ADVANCING TOWARDS A SAFER O.R.

Surgical Gloves
Protection Solutions and Support for the Operating Room
How safe is your O.R. staff?
Maintaining staff and patient safety in the operating room is a major concern of surgeons, hospitals, and surgical facilities. Protecting the hands of healthcare staff is crucial to creating a safe environment.

NEARLY 400,000 Americans die each year because of medical error.1

OVER 80% of all surgical glove perforations go unnoticed, increasing the risk of exposure to blood borne pathogens.2

UP TO 17% of healthcare workers may be allergic to natural rubber latex compared to less than 1% of the general population.3

MEDLINE MAKES SAFETY HAND-IN-GLOVE WITH PERFORMANCE.

The challenge facing the healthcare industry is combining the protection you need while preserving the comfort and tactile sensitivity that your surgical staff demands.

As one of the world’s leading manufacturers and distributors of medical supplies, including the fastest growing supplier of surgical gloves, Medline understands your needs. We have a long history of leadership and innovation, helping make us the chosen supplier of premium surgical gloves and medical supplies for many of the most prestigious healthcare providers around the world.

As a leading provider of technologically advanced surgical gloves, Medline:
» Offers a synthetic glove for latex sensitive staff that has been tested for resistance to permeation of chemotherapy drugs.
» Provides radiation protection gloves with some of the highest attenuating rates available in the market.
» Exclusively carries a line of gloves that fit like quarter sizes for healthcare providers that often find themselves in-between sizes.
» Exclusively offers a size 9.5 for surgeons with hard-to-fit hands.
» Is the only company that utilizes a patent pending process to ensure each surgeon and staff member’s hands are perfectly matched to a surgical glove.

Fastest-growing supplier of surgical gloves
The first company to offer synthetic polyisoprene surgical gloves
The only company to manufacture polyisoprene in the US

1
2
3

References:
1. NEARLY 400,000 Americans die each year because of medical error.
2. OVER 80% of all surgical glove perforations go unnoticed, increasing the risk of exposure to blood borne pathogens.
3. UP TO 17% of healthcare workers may be allergic to natural rubber latex compared to less than 1% of the general population.
CONFIDENCE IN QUALITY.

As a manufacturer of the finest quality surgical gloves and medical supplies, our number-one priority is to keep your patients and surgical staff safe from cross contamination, infection, and allergic reaction. In that effort, your surgical staff can feel confident knowing our gloves and manufacturing facilities meet or exceed all FDA, ASTM, EN, and ISO quality standards.

550+ dedicated quality professionals.

Inspection team of 100+ scientists and engineers at 17 quality locations.

Medline’s 0.65 AQL is 57% more stringent than the FDA requires.

Proprietary triple-stage protein and chemical leaching process provides gloves that are low in both latex proteins and residual chemicals.

Every single Medline surgical glove is 100% inspected for pinholes, tears and visual defects.
CHEMICAL PERMEATION GUIDE

In addition to viral penetration resistance, we test the barrier properties of our gloves against a large variety of chemicals commonly used in the OR, lab, pharmacy, and sterile processing department.

<table>
<thead>
<tr>
<th>Type of Chemical</th>
<th>Chemical</th>
<th>Latex Group A</th>
<th>Latex Group B</th>
<th>Polyisoprene Group A</th>
<th>Polyisoprene Group B</th>
<th>Neoprene</th>
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<tr>
<td>Alcohol</td>
<td>Ethanol, 99.5%</td>
<td>0.0</td>
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<td>Alcohol</td>
<td>Isopropl Alcohol, 70%</td>
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<td>10.4</td>
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<td>Alcohol</td>
<td>Methanol, 99%</td>
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<td>17.2</td>
<td>11.0</td>
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<td>Skin Cleaner</td>
<td>Chlorhexidine Gluconate, 4%</td>
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<td>Skin Cleaner</td>
<td>Iodine, 1%</td>
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<td>Skin Cleaner</td>
<td>Povidone Iodine, 10%</td>
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<td>Common Chemical</td>
<td>Methylene Blue</td>
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<td>48.0</td>
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<td>Common Chemical</td>
<td>PVP/VA (Gelled Acrylic )</td>
<td>48.0</td>
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<td>Cleaning Agent</td>
<td>DIVERT TB (Accelerated Hydrogen Peroxide)</td>
<td>11.5</td>
<td>11.3</td>
<td>20.3</td>
<td>11.0</td>
<td>10.7</td>
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<td>Cleaning Agent</td>
<td>Acetone, 99.9%</td>
<td>4.0</td>
<td>3.8</td>
<td>4.0</td>
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<td>4.0</td>
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<td>Cleaning Agent</td>
<td>Ammonium Hydroxide, 25%</td>
<td>92.8</td>
<td>76.2</td>
<td>66.2</td>
<td>45.2</td>
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<td>Cleaning Agent</td>
<td>Glutaraldehyde, 2.5%</td>
<td>48.0</td>
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<td>Cleaning Agent</td>
<td>Hydrogen Peroxide, 30%</td>
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<td>Cleaning Agent</td>
<td>Hexane, 96%</td>
<td>8.9</td>
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<td>Cleaning Agent</td>
<td>Ortho phenylaldehyde (OPA) - Cidex</td>
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<td>48.0</td>
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<td>Cleaning Agent</td>
<td>Peracetic Acid, 0.35%</td>
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<td>Cleaning Agent</td>
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<td>48.0</td>
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<td>Cleaning Agent</td>
<td>Quaternary Cleaners</td>
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<td>Laboratory Chemical</td>
<td>Acetic Acid, 4%</td>
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<td>48.0</td>
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<td>Laboratory Chemical</td>
<td>Ethidium Bromide, 0.5ug/ml</td>
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<td>48.0</td>
<td>48.0</td>
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<td>Laboratory Chemical</td>
<td>Formaldehyde, 10%</td>
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<td>48.0</td>
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<td>Laboratory Chemical</td>
<td>Formalin, 10% buffered</td>
<td>48.0</td>
<td>48.0</td>
<td>48.0</td>
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<tr>
<td>Laboratory Chemical</td>
<td>formaldehyde</td>
<td>48.0</td>
<td>48.0</td>
<td>48.0</td>
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<td>Laboratory Chemical</td>
<td>Hydrochloric Acid, 37%</td>
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<td>48.0</td>
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<tr>
<td>Laboratory Chemical</td>
<td>Hydroxypropionic Acid, 27%</td>
<td>48.0</td>
<td>48.0</td>
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<td>Laboratory Chemical</td>
<td>Lactic Acid, 2%</td>
<td>48.0</td>
<td>48.0</td>
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<td>Laboratory Chemical</td>
<td>Sodium Hydroxide, 50%</td>
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<td>Laboratory Chemical</td>
<td>Sodium Hypochlorite, 10-13%</td>
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<td>48.0</td>
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Performance Level | Chemical Permeation Time | Manufacturer Recommendation | Rating |
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<th></th>
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<tr>
<td>6</td>
<td>≥ 480 Minutes</td>
<td>Safest Option with Best Rating</td>
<td>Excellent</td>
</tr>
<tr>
<td>5</td>
<td>≥ 240 Minutes</td>
<td>Change After 4 Hours</td>
<td>Very Good</td>
</tr>
<tr>
<td>4</td>
<td>≥ 120 Minutes</td>
<td>Change After 2 Hours</td>
<td>Good</td>
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<tr>
<td>3</td>
<td>≥ 60 Minutes</td>
<td>Change After 1 Hour</td>
<td>Fair</td>
</tr>
<tr>
<td>2</td>
<td>≥ 30 Minutes</td>
<td>Change After 30 Minutes</td>
<td>Poor</td>
</tr>
<tr>
<td>1</td>
<td>≥ 10 Minutes</td>
<td>Splash Protection Only</td>
<td>Very Poor</td>
</tr>
<tr>
<td>0</td>
<td>&lt; 10 Minutes</td>
<td>Not Recommended</td>
<td>Dangerous</td>
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</tbody>
</table>

PROGRESS TO A SAFER OPERATING ROOM.

Powdered gloves are soon to be a thing of the past. Despite being easy to don and low in price, research has uncovered numerous risks and complications associated with powdered gloves.

Banned around the world
Because of their health risks, powdered surgical gloves are banned in many hospitals around the world. The following countries are almost entirely powder-free:
- Germany
- Finland
- Sweden
- Norway
- United Kingdom

Powder adds health risks
Fiber has the potential to detach from the surface of the gloves, acting as a vehicle for bacteria and latex proteins. Documented risks and complications related to powder include:
- Adhesions
- Anaphylaxis
- Asthma
- Blocked Vessels
- Conjunctivitis
- Contact Dermatitis
- Delayed Wound Healing
- Enhanced Bacteria Growth
- Granulomas
- Instrumentation Contamination
- Joint Inflammation
- Surgical Site Infections

A SAFER ALTERNATIVE.
Today, the market continues to evolve with new powder-free technology. Medline offers a comprehensive range of powder-free, technically-advanced gloves with synthetic polymer coatings that bond to the inner surface of the glove and create a smooth surface for effortless dry or damp hand donning.

Our gloves also undergo additional protein and chemical leaching stages, decreasing the sensitizing potential compared to powdered latex gloves.

CHEMICAL TESTING REFERENCES
PN 103063A, B, C, D, E, June 2012, Akron Rubber Development Laboratory, USA. Gloves tested: Triumph LT (Latex Group A), Triumph Ortho with Aloe (Latex Group B), Semicare with Aloe (Polyisoprene Group A), SensiCare with Aloe (Polyisoprene Group A), SensiCare Micro (Polyisoprene Group B), SensiCare Ortho (Polyisoprene Group B), Neolon® 2G (Neoprene). It is recommended that this permeation guide be used as a reference tool to help aid your decision making process. Actual workplace conditions may vary from a controlled testing environment. Testing data for additional gloves and chemotherapy drugs available on request. Please contact your Medline Representative for specific testing information. Evaluation samples are also available to ensure our products meet you specific safety requirements.
KEEP YOUR HARD WORKING HANDS HEALTHY.

Repeated glove use and frequent hand washing are necessary for healthcare staff to maintain hand hygiene, but they also often lead to skin irritation. Lotions and creams can help, but many healthcare workers still end up visiting occupational health specialists and dermatologists, and may be forced to take time off to allow their condition to improve, costing facilities money. For the average sized hospital these costs could run up to $2,858 per nurse\textsuperscript{8,9} per year with an additional cost of $3,552 for a disability claim\textsuperscript{10}. Thankfully, there’s another way to keep your hard working hands healthy.

Aloetouch makes hands feel better.

The soothing and moisturizing benefits of aloe have been well known for many years. However, it wasn’t until 1999 when Medline patented a revolutionary process to bring the moisturizing properties of aloe vera to medical gloves, that the healthcare industry realized the advantages of aloe.

Aloetouch\textsuperscript{®} technology works by extracting 100% pure organic aloe vera gel directly from the plant, freeze-drying it, and evenly coating it to the inner surface of the glove. Body heat activates the aloe coating to create a moisturizing experience.

The preferred glove.

» Hospital surveys: Respondents preferred Aloetouch gloves to their current glove and noticed a significant difference in how their hands felt after the trial period.\textsuperscript{4}
» Independent clinical studies: Demonstrated the efficacy of aloe coated gloves in moisturizing and improving skin condition.\textsuperscript{5}
» Today, Medline is the world’s leader in moisturizing medical gloves, with billions of aloe-coated exam and surgical gloves used since their introduction in 1999.
JUST LIKE LATEX, ONLY BETTER.

Concern over the complications of latex allergies is driving many healthcare facilities to eliminate latex products, particularly gloves, in their facilities. Up to 17% of healthcare workers and less than 1% of the population may be allergic to latex.³

Although powder-free latex gloves can help avoid many complications, even low-protein powder-free latex gloves are not completely safe.

Advanced protection. Exceptional performance.

In the late 1990s, SensiCare revolutionized the industry as the first synthetic polyisoprene surgical glove in the world. Compared to first generation synthetic gloves made from Neoprene, which are commonly used only for patients and staff with documented latex allergies, Medline’s proprietary formulation provides exceptional comfort and performance to natural rubber latex.

Today, the SensiCare portfolio continues to evolve with standard and specialty options to suit virtually any clinical task. With so many choices, going latex-free is easier than ever before.

Polyisoprene made in the USA

Medline is the only surgical glove company that manufactures its own raw material polyisoprene. Isolex™ polyisoprene has a nearly identical molecular structure to natural rubber latex except for one key component – the latex proteins. In addition, Medline’s Isolex polyisoprene is manufactured in the United States.

Unlike other companies who rely on third party suppliers for their polyisoprene needs, Medline’s advantage is its control over research and development, quality, supply, and cost as a result of vertical integration.

BE FREE DAY

In an effort to create awareness for the latex allergy, Medline offers a BE FREE DAY. At no cost to the facility, we will provide a day’s worth of SensiCare surgical gloves. This is a no-pressure opportunity to introduce surgeons and staff to the latest surgical glove technology, so they can feel what they’ve been missing.
LIKE A SECOND LAYER OF SKIN.

In order to provide comfort throughout long procedures, surgical gloves must have a precise fit, like a second layer of skin. Our former designs are the result of surgeon feedback and analysis of other popular glove brands from all over the world.

No matter what your hand’s shape, Medline has a glove that fits.

» Low-protein latex and synthetic polysoprene options available
» Powder-free and coated with a synthetic polymer for effortless damp hand donning and double gloving
» Constructed on our surgeon preference-inspired formers to minimize hand fatigue

Wider palm dimension to accommodate overlapping surgical gown material and double gloving without leading to hand fatigue

Anatomical design replicates the natural shape of the hand to minimize resistance

Tapered, beaded cuff design reduces rolldown, while extra length provides total coverage and protects from strikethrough

Reinforced cuff material reduces tearing

Smooth, micro-roughened, and textured grip options

Our proprietary Anti-Rolldown Cuff (ARC) process provides a 1.5” tacky band at the top of the cuff, allowing the glove to grab the surgical gown to significantly reduce cuff rolldown

More former designs than any other surgical glove company

LET MEDLINE CUSTOM FIT YOU.

Surgeons and staff should be worrying about the most important thing during surgery – their patients – not the fit of their gloves.

Medline’s Custom-Fitting app gives the user a one-of-a-kind glove fitting experience. A complex algorithm takes into account a user’s preferences as well as the measurement of their hand to return custom results. This patent-pending technology ensures each surgeon and staff member will be walking away knowing the glove they’re wearing is an ideal fit.

MEDLINE 1-800-MEDLINE (633-5463) | medline.com
THE CASE FOR DOUBLE GLOVING.

Concern over the risk of exposure to bloodborne pathogens is a major concern for surgeons and operating room staff. Often undetectable to the human eye, microperforations in surgical gloves are large enough to allow pathogens to pass between the glove wearer and the patient and cause infection.

- Over 80% of all surgical glove perforations go unnoticed.¹
- The incidence of glove microperforations increased with duration of wear.⁶


Wearing two pairs of gloves helps reduce the risk of glove perforation and percutaneous injury.

- In the event that the outer glove is breached during surgery, blood and other fluids seep between the two glove layers, and the contrasting color of the dark green underglove alerts the wearer to change gloves.
- Double-gloving can reduce the risk of exposure to blood and bodily fluid by as much as 87% if the outer glove is punctured.⁷
- Perforations are detected more frequently and reliably with a perforation indicator glove system.

**Glove Assessment Program**

The Glove Assessment Program (GAP) offers facilities a no-cost opportunity to have trained Medline representatives conduct a business review that provides a detailed snapshot of their current surgical glove usage and offers recommendations to help the facility achieve its safety/clinical initiatives (e.g., going latex or powder-free, etc.). The GAP also provides savings recommendations, including:

- SKU consolidation
- Vendor standardization
- Glove utilization

Ask your Medline representative about our Glove Assessment Program today.
REDUCE INVENTORY, INCREASE SAVINGS AND EFFICIENCY.

Disposable gloves are one of the highest volume supplies for hospitals. With various departments, clinical tasks, and individuals all requiring different types and sizes of gloves, the number of SKUs and suppliers can add up fast. Managing the inventory can become a challenge. Medline can help you optimize your selection by:

» Conducting a thorough audit and an on-site walk-through of your facility.
» Developing a detailed analysis of your current glove usage.
» Presenting opportunities for SKU reduction/elimination, vendor standardization, and savings.
» Identifying newer or safer glove options.

Evaluation & Conversion Management Program.
We understand that surgical gloves are clinically sensitive and that change can be difficult. Our Evaluation & Conversion Management Program is an organized approach that combines the planning, communication, clinical support, and education to make this process as simple and efficient as possible for you and your staff.

7 Steps to an easier change

STEP 1 Overview
Review of surgical glove portfolio, samples, literature, customized cross-reference and cost analysis.

STEP 2 Objective
Understand and align each other’s goals.

STEP 3 Communication
Letters and posters properly communicate upcoming evaluation.

STEP 4 Glove Preview
Introduce options to staff before the evaluation.

STEP 5 Evaluation
Medline staff will be on-site to provide education, assist in sizing and selection, and address any questions.

STEP 6 Feedback
Ongoing feedback will address questions and provide updates to key department heads.

STEP 7 Action Plan
Present evaluation forms, a summary of the results, and an action plan for conversion.

To learn more, contact your Medline representative, visit us at medline.com, or call 1-800-MEDLINE.