

3M Announces Agreement with Novation to Provide Waterless Surgical Hand Prep to VHA and UHC Members

3M has signed an agreement with Novation, the supply company of VHA Inc. and the University HealthSystem (UHC), enabling hospitals that belong to these two networks to purchase Avagard (chlorhexidine gluconate 1% solution and ethyl alcohol 61% w/w) surgical and healthcare personnel hand antiseptic with moisturizers from 3M. The contract takes effect Jan. 1, 2004, and will run through Dec. 31, 2006.

Avagard surgical hand prep is an innovative, patented scrubless and waterless method to prepare hands for surgery. Avagard surgical hand prep is the only FDA-approved waterless, brushless hand antiseptic and meets the FDA performance criteria for a surgical hand scrub. It is fast-acting and effective, providing clinically documented persistent antimicrobial protection for up to six hours without water or scrubbing. With the combination of two broad-spectrum, proven antimicrobials delivered in a moisturizing lotion base, Avagard surgical hand prep is highly effective while still being skin-friendly. The alcohol component kills bacteria rapidly while chlorhexidine gluconate provides persistent activity.

"3M Health Care is known for its expertise in products that prevent infection. Novation member facilities will benefit from access to this new surgical hand preparation that is changing practice at the scrub sink," said Bill Williams, director of Contract and Program Services for Novation.

"We're pleased that Novation has added Avagard surgical hand prep to its contract portfolio for VHA and UHC members," said Melanie Zahler, market development manager for 3M hand antisepsis product. "Avagard surgical hand prep offers health care professionals a more convenient, effective and time-saving solution compared to the traditional scrub methods."

Good hand hygiene is the No. 1 precaution health care providers can take to reduce the risk of health care-associated infections to patients. In October 2002, the Centers for Disease Control and Prevention published a new guideline for hand hygiene for health care professionals that promote the role of alcohol-based products to prevent infection.

"The time-consuming practice of the traditional six to 10-minute scrub with water, chemical agent and mechanical friction of the brush and towel drying actually serves to damage the skin. And it has been well-recognized that damaged skin sheds higher numbers of micro-organisms. So the very practice of scrubbing may actually contribute to the problem," according to Zahler. "Our customers tell us that this product saves them time and saves their hands."

Based in Irving, Texas, Novation serves the purchasing needs of more than 2,300 members and affiliates of VHA and UHC. In 2002, VHA and UHC members purchased nearly \$20 billion in supplies through Novation contracts. For more information, go to www.novationco.com.

3M Medical Division, part of the 3M Health Care family, provides thousands of innovative and reliable products that make a difference in the practice, delivery and outcome of health care in hospitals, clinical and home health points of care. 3M Health Care, the largest of the seven major 3M businesses, is a global leader in medical, dental, pharmaceutical, personal care and health information systems.

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Every day, 3M people find new ways to make amazing things happen. Wherever they are, whatever they do, the company's customers know they can rely on 3M to help make their lives better. 3M's brands include icons such

as Scotch, Post-it, Scotchgard, Thinsulate, Scotch-Brite, Filtrete, Dyneon and O-Cel-O. Serving customers in more than 200 countries around the world, the company's 70,000 people use their expertise, technologies and global strength to lead in major markets including consumer and office; display and graphics; electronics and telecommunications; safety, security and protection services; health care; industrial and transportation. For more information, including the latest product and technology news, visit www.3M.com.

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