

3M and HealthTrust Announce Sole-Source Award Agreement; Three-year Contract for FDA-approved Waterless Surgical Hand Prep

Effectively preparing hands for surgery will soon become faster and more convenient for many facilities, thanks to a sole-source agreement between HealthTrust Purchasing Group and 3M Medical Division. Under a three-year contract beginning April 1, 2004, 3M Avagard (chlorhexidine gluconate 1% solution and ethyl alcohol 61% w/w) surgical and healthcare personnel hand antiseptic with moisturizers will be the only waterless surgical hand antiseptic on contract.

Avagard surgical hand prep is an innovative, patented scrubless and waterless method to prepare hands for surgery. 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. Avagard surgical hand prep is the only FDA-approved waterless, brushless hand antiseptic and meets the FDA performance criteria for a surgical hand scrub.

"We're pleased that HealthTrust has selected Avagard surgical hand prep as the waterless hand antiseptic for members," said Melanie Zahler, market development manager for 3M hand antisepsis products, Medical Division. "Avagard surgical hand prep offers health care professionals a more convenient, effective and time-saving solution compared to the traditional scrub methods."

"The time-consuming practice of the traditional six to 10-minute scrub with water, antimicrobial 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 microorganisms that can increase the risk of infection. 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."

HealthTrust Purchasing Group, LP (HPG) is a healthcare group purchasing organization. Established in May 1999, they are committed to superior patient care delivered through national contracts negotiated with market-leading suppliers at competitive prices.

3M Medical Division, a division of 3M Health Care Business, 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 Business, the largest of the seven major 3M businesses, is a global leader in medical, dental, pharmaceutical, personal care and health information systems.

About 3M -- A Global, Diversified Technology Company

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, Command and Dyneon. Serving customers in more than 200 countries around the world, the company's 67,000 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.

3M, Avagard, Scotch, Post-it, Scotchgard, Thinsulate, Scotch-Brite, Filtrete, Command and Dyneon are trademarks of 3M.

3M, St. Paul3M Medical DivisionGayle Peters, 651-736-9058

<https://news.3m.com/2004-03-15-3M-and-HealthTrust-Announce-Sole-Source-Award-Agreement-Three-year-Contract-for-FDA-approved-Waterless-Surgical-Hand-Prep>