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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 share our extensive hand protection expertise with you, through some in-depth articles.

A few examples? Well, in each InTouch we'll zoom in on a specific industry, like petroleum refining in this issue. We'll share our findings on specific exposure hazards. And we'll introduce you to some key opinion leaders: their expertise is sought for as many articles as possible.

We're happy with the first 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

Comfortable protection against oils and lubricants

Many operators work on a daily basis with oils and greases, in the most diverse industries. Quite often, they're not aware of the exposure hazards and don't wear the right gloves. Which is not a good idea, as frequent contact with these substances can cause skin diseases ... The solution? Raising awareness and providing gloves that combine protection with comfort.

Research has shown that contact with oils, greases, lubricants, etc. may lead to skin diseases. In the UK, for example, around 200 cases* of contact dermatitis due to exposure to oils and coolants are recorded each year, which is undoubtedly just a tip of the iceberg.

Worse still, mineral oil is included in the US report on Carcinogens, after extensive tests had proven its carcinogenic properties.

Awareness and comfort = user acceptance

Besides the human aspect, skin diseases also cause the loss of many working days a year, costing employers millions. So employers do their utmost to comply with ever-tougher legislation on the protection of workers. Simply obliging the workers to don gloves, however, is not the way to go about it. For operators to wear the prescribed gloves, two aspects, in particular, are important: awareness about the hazard and superior comfort. Only comfortable gloves that fit like a second skin, and which don't compromise on dexterity and

other ergonomic 'comfort' features, will gain user acceptance. And, in doing so, boost safety and productivity.

Ansell's next-generation solutions

At Ansell, our commitment to worker safety is linked with ergonomic design. A perfect example of this is the recently launched HyFlex® 11-920, the first glove to marry superior oil grip with adequate palm protection against liquids. This new HyFlex® is a safer but equally comfortable alternative to the cotton, leather or porous synthetic gloves usually worn when handling parts covered with light films of oil.

If you require more information, please don't hesitate to contact your local sales rep.

* Figures from the UK-based EPIDERM (a scheme in which dermatologists report cases of occupational skin disorders)

Ansell showcases its protection expertise at Health and Safety, Bolton

After a successful first edition in February last, the regional Health and Safety trade fair invited UK H&S professionals to Bolton on the 10th and 11th of October. Besides discovering Ansell's wide solution offering, visitors could also attend a series of free conferences and seminars, including a keynote speech by Ansell

In his presentation, David Staniforth, Ansell Director End-User Consulting Services, explained how safety, productivity and standards can positively impact a company's bottom line. And how Ansell's recently launched GuardianSM assessment methodology is an ideal tool to help companies select the most appropriate gloves for their workers.

Visitors to the Ansell booth were introduced to a series of product updates, including HyFlex[®] 11-920 and AlphaTec[™], both

including Ansell Grip Technology[™]. For those submitting their invitation or a filled in questionnaire on EN Norms on hand protection at our stand, we raffled an iPod. Mrs Julie Clark, Operational Safety Manager from 'BNFL' Capenhurst, now known as Sellafield Ltd (Capenhurst site), was the winner. With her, on the photo, is Phil Balden, Ansell Territory Sales Manager – North West.



The magical Ansell touch revealed at Arco Experiences

High-quality products, expert advice and a quest to educate on the importance of proper protection. That's Ansell's unique value proposition. And that of Ansell distributor Arco, the UK's market leader in safety products. Recently, over 2,000 Arco staff and customers attended an informative two-day Arco Experience. Naturally, Ansell had to be there.



Arco, summarized in a few numbers: that's 1400 staff, 34 branches throughout the UK and a product catalogue featuring over 16,000 safety products. For many years now, Arco's catalogue – the Big Red Book – has been considered the

industry bible for safety. To coincide with the launch of the 2007-8 Big Red Book, Arco invited its employees and customers to one of four two-day Arco Experiences in September and October. The visitors were treated to keynote speeches from two of the UK's most trusted safety organisations, presentations, live demonstrations and professionally dramatised health and safety scenarios.

As Arco has been partnering with Ansell for over 15 years now, we got the opportunity to inform the Arco staff and customers on the features and benefits of our products. The focus at the Ansell booth was on the The HyFlex[®] range with its newcomer, the HyFlex[®] 11-920.

Proper advice for automotive and chemical industries

Effective hand protection requires expert advice and real solutions tailored to an industry's specific needs. That's why Ansell is increasingly opting for sector-specific approaches. The chemical and automotive seminars set up last November in Teesside and Sunderland, respectively, testify to our industry focus.

While the exposure risks are completely different, the list of hazards is long in both the chemical and automotive industries, which makes the need for appropriate hand protection all the more pressing. To make chemical and automotive companies aware of that need, Ansell first zoomed in, during the seminars, on the existing hazards. We then described how our expertise with hand protection as well as specific industry hazards and processes results in targeted solutions that cater to the protection and comfort needs of both the companies and their workers.

Electrostatic Discharge (ESD), the topic which is discussed in detail on page 4, was the central theme of the chemical seminar, featuring keynote speaker Nigel Maddison. In addition, we presented the Ansell Grip Technology[™] and Aquadri[™], the Ansell Moisture Management Technology[™], which can both deliver substantial added value to workers in the chemical industry. For automotive workers, we highlighted, besides grip and moisture management, the benefits of proper cut protection. "In the future, we'd like to set up more and more such seminars advocating a targeted approach," said Xavier Destailleurs, Business Development Manager



Petroleum refining: defining best practices in plant safety – the Ansell way

Recognize the potential hazards, make provisions for safe operating practices and take appropriate protective measures. That's the heavy responsibility resting on the shoulders of Health & Safety professionals in the petroleum refining industry. When it comes to hand protection, Ansell is glad to help – with expert advice as well as targeted protection solutions, all based on many years' experience in oil refineries.

Petroleum refineries are complex systems, containing a wide diversity of units to turn crude oil into flammable gases and liquids. This conversion process requires considerable knowledge, control and expertise. After all, the hazards are multiple. The oil, for example, is processed at high temperatures and pressures, using vessels, equipment, and piping subjected to great stresses and corrosion. Gas or chemicals may be released accidentally. Chemicals may ignite at high temperatures. Flammable liquid spills may cause fires. Not forgetting dermal hazards due to contact with steam, hot surfaces or chemicals.

Gloves are a bare necessity

Operators' hands are exposed to potential hazards in every step of the refining process, from process sampling, inspection, reading of gauges and testing thru' to repair, maintenance, compounding, handling/recharging of catalyst and turnarounds, etc. In the fluid catalytic cracker, for example, extremely hot (700 °C+) hydrocarbon liquids or vapours and fluid waste streams containing varying amounts of chemicals, pose serious threats. Gloves are, therefore, a bare necessity.

Targeted solutions

As a global leader in total hand protection solutions, Ansell can boast a sound knowledge of the most diverse industries. For the oil refinery segment, we bring together refinery safety practitioners who help us identify and develop solutions to better meet requirements from both operators and contractors.

Our solutions' portfolio includes a wide assortment of products, all designed to



address specific safety problems. One Ansell innovation delivering enhanced value for professionals in chemical and explosive environments is Ansell Grip Technology™. Incorporated in the chemical-resistant AlphaTec™ glove, this unique technology solves the problem of loss control issues caused by excess moisture, grease and/or oil. Equally innovative and also proving its worth in refineries is Aquadri™, Ansell's unique moisture management technology for wicking moisture off the skin.

Make best practice standard practice

More than offering innovative solutions, however, we also lend expert advice. For that, we deploy our unique GuardianSM, assessment tool. Based on an in-depth analysis of refining processes, the tool identifies each unit's glove requirements. Computer-generated reports help you develop a communication plan. Field staff can then be briefed on the typical chemicals and process equipment hazards in their facility, on the exposure risks and on the most appropriate gloves to protect against such risks. In this way, we can help improve plant safety and foster chemical product stewardship while, at the same time, standardizing solutions to make best practice standard practice.

Wish to benefit from Ansell expertise or receive more information? If so, do not hesitate to contact your Ansell representative.

AlphaTec™ protects operators at Total UK's Lindsey oil refinery

Since 2006, operators at Total's Lindsey oil refinery in Immingham, north Lincolnshire, have been protected by Ansell's AlphaTec™ glove, incorporating Ansell Grip Technology™. Much to their satisfaction.

"We needed a bespoke glove capable of protecting us from a wide variety of chemicals," said area safety advisor Brian Sidell. "A three-month trial proved that the grip sustained by Alphatec™ when, for example, changing or refilling oily glass duplex bottles, was truly impressive. As was the protection against the lube oils, greases and aromatic hydrocarbons the operators come into contact with. Combined with the technical support offered by Ansell, AlphaTec™ really became the glove of our choice."



ESD control: a vital step in any processing unit

To many people, electrostatic discharge (ESD) is little more than the shock experienced when, for example, touching a metal doorknob after walking across a carpet. But this same ESD can ignite flammable mixtures and damage electronic components. So due caution is imperative. InTouch met with safety expert Richard Rogers, after his recent lecture at A+A, to talk about the phenomenon and possible precautions.

Controlling electrostatic discharge begins with a good understanding of how it occurs in the first place. Dr Rogers explained: "When two materials contact and then separate, for example when liquid runs through a pipe, a static charge is generated. If the object is earthed, this charge will disappear. But when it finds no way to 'relax', e.g. because the conductive pipe is unearthed, the charge will accumulate to eventually discharge." The most common form of ESD is a spark, which can ignite and cause explosions in flammable atmospheres. A phenomenon that has caused some serious incidents in the past.

Proper earthing

The backbone of ESD reduction is proper earthing of everything. "There are three key rules here: make sure all metal parts and conductors are earthed, ensure the people



are earthed and avoid the use of insulating plastics," said Dr. Rogers. Electrostatic protective clothing is a must as part of such a total earthed system. Gloves and other clothing must meet the new European EN1149 family of standards.

Explosive environments

"In explosive environments, such as chemical processing industries or petroleum refineries, preventing electrostatic hazards may be a matter of life or death. That is why the EU's ATEX – ATmosphere EXplosive – Directive has a set of minimum requirements for employers to ensure the safety of their workers in such settings. It prescribes, among other requirements, an assessment procedure with special mention of the ESD risk and details the need for PPE that does not give rise to additional hazards including hazards from electrostatic discharges."

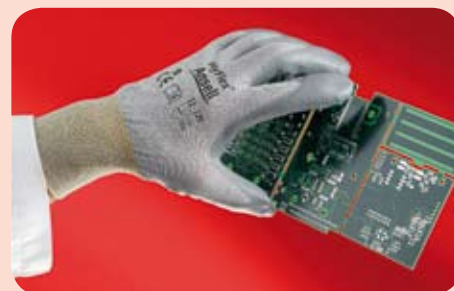
Preventing damage in electronics

In microelectronics, the hazard is of a different order: ESD damages electronic components – immediately or in the long term –, thereby affecting product quality and bottom-line results. With electronic devices becoming ever-smaller and consequently more ESD sensitive, and playing more crucial roles in everyday life (e.g. in airbags), manufacturers invest heavily in preventing ESD. Antistatic PPE, including gloves, has become vital in this sector.

Dr Rogers is convinced that Ansell's new dissipative ESD glove is a great step forward for

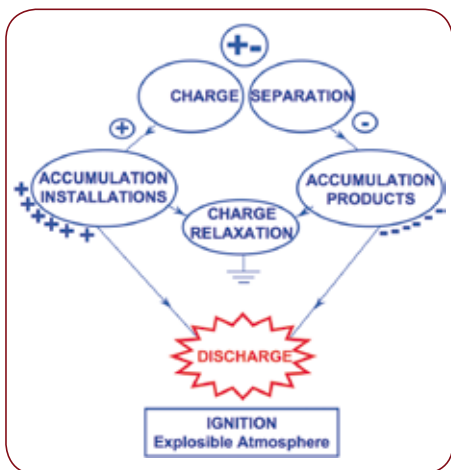
this industry. Provided users take into account this one important remark: "Dissipative materials will gradually release the static charge, which is a good way to prevent ESD. But wearing antistatic gloves is not enough. The tools handled, e.g. a steel hand tool or a drum, still need to be earthed. This remark is key, in any industry. ATEX even stipulates that all gloves should carry a disclaimer label: 'elements that are handled are earthed'."

HyFlex® 11-120: say no to static!



Ansell's new ESD glove – in three variant versions – has dissipative properties, providing very high levels of ESD protection. The glove is thin and flexible, perfect for use in fine electronics.

Truly unique is the fact that the HyFlex® ESD is made with nitrile foam and is dimethylformamide-free (DMF). As it leaves no fingermarks, surfaces will stay clean and uncontaminated. A distinct asset that will be greatly appreciated in the world of microelectronics!



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