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Dear reader,

With the summer holidays long gone, diaries have filled up again with lots of autumn and winter to-do's. It is no different at Ansell. Everyone is working hard to achieve the goals outlined for the coming months: enhance existing solutions and launch new ones, deliver outstanding customer services, strengthen the ties with all of you during regular visits and trade fairs, and much more.

But let me, before expounding on today and tomorrow, first take a minute to look back on the past. Fiscal year 2008, which ended last June, was a very good year for Ansell. The company was happy to welcome many new customers, from an increasing number of new countries, and continual efforts in R&D resulted in a good number of product launches. That Ansell's dedication to innovation, quality and customer intimacy is a sound approach, was also confirmed by Ansell's partners who were all happy to continue their partnerships with Ansell. To serve them, as well as the growing number of customers, to the max, Ansell has even significantly upgraded its logistics infrastructure. As you will read in this In Touch, Ansell Europe's major distribution centre has just opened its doors.

For the new fiscal 2009, Ansell wants to stay true to its founding mission: to be a trusted partner that provides reliable, innovative and high-quality solutions and services that boost its customer's safety and productivity. To achieve that aim, everyone is working hard on product enhancements and innovations that meet your particular protection needs. You will discover a couple of the newcomers in this In Touch. And Ansell will be glad to personally present them to you at Expo-protection in Paris, from 4th to 7th November next, where we truly hope to meet you.

In the mean time: enjoy reading this brand new edition!

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Editorial

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Ansell sets its sights on gloves with a water-based PU coating

The use of the solvent DMF (dimethylformamide) has been quite controversial in recent years. DMF, which is a Volatile Organic Compound (VOC), has been linked to irritations and is detrimental to the environment when in its volatile form. Although only few scientific studies have proved the compound's hazardous effects when in solid form, Ansell has decided to exclude DMF, as much as possible, from its manufacturing process. The alternative: water-based PU coatings.

Until recently, Ansell used DMF in the PU glove-coating process to make the coatings liquid during the dipping stages. The intensive washing cycles following the dipping process ensure that all DMF residues are removed, so that the gloves do not pose any toxic hazards to the people donning them. Nevertheless, Ansell has decided to gradually start replacing the solvent-based PU coating by a water-based one, wherever possible. In this way, the risk for the workers at Ansell's manufacturing sites is reduced, while the environment is protected at the same time.



Extra comfort and silicone-free

Moreover, the advantages of gloves with a water-based PU coating go further than reducing the toxic hazards. As the PU does not penetrate the glove, the wearer will feel the nylon liner instead of the PU, for extra comfort. In addition, water-based PU coatings can be made silicone-free, which ensures no fingerprints are left on the handled materials. This is a great asset for workers in specific industries, e.g. metal, glass and automobile.

HyFlex® with water-based PU

The first gloves with this new coating will be launched soon: the general purpose [HyFlex® 11-400](#) (white), 11-401 (black) and the EN388 cut-resistant level 5 [HyFlex® 11-435](#), which is the very first cut-resistant glove with water-based PU worldwide. A world première for Ansell and the start of, what it hopes, will become a broad new range of Ansell gloves.

Official launch at Expoprotection!

Discover the new HyFlex® range at [Expoprotection](#) in Paris, from 4th -7th November 2008 (expo hall 5, booth E30)

Ansell opens its major European distribution center



On October 14, Ansell opened a brand-new distribution center in Aalst, Belgium. The center, which offers 12,554m² of warehouse space, will be Ansell Europe's major distribution hub, coordinating all logistic activities between suppliers, production units and customers across Europe, Africa and the Middle East. Its location near Brussels, at the heart of Europe, with easy access to motorways and waterways, offers rapid and efficient supply and distribution links with Europe and beyond. To ensure first-class services, the center has been equipped with a state-of-the-art Warehouse Management System. And, of course, safety plays a key role - in line with Ansell's mission statement.

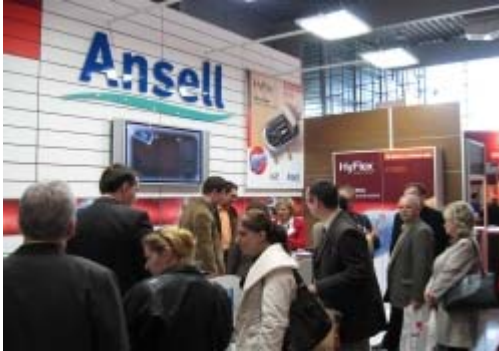
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Success of SAWO 2008 security trade fair reflects growing hand protection needs in Polish market

Over the past few years, awareness about health and safety in the workplace has grown significantly in Poland. That trend was reflected in the high attendance and great interest at SAWO 2008, Poland's largest biennial trade fair for the security sector, which took place in Poznań from April 22nd to 25th last. Ansell was there, underlining its expertise in hand protection solutions in two expert seminar sessions

2008 was a year of superlatives for SAWO 2008, the 19th edition of the International Fair of Work Protection, Firefighting and Rescuing Equipment. With an exhibition area that was 80% larger, a 40% growth in exhibitors and 66 % more foreign companies participating than in 2006, the trade fair broke all past records. These figures, and the interest shown in the overcrowded conference rooms, clearly demonstrate how Poland has embraced the need for enhanced safety and security.



Two of the many specialist conferences, seminars and presentations on stage during SAWO were the Ansell seminars, serving to shed light on Ansell's powerful solutions for the food and automotive industries. On display at the Ansell booth was the company's broad package of hand protection solutions, including a couple of newcomers such as the highly cut-resistant **NEW Vantage®** and the **HyFlex® 11-920**, for a surer grip on oily parts.

In Poland, Ansell can rely on a highly motivated team of three to ensure high degrees of customer satisfaction. They raise awareness about hand protection, help companies assess their needs en wishes and give client-specific recommendations. An approach that is greatly appreciated in every company. In the near future, Ansell has solid plans to expand the existing team to make sure its growing number of customers in the Polish market are optimally served.

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New Romanian team is all geared up to raise hand protection awareness

As in the whole of Eastern Europe, Romanian awareness of the importance of good hand protection is growing. The country's recent entry into the European Union fully fosters that trend. After all, the abolishment of trade barriers makes the local market more lucrative for foreign investors, so that more and more companies are setting up local branches there. The closer the ties with western-European firms become, the greater the awareness of safety. And with the country being an EU member, companies have to conform to EU safety regulations. Ansell has now installed an in-house support team in Bucharest, Romania, to cater to the growing hand protection need.



Two years ago, Ansell started up its activities in the Balkan state via a local distributor. Recently Ansell came to an agreement with Romania's two biggest PPE distributors. Now it is strengthening its presence with a local support team: Adrian Rusu and Marius Carare are enthusiastic and motivated to make a difference for their customers. They will get in touch with the end-users, gauge their needs, make them aware of the need to embrace hand protection and serve them to the max.



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Helping northern Italian industries optimize safety solutions

Ansell's GuardianSM consultancy program has been developed especially to help companies assess and optimize their safety solutions and, thereby, boost productivity. Just recently, over 110 Safety Managers and Buyers of northern Italian industries discovered Guardian during the Safety at Work seminar in Villa Sassi, Turin.



This seminar, organized by Ansell distributor A+A Monferrato and the Province of Turin, welcomed northern Italy's leading companies from all kinds of industries, from automotive to aerospace. Ansell gladly demonstrated to the attendants how it is fully committed to permanently increase the protection of operators at work and, consequently, enhance their productivity. Proof of that commitment is, among

many other things, the GuardianSM consulting service, which was the focus of Ansell's presentation.



"With GuardianSM and the SafetyNetTM software, we provide our customers with a unique methodology to improve safety, increase productivity and standardize their safety solutions," Gian Claudio Melchiori, Ansell TSM & Local Trainer, summarized.

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Ansell's barrier protective solutions for the pharmaceutical industry: protecting products from hands, and vice versa

Discovery, laboratory testing, animal studies, clinical trials, regulatory registration and manufacturing; drugs and medicines go through a lengthy, years-long process before they arrive on your pharmacists' shelves. Throughout this process, protective gloves have the double job of protecting workers' hands as well as the drugs handled. Ansell provides pharmaceutical companies with all the ingredients to fulfil that task with ease: consistent glove solutions, world-class support and a global supply chain.



To make sure drugs and medicines deliver the intended benefits all the time, year after year, their ingredients have to remain consistent. Any contact with 'foreign' materials is a possible source of contamination and breach of consistency. That is why barrier protective gloves play a major role in the pharmaceutical sector: they protect products from contamination, thereby warranting their consistency. To achieve that aim, however, the constituent materials of the gloves should be neutral, so that they do not react with the drugs or medicines.

The glove selection process at pharmaceutical companies is, therefore, a very careful one and includes a scrutinized glove validation process.

Ansell's tightly monitored production process

Ansell has been supplying barrier protective gloves to the pharmaceutical industry for more than twenty years now. We know how important it is to supply products that ensure full-blown product protection and quality consistency. That is why we have installed a tightly controlled glove production process where each constituent material is identified and thoroughly tested. A Clean Process Manufacturing (CPM) procedure, which is monitored and controlled by sophisticated measuring equipment, guarantees the gloves are clean and stay clean, throughout the production process. Our lots are traceable and certificates of conformity are available for every Ansell glove.

Substantial added value

And there's more than this pledge of consistent product quality. Ansell also strongly believes in the power of customer intimacy. We gladly deliver product advisory support and we lend valuable assistance throughout the glove validation process: we provide the product data, deliver the gloves for analysis in the customers' labs, carry out tests in independent labs ourselves and support the management and glove users with expert advice during the final, on-site trials. What's more, thanks to our global supply chain and network of professional distributors, we can guarantee product consistency, a smooth product supply and first-class customer services around the globe. Wherever our pharmaceutical customers are active.

Wide product range for the pharmaceutical industry

Ansell's glove range for the pharmaceutical industry is extensive. It includes sterile and non-sterile gloves in both Natural Rubber Latex and synthetic materials, that all combine superior product and hand protection with easy donning and comfortable fit. The following newcomers, for example, are a perfect choice for pharmaceutical environments:

DermaShield® with beaded cuff

The powder-free polychloroprene DermaShield® range promises superior protection against chemicals, including cytostatics. The advanced glove is free of accelerators and latex proteins, thus giving no chance to type IV and type I allergies. It is now available in a sterile and non-sterile version - DermaShield® 73-701 and 73-711 - with a beaded cuff for better donning and tighter fit.

Long-cuff version of Touch N Tuff®

The Touch N Tuff® range combines exceptional resistance against chemical splashes with high puncture resistance, superior mechanical performance and comfort. The recently launched Touch N Tuff® 92-605 has longer cuffs than its 92-600 counterpart, for an even greater degree of protection against chemical splashes.

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Zooming in on Ansell's knitted glove range

As a worldwide leader in hand protection solutions, Ansell uses the whole spectrum of manufacturing technologies for its barrier protective gloves. Knitting is one of these. Since the company took over the leading Golden Needles Knitting business in 1997, its knitting activities have gained momentum. Lost in the labyrinth of Ansell's extensive knitted range? We'll gladly help you find your way!

All knitted gloves are produced by an automated knitting machine. But that may be about as far as their analogy goes. The great variety of knitting techniques, fibres and coating patterns used makes for a very broad range of knitted products on today's glove market. It is the knitting technique, the type of fibre and the coating patterns used that determine the performance of the gloves. Cotton yarns, for example, will afford superior comfort, while nylon is a guarantee for good stretch characteristics. Polyester gloves are extremely tough and gloves knitted with Thermastat fibre will provide good thermal insulation. However, when it comes to cut resistance, yarns like Kevlar®, Dyneema®, stainless steel or engineered yarns are required.

Revolutionary fibres and manufacturing techniques

Always on a quest for innovation, Ansell continually invests in research for new fibres and knitting techniques. Consequently, Ansell's knitted product offering includes gloves that integrate groundbreaking yarns to produce superior glove characteristics.

The **FiberTuf®** glove, for example, integrates a new aromatic polyester fibre that gives exceptional durability. The revolutionary engineered yarns used for the **NEW Vantage®** range ensure that the gloves combine superior cut protection with great flexibility and dexterity. The latest newcomer to this product family, the **Vantage® proFood®**, adds to that excellent insulation against the cold and compliance with all the relevant EU food regulations.

Chameleon that fits like a second skin

There is, however, one key advantage that all knitted gloves have in common: they promise outstanding ergonomic comfort. Firstly, because the operator's hands can breathe naturally, which prevents transpiration. As knitted gloves are seamless, there's no irritation due to seams. And knitted gloves fit like a second skin, which means good dexterity and higher productivity. A second asset of the knitted range is its versatility.

Different technologies allow of different glove gauges (from gauge 7 to 18). Different finishing provides extra grip, abrasion resistance, durability, etc. And to improve comfort, the glove can be plaited, have a reinforced thumb crotch or the finger can be dropped. In short: the possibilities are manifold.

New Knitted Glove Range brochure

To help distributors and logistics managers find their way in this expansive offering, Ansell will launch the Knitted Glove Range brochure. The easy-reference index covers all the knitted gloves on offer; these are grouped according to their cut protection levels. Users can simply browse through the offering on the basis of the application or risk they need the glove for and are then guided to the products that provide the best protection levels. The new brochure has a triangular form, like a desk calendar, that makes it easy to browse through. After all, helping you find the right glove for the right application is one of Ansell's main goals. It's inherent to its corporate mission of providing 'optimal protection'.

Dyneema® is a registered trademark of Royal DSM N.V.

Kevlar® is a registered trademark of E.I. du Pont de Nemours and Company



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