

Medline Surgical Gloves
Experience the difference



Thanks to advanced glove technology, you have more glove choices than ever before. This can make choosing the right glove a challenge. Medline® wants to make it simple for you to evaluate those options. This new guide to Medline's surgical gloves clarifies the differences between major glove types to help you make an informed decision.

Medline's focus on continuous innovation along with consumer insights has led to the development of our premium surgical gloves that provide the outstanding fit, comfort, and performance you need and expect. Be sure to note our *Aloetouch*® gloves with soothing and hydrating aloe vera and our line of latex-free gloves featuring Sensicare® polyisoprene, which offer the strength, comfort, and performance of latex gloves without the risks of dangerous latex proteins.

Of course, a quality product means very little without quality support. That is why Medline employs more than 800 full-time sales representatives, 50 clinical nurses, and a team of dedicated regional O.R. specialists to address all of your questions and be present before, during, and after the evaluation process to ensure a seamless transition to Medline's surgical gloves. In addition, Medline's Customer Service hotline is available to you 24 hours a day, seven days a week.

Thank you for your interest in Medline Surgical Gloves. As always, we welcome your suggestions.

Andy Mills
President
Medline Industries, Inc.

**OPERATING
ROOM**

The Medline Difference

Comprehensive product line

- > Medline offers a complete line of latex, latex-free, and specialty surgical gloves in a variety of styles to satisfy your most demanding needs.
- > Because Medline is committed to assisting your facility in meeting its objectives, our sales representatives and regional O.R. specialists assume a consulting role to aid you with:
 1. SKU consolidation
 2. Elimination of powdered gloves
 3. Elimination of latex and achieving a 100% latex-free environment
 4. Implementing a cost-effective product mix with your existing surgical gloves

Cost-effective solutions

Medline has demonstrated impressive performance as a medical supplies manufacturer and distributor with 41 consecutive years of financial growth. Because Medline sells more than 100,000 products, we are able to spread our costs over several items, which drastically minimizes our costs and allows us to offer highly competitive surgical glove prices to you. In fact, most facilities realize savings of more than 10% by switching to Medline's premium surgical gloves.

Quality assurance program

- > Medline has long been hailed as a manufacturer and supplier of top-quality products. Ensuring the safety of both you and your patients is a top priority at Medline. In our uncompromising effort to care for you and your patients, our gloves are tested to levels 60% more stringent than the FDA requires.
- > Medline thoroughly inspects its gloves for:
 - Thickness
 - Dimension consistency
 - Elongation
 - Pinholes
 - Tensile strength
 - Tears

Medline support

We understand that switching to a different surgical glove supplier is a challenging endeavor for any facility. Medline's Hassle-Free Evaluation Program is designed to make your transition to Medline's surgical gloves trouble-free.

Representation

Medline's dedicated sales representatives, regional O.R. specialists, and clinical nurses will work with your staff prior, during, and after the surgical glove evaluation.

Pretrial

Our team will meet with your key decision makers, staff, and surgeons to detail the product options, features and benefits, and address any concerns. This includes attending your surgical committee meetings to present the product line and review your objectives. We will support your efforts to announce the trial with posters, letters, and samples for the staff.

Trial

Medline's sales representatives will be on-site throughout the trial to in-service, properly size the staff, answer questions, and handle any objections.

Conversion

Medline will provide a detailed summary report highlighting the gloves trialed, staff acceptance rate, glove pricing, and recommended actions to convert, including replacing current inventory with Medline product to make your transition quick and trouble-free. Medline sales representatives will be present to assist you in implementing the glove conversion, reeducating the staff, and changing the staff's preference cards.



Medline's Advanced Surgical Glove Former

In our uncompromising effort to engineer the best surgical glove former the market has to offer, we spent countless hours gathering feedback from surgeons and O.R. staff regarding the desired features that make up the "perfect" glove. Our team of experts analyzed every aspect of every surgical glove available on the market today. The result: **Medline's innovative surgical glove former. Experience the difference.**

An integral part of a surgeon's skill is dependent on their sense of touch. Surgical gloves can either maximize it or diminish it. That's why the fit and feel of a quality glove is so important."

Wayne Goldstein, M.D.
Clinical Professor of Orthopedics
University of Illinois at Chicago

Grip options:
Available in smooth or micro-roughened finish.

Optimal finger dimensions:
Designed to reduce bagginess at the fingertips and reduce excessive tightness.

Comfortable palm design:
Designed to enhance comfort and reduce hand fatigue throughout even the longest procedures.

Curved finger design:
Designed to replicate the natural, curved shape of the hand.

Innovative cuff design:
Designed with thicker material to reduce cuff tearing and a narrower circumference to reduce cuff roll down.

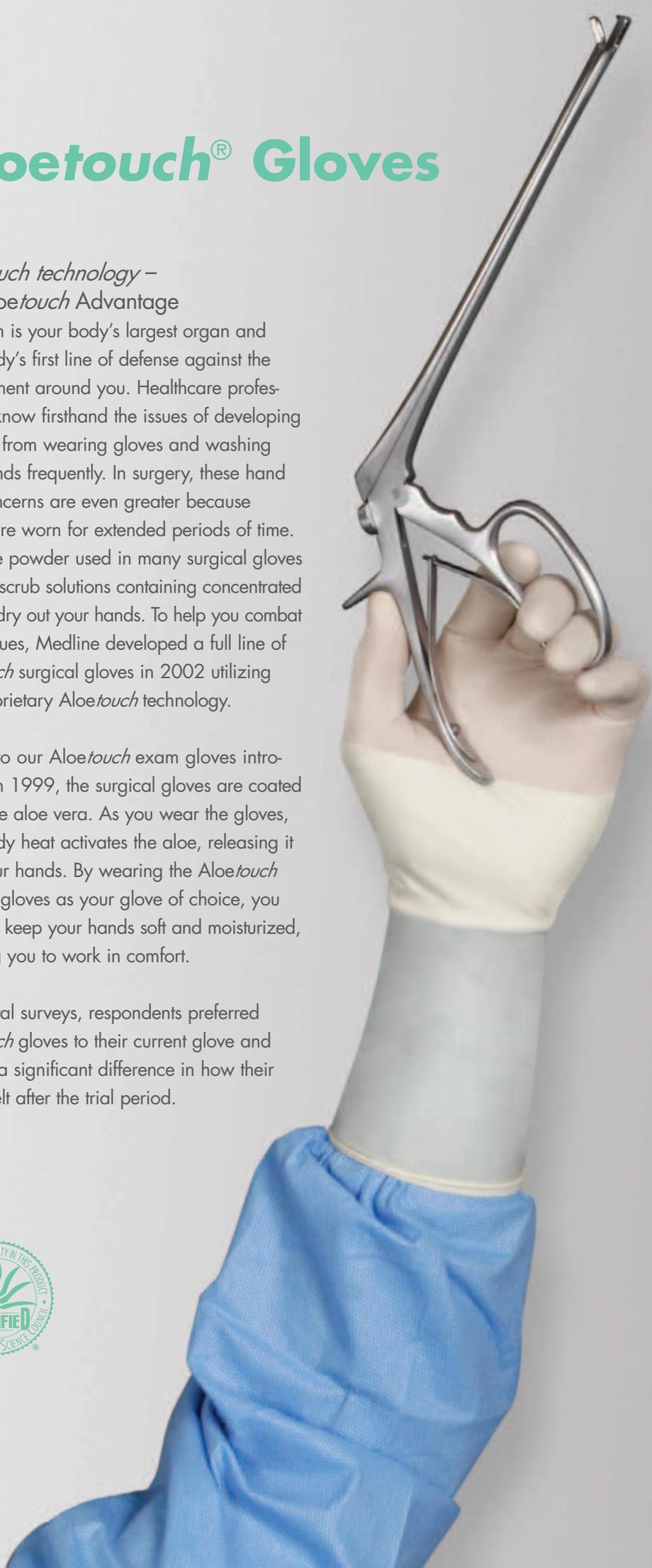
Aloetouch[®] Gloves

Aloetouch technology – The *Aloetouch* Advantage

Your skin is your body's largest organ and your body's first line of defense against the environment around you. Healthcare professionals know firsthand the issues of developing dry skin from wearing gloves and washing their hands frequently. In surgery, these hand care concerns are even greater because gloves are worn for extended periods of time. Also, the powder used in many surgical gloves and the scrub solutions containing concentrated alcohol dry out your hands. To help you combat these issues, Medline developed a full line of *Aloetouch* surgical gloves in 2002 utilizing our proprietary *Aloetouch* technology.

Similar to our *Aloetouch* exam gloves introduced in 1999, the surgical gloves are coated with pure aloe vera. As you wear the gloves, your body heat activates the aloe, releasing it onto your hands. By wearing the *Aloetouch* surgical gloves as your glove of choice, you will help keep your hands soft and moisturized, allowing you to work in comfort.

In hospital surveys, respondents preferred *Aloetouch* gloves to their current glove and noticed a significant difference in how their hands felt after the trial period.



*The **only** surgical gloves coated
with **aloe vera** to help soothe
and moisturize skin.*

Aloetouch Options

Latex

Aloetouch Natural

A white glove with a lightly textured grip that's ideal for general procedures.

Aloetouch Green

A dark green glove with a smooth grip that's 20% thinner for enhanced tactile sensitivity.

Aloetouch Ortho

A brown glove with a lightly textured grip that's 20% thicker for extra protection.

Aloetouch Micro

A brown glove with a bisque grip that's 20% thinner for enhanced tactile sensitivity.

Latex-Free

Sensicare® with Aloe

A white polyisoprene glove with a smooth grip that feels like latex.

Sensicare LT with Aloe

Just like our Sensicare, but with a lightly textured grip.

Sensicare Green

A dark green polyisoprene glove with a smooth grip that's 20% thinner for enhanced tactile sensitivity.

Why go latex free?

Concern over the complications latex allergies can cause patients and staff is driving many healthcare facilities to eliminate the latex in their hospitals. There are many compelling facts for you to be aware of:

- Hypersensitivity to the latex proteins in the gloves, also known as a Type I latex allergy, may cause numerous symptoms.
- Symptoms include watery or itchy eyes, wheezing, hives, flushing of the skin or a skin rash, and itching or swelling of the skin. In some cases, severe reactions ("anaphylactic shock") such as breathing problems, chest tightness, or swelling of the throat or tongue may occur.
- Continued exposure to latex can lead to the development of a latex allergy. Once an allergy is developed, special precautions can be taken to prevent reactions but there is no known cure for latex allergies.
- 1% to 6% of the general population and 8% to 12% of the regularly exposed healthcare workers are sensitized to latex.
— *National Institute for Occupational Safety and Health (NIOSH)*
- Approximately 18 million Americans tend to exhibit signs of latex allergies, including 51% of children with spina bifida, those with genitourinary problems (especially children requiring frequent catheterization), and those that undergo multiple surgical procedures
— *Infection Control Today*
- The latex-free segment of the surgical glove market is growing very rapidly now, representing over 29% of the total surgical glove market in sales dollars, more than doubling since 2004.
— *HPIS Market Intelligence, Q4 2006 Data*

Links to related documents

www.cdc.gov

— Centers for Disease Control and Prevention

www.aorn.org

— Association of Perioperative Registered Nurses

www.cdc.gov/niosh/homepage.html

— The National Institute for Occupational Safety

www.facs.org

— The American College of Surgeons

www.medline.com/products/gloves/surgeongloves

— Articles, product information

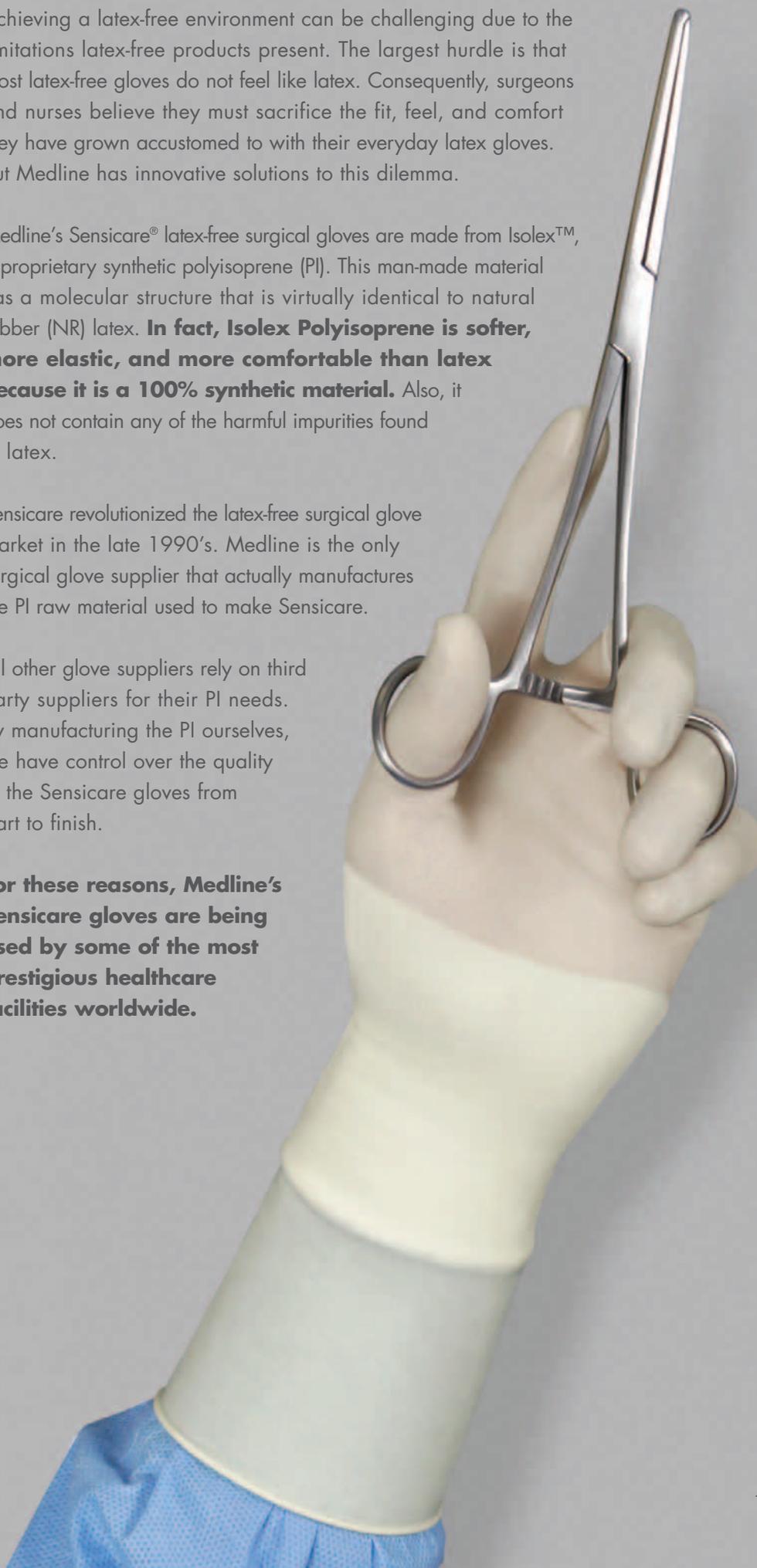
Achieving a latex-free environment can be challenging due to the limitations latex-free products present. The largest hurdle is that most latex-free gloves do not feel like latex. Consequently, surgeons and nurses believe they must sacrifice the fit, feel, and comfort they have grown accustomed to with their everyday latex gloves. But Medline has innovative solutions to this dilemma.

Medline's Sensicare® latex-free surgical gloves are made from Isolex™, a proprietary synthetic polyisoprene (PI). This man-made material has a molecular structure that is virtually identical to natural rubber (NR) latex. **In fact, Isolex Polyisoprene is softer, more elastic, and more comfortable than latex because it is a 100% synthetic material.** Also, it does not contain any of the harmful impurities found in latex.

Sensicare revolutionized the latex-free surgical glove market in the late 1990's. Medline is the only surgical glove supplier that actually manufactures the PI raw material used to make Sensicare.

All other glove suppliers rely on third party suppliers for their PI needs. By manufacturing the PI ourselves, we have control over the quality of the Sensicare gloves from start to finish.

For these reasons, Medline's Sensicare gloves are being used by some of the most prestigious healthcare facilities worldwide.



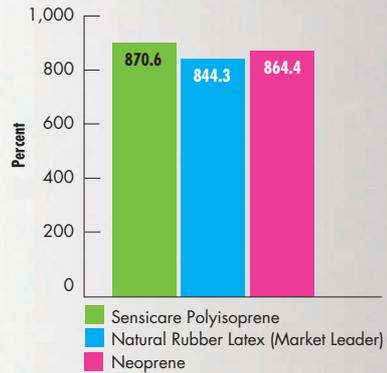
Why Latex-Free?

Medline Latex-Free Gloves

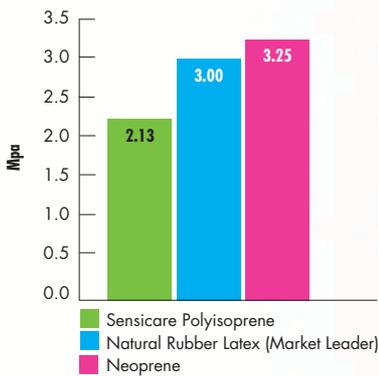
Latex vs. Polyisoprene

The following charts compare key physical properties of Sensicare Polyisoprene, Natural Rubber Latex (market leading glove), and Neoprene glove materials.

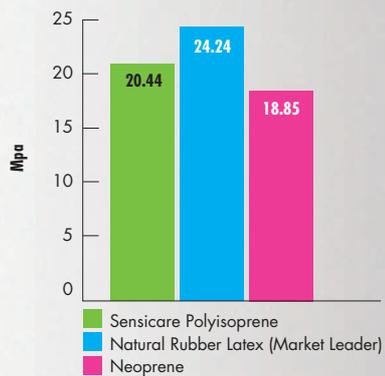
Surgical gloves must be soft, comfortable, elastic, and strong. Clearly, Medline's Sensicare surgical gloves exhibit characteristics and performance similar to natural rubber latex and superior to neoprene latex-free surgical gloves, fulfilling these requirements.



Elongation: The higher the percentage, the stretchier the material.



Modulus: The lower the number, the softer and more comfortable the material.



Tensile Strength: The higher the number, the stronger the material.

Latex-Free Options

Isolex Polyisoprene

Sensicare with Aloe

A white polyisoprene glove with a smooth grip that feels like latex.

Sensicare LT with Aloe

Just like our Sensicare, but with a lightly textured grip.

Sensicare Green with Aloe

A dark green polyisoprene glove with a smooth grip that's 20% thinner for enhanced tactile sensitivity.

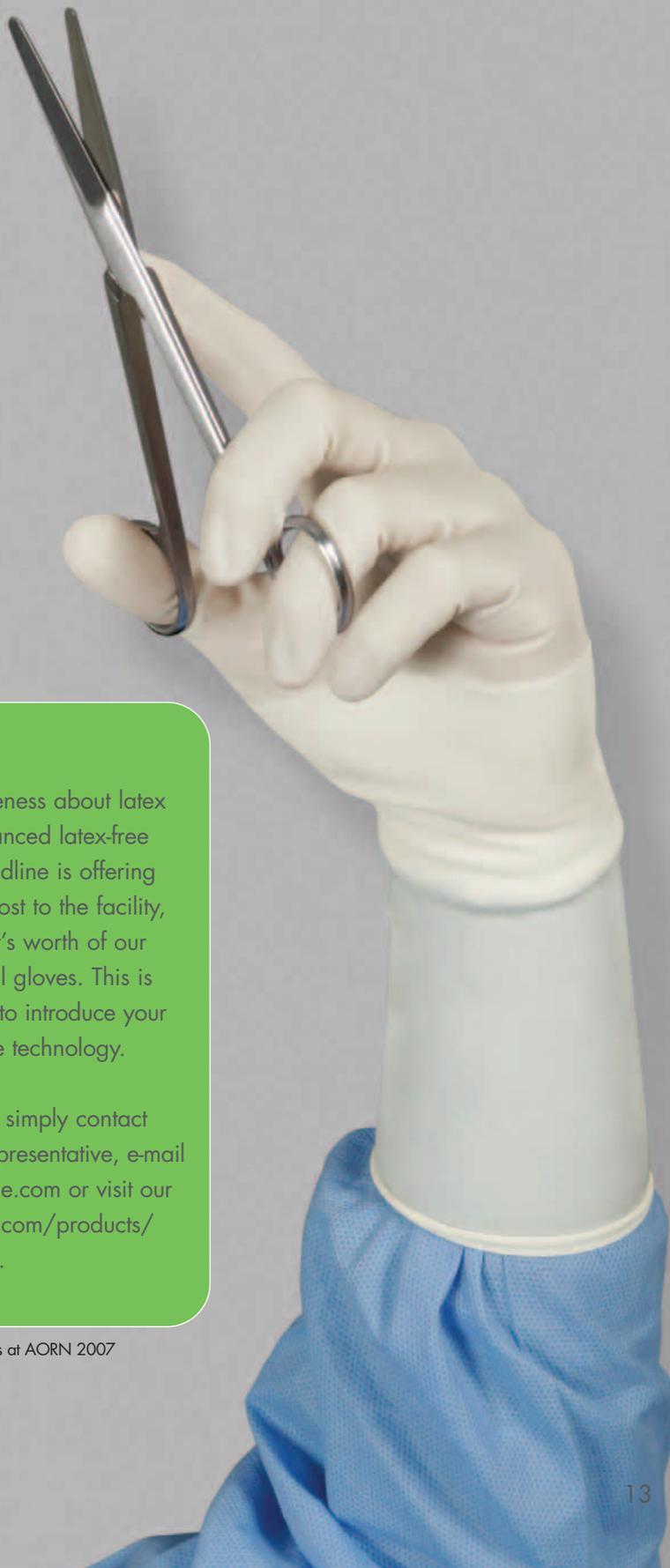
Synthetic Neoprene

Neolon® 2G

An economical, latex-free glove choice.

Note: All testing was performed by an independent lab in accordance with ASTM D3577-06 Standard Specification for Rubber Surgical Gloves. Test data on file.

***76%** of nurses surveyed say
that *Sensicare feels better*
than their current latex glove.



BE FREE Day

In an effort to create awareness about latex allergies and the new advanced latex-free gloves available today, Medline is offering our BE FREE Day. At NO cost to the facility, Medline will provide a day's worth of our Sensicare latex-free surgical gloves. This is a low pressure opportunity to introduce your staff to the newest latex-free technology.

To conduct a BE FREE Day, simply contact your local Medline sales representative, e-mail us at: glovedivision@medline.com or visit our Web site at: www.medline.com/products/gloves/surgeongloves.asp.

* Independent survey of 1,418 nurses at AORN 2007

Product Information

	Glove	5.5	6	6.5	7	7.5	8	8.5	9
Latex-Free, Powder-Free	Sensicare® w/Aloe	MSG1055	MSG1060	MSG1065	MSG1070	MSG1075	MSG1080	MSG1085	MSG1090
	Sensicare® LT w/Aloe	MSG1155	MSG1160	MSG1165	MSG1170	MSG1175	MSG1180	MSG1185	MSG1190
	Sensicare® Green w/Aloe	MSG1255	MSG1260	MSG1265	MSG1270	MSG1275	MSG1280	MSG1285	MSG1290
	Neolon® 2G	MDS207055	MDS207060	MDS207065	MDS207070	MDS207075	MDS207080	MDS207085	MDS207090
Latex, Powder-Free	Aloetouch® Natural	MSG2455	MSG2460	MSG2465	MSG2470	MSG2475	MSG2480	MSG2485	MSG2490
	Aloetouch® Green	MSG2555	MSG2560	MSG2565	MSG2570	MSG2575	MSG2580	MSG2585	MSG2590
	Aloetouch® Ortho	————	MSG2660	MSG2665	MSG2670	MSG2675	MSG2680	MSG2685	MSG2690
	Aloetouch® Micro	MSG2755	MSG2760	MSG2765	MSG2770	MSG2775	MSG2780	MSG2785	MSG2790
	Eudermic® PF	MSG2055	MSG2060	MSG2065	MSG2070	MSG2075	MSG2080	MSG2085	MSG2090
	Triumph®	MSG2255	MSG2260	MSG2265	MSG2270	MSG2275	MSG2280	MSG2285	MSG2290
	Triumph® LT	MDS108055LT	MDS108060LT	MDS108065LT	MDS108070LT	MDS108075LT	MDS108080LT	MDS108085LT	MDS108090LT
	Radion-X®	————	————	MSG2165	MSG2170	MSG2175	MSG2180	MSG2185	MSG2190
Latex, Powder	O.R. Classic™	MDS104055	MDS104060	MDS104065	MDS104070	MDS104075	MDS104080	MDS104085	MDS104090

Note: To order by the box, simply add a "z" to the end of the item number.

Packaging (Pairs)	Material	Grip	Color	Fingertip Thickness	Cuff Thickness
100/cs, 25/bx	Isolex Polyisoprene	Smooth	White	10 mil (.26 mm)	7 mil (.17 mm)
100/cs, 25/bx	Isolex Polyisoprene	Lightly Textured	White	10 mil (.26 mm)	7 mil (.17 mm)
100/cs, 25/bx	Isolex Polyisoprene	Smooth	Dark Green	8 mil (.20 mm)	5.5 mil (.14 mm)
100/cs, 25/bx	Synthetic Neoprene	Lightly Textured	Brown	9.5 mil (.24 mm)	6.5 mil (.16 mm)
200/cs, 50/bx	Natural Rubber Latex, Low-Protein	Lightly Textured	White	9.5 mil (.24 mm)	6.5 mil (.16 mm)
200/cs, 50/bx	Natural Rubber Latex, Low-Protein	Smooth	Dark Green	8 mil (.20 mm)	5.5 mil (.14 mm)
200/cs, 50/bx	Natural Rubber Latex, Low-Protein	Lightly Textured	Brown	13 mil (.33 mm)	8.5 mil (.21 mm)
200/cs, 50/bx	Natural Rubber Latex, Low-Protein	Bisque	Brown	8 mil (.20 mm)	5.5 mil (.14 mm)
200/cs, 50/bx	Natural Rubber Latex, Low-Protein	Bisque	Brown	9.5 mil (.24 mm)	6.5 mil (.16 mm)
200/cs, 50/bx	Natural Rubber Latex, Low-Protein	Smooth	White	9.5 mil (.24 mm)	6.5 mil (.16 mm)
200/cs, 50/bx	Natural Rubber Latex, Low-Protein	Lightly Textured	White	9.5 mil (.24 mm)	6.5 mil (.16 mm)
20/cs, 10/bx	Natural Rubber Latex, Low-Protein	Lightly Textured	Khaki	12 mil (.30 mm)	12 mil (.30 mm)
160/cs, 40/bx	Natural Rubber Latex	Lightly Textured	White	9.5 mil (.24 mm)	6.5 mil (.16 mm)



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MKT207341/LIT295/10M/CTRY5