and GERPAC

From 15 to 19 September last, Ansell was present at the 21st meeting of the European Association for Cardiothoracic Surgery (EACTS) in Geneva, Switzerland. Sharing the same passion for education as EACTS does - be it in a different field - we highlighted

our educational AnsellCares programme. In addition, we put the successful Gammex® family in the spotlight.



In October, we zoomed in on our ACPP programme during the 5th European conference of GERPAC (Groupe d'Évaluation et de Recherche sur la Protection en Atmosphère Contrôlée), set up together with BOPP (Belgian Oncology Pharmacy Practitioners). Johan Vandembroucke, senior pharmacist at the University Hospital Ghent (Belgium) explained our ACPP protocol, focusing on HIPEC treatments in particular. Professor Wallemacq (University Hospital St. Luc, Brussels), who cooperates with Ansell on the ACPP device, explained the key criteria for choosing the right gloves. Inspiring topics indeed as evidenced by the positive feedback we got from the attending pharmacists.

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