

Change isn't coming, **It's already here**

America's hospitals are switching
to powder-free surgical gloves.¹

Are you ready?



The trend is as clear as the science.

The standard of care is shifting. When will powdered gloves join latex balloons and latex exam gloves as unacceptable potential risks in our hospitals? It's already happening around the world. The United Kingdom and Germany have banned powder in their hospitals all together.²¹ And powder-free is the choice of thought leaders such as the ACS, AORN, ANA, CDC and others. In fact, AORN has changed its recommended practices to reference only powder-free gloves in the intraoperative setting.⁴

Hospitals across America are converting to powder-free. Our research indicates that nine in 10 of your peers would switch right now, if the risks of powder were better known in their facilities.²² We're here to help you tell that story in your own organization.

More than a trend alone, this is a growing standard of glove safety. Yet, millions of pairs are still used every year. We know change can be hard. But according to hospitals and thought leaders everywhere, this change is the right thing to do to improve the safety and health of patients and clinicians.

Why switch to powder-free now?

An FDA ban may be coming.

You may have heard that the FDA is considering a proposed rule that would ban powdered gloves, because of their potential health and safety risks. As a leader in the US surgical glove industry, we'll voice our support to the FDA as it gathers public comments on the proposed rule.

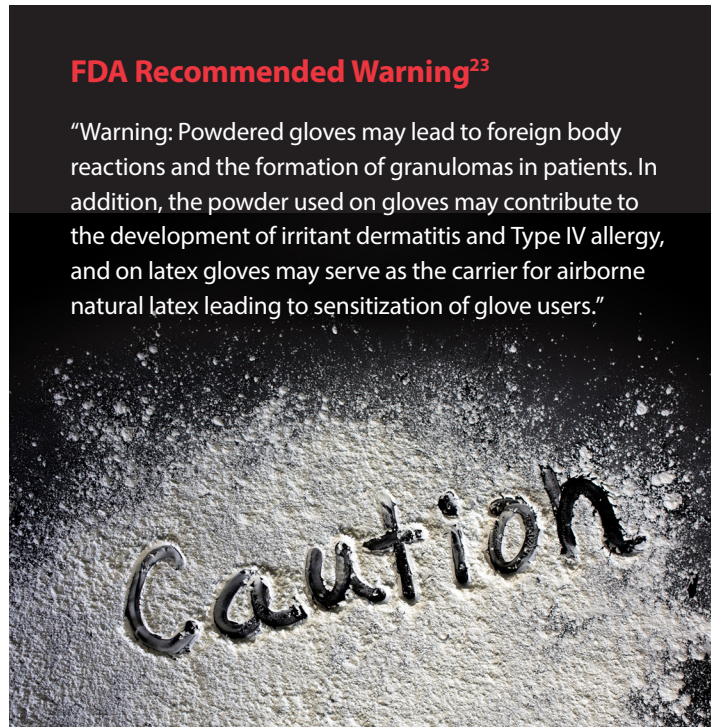
But this story is nothing new: The proposed ban is just the latest in the FDA's statements and actions concerning powdered gloves, which began more than 40 years ago. Most recently, the FDA proposed a recommended warning that we will soon print on every powdered surgical glove package.²³

But our support doesn't end there. In fact, we've been helping our customers move away from powdered surgical gloves for years, with the ultimate goal of removing powder from the OR.

At Cardinal Health, you'll find the people, programs and passion to make the change easier for you—improving safety and health, without sacrificing comfort or performance. It's what you would expect from an industry leader.

FDA Recommended Warning²³

"Warning: Powdered gloves may lead to foreign body reactions and the formation of granulomas in patients. In addition, the powder used on gloves may contribute to the development of irritant dermatitis and Type IV allergy, and on latex gloves may serve as the carrier for airborne natural latex leading to sensitization of glove users."



Why your peers are **stepping off the sidelines—and up to powder-free:**

- **The total cost increase is small:** According to our research, using powder-free surgical gloves could cost as little as under a dollar more per clinician per surgery.²⁴ Compare that to the potential risks of powder.
- **More benefits, for little cost:** Powder-free gloves go through additional steps during the manufacturing process to remove the powder, which does add cost. But, this technology also creates more versatility to improve performance. Powder-free gloves can be tailored for specific surgical needs by adjusting the thickness and grip from smoother to stronger; for example, creating a thin, smooth glove for a cardiac surgeon or a thicker one with a stronger grip for orthopedics.

In contrast, powdered gloves can't offer as many different grip and coating options. And if you buy powdered gloves and wash off the powder yourself—depending on the method used—the labor cost could be as much as seven times higher than if you simply bought powder-free in the first place.^{4,5}

- **The quality clinicians demand:** If you believe the quality of powder-free gloves isn't up to your standards, then you haven't tried the latest powder-free technology. The grip, fit, feel and comfort that clinicians demand are all here.

Can you afford **not to switch?**

Hospital margins are under increasing pressure due to declining reimbursements caused by CMS penalties for HAIs and readmissions. The more your reimbursements are tied to patient outcomes and satisfaction, the more you need to focus on safety and quality.

Two-thirds of the powdered glove users that we recently surveyed are thinking about making the change right now.²² As a healthcare company dedicated to the safety of your patients and clinicians, we'll make it simple to switch to powder-free.

When is a glove more than four fingers and a thumb?

When it becomes a strategic tool that supports your goal of improving patient outcomes and lowering total cost at the same time.

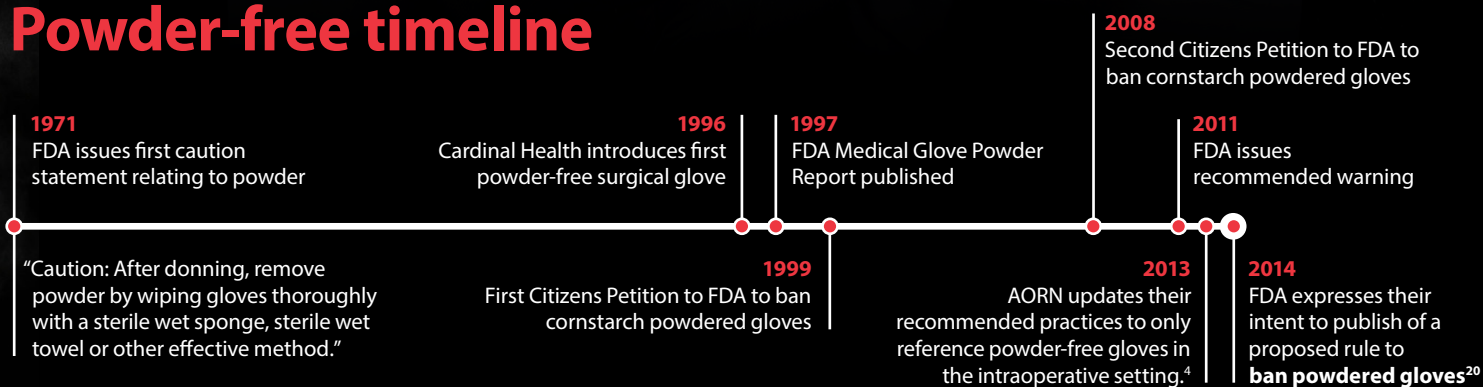
It's easy to focus on glove price. Moving to powder-free is about analyzing the broader cost impact of your glove selection, as part of your total cost and risk management strategy.





This image is for illustrative purposes only and does not depict actual products, product characteristics or features, including the amount of powder shown.

Powder-free timeline





Risks of using powdered gloves

Powder can:

- Delay wound healing and contribute to such post-operative complications as adhesions, infections and granulomas.^{7,8}
- Potentially contribute to longer hospital stays and increased healthcare costs.⁹⁻¹⁵
- Compromise skin health and contribute to Irritant Contact Dermatitis (ICD), which causes dry, itchy and irritated skin.¹⁶



The powder from powdered gloves is also known to heighten latex sensitivity:

8-12% | of healthcare workers are affected by latex sensitivity.¹⁷

- Increases the chance of anaphylactic reactions.
- The aerosolization of powder can spread latex proteins, which can increase sensitization/hypersensitivity and lead to respiratory symptoms and asthma in healthcare workers.^{18,19}

Reasons customers are moving to powder-free

Versatility

Additional steps during manufacturing allow powder-free gloves to provide more options and versatility.

Enhanced donnability

With advances in manufacturing and coating technologies, powder is no longer necessary. Today's powder-free gloves offer alternative coatings for enhanced donnability.

Affordability

Removing powder from the OR could potentially decrease costly post-operative complications.

Improved options for double-gloving

Now, there's a better way to double-glove through the use of blue-colored undergloves like Protexis™ Latex Blue with Neu-Thera® and Protexis™ PI Blue with Neu-Thera®

Reduce latex sensitization

One study has indicated that the conversion to powder-free gloves has actually reduced the latex sensitization in 1/4 of previously sensitized employees.^{18,19}

FDA is poised to take action

Hospitals across America are already converting, as the FDA targets 2014 to issue a proposed rule to ban powdered gloves.²⁰

Change isn't always easy. **But the decision to change can be.**



Contact your Cardinal Health representative today.
And make the move to powder-free for the safety
and health of your patients and clinicians.

cardinalhealth.com/powder-free

Cardinal Health
Surgical Gloves
Waukegan, Illinois

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22. Survey conducted by third-party market research firm. Data on file with Cardinal Health.
23. FDA WARNING, SOON TO BE PRINTED ON EVERY CARDINAL HEALTH POWDERED GLOVE PACKAGE: "Powdered gloves may lead to foreign body reactions and the formation of granulomas in patients. In addition, the powder used on gloves may contribute to the development of irritant dermatitis and Type IV allergy, and on latex gloves may serve as the carrier for airborne natural latex leading to sensitization of glove users." [Draft Guidance for Industry and FDA Staff: Recommended Warning for Surgeon's Gloves and Patient Examination Gloves that Use Powder. Available at: <http://www.fda.gov/downloads/MedicalDevices/DeviceRegulationandGuidance/GuidanceDocuments/UCM242092.pdf>]
24. Based on average selling price of Cardinal Health powder and powder-free surgical gloves. Data on file with Cardinal Health.