

# 3M and Medline Industries, Inc. Collaborate to Improve Operating Room Compliance at Lower Cost

## DuraPrep Solution Delivers Cost Savings

3M and Medline Industries, Inc. today announced the signing of an agreement to promote 3M™ DuraPrep™ Surgical Solution (Iodine Povacrylex [0.7% available iodine] and Isopropyl Alcohol, 74% w/w) Patient Preoperative Skin Preparation. This collaboration between 3M and Medline, the nation's largest privately held distributor of health care supplies, is expected to provide hospitals and healthcare providers with a high quality product and significant cost savings.

DuraPrep solution is a patient skin prepping solution that meets the guidelines of the Centers for Disease Control (CDC) and Association of periOperative Registered Nurses (AORN). DuraPrep solution eliminates the need for a time consuming scrub and paint application by combining two proven, broad-spectrum antimicrobial agents: alcohol for fast kill and fast drying, and iodine povacrylex for persistence in a water-insoluble film.<sup>i</sup> DuraPrep solution is effective in a single painted coat, providing ease and quickness of use in a self-contained applicator.<sup>ii</sup> The application of DuraPrep solution differentiates this product from other surgical preparation solutions on the market that require a scrubbing technique and often result in multiple applicators and higher component costs to health providers.

“As hospitals look for strategies and solutions to prevent surgical site infections (SSIs), we are committed to offering high-quality infection prevention products, such as DuraPrep solution, at an affordable and competitive price,” said Sheila Nichols, Vice President, U.S. Business of the 3M Infection Prevention Division. “We value our customers, and this agreement with Medline allows us to reach more hospitals with information about our cost-effective solution that helps reduce infections in the operating room while also reducing costs.”

Earlier this year, a budget impact analysis (BIA) of three surgical preparation solutions demonstrated that DuraPrep solution already provided the most overall cost savings compared to both povidone-iodine scrub paint (PI) and Chloraprep® Patient Preoperative Skin Preparation (Chloraprep).<sup>iii</sup> The results of the BIA, which was funded by 3M, were presented in March at the Society for Health Epidemiology of America (SHEA) Fifth Decennial International Conference on Healthcare-Associated Infections.

“We dedicate ourselves to assisting healthcare providers in preventing infections and are pleased to distribute efficacious and cost-conscious products like 3M™ DuraPrep™ Surgical Solution (Iodine Povacrylex [0.7% available iodine] and Isopropyl Alcohol, 74% w/w) Patient Preoperative Skin Preparation,” said Billy Abrams, President, Distributed Products, Medline Industries, Inc. “This agreement with 3M underscores our commitment to deliver quality products at good value to our network of healthcare professionals.”

## About 3M Infection Prevention

3M Infection Prevention Division is truly on a mission to help reduce healthcare-associated infections through its infection prevention solutions. With its system of people, products and processes, 3M remains a trusted partner committed to helping hospitals reduce the risk of infections, improve patient outcomes, and control their bottom lines. Learn more at [www.3m.com/infectionprevention](http://www.3m.com/infectionprevention).

## About 3M Health Care

3M Health Care, one of 3M's six major business segments, provides world-class innovative products and services to help healthcare professionals improve the practice, delivery and outcome of patient care in medical,

oral care, drug delivery, food safety and health information markets. Learn more at [3M Healthcare](#).

## About 3M

A recognized leader in research and development, 3M produces thousands of innovative products for dozens of diverse markets. 3M's core strength is applying its more than 40 distinct technology platforms — often in combination — to a wide array of customer needs. With \$23 billion in sales, 3M employs 75,000 people worldwide and has operations in more than 65 countries. For more information, visit [www.3m.com](http://www.3m.com) or follow @3MNews on Twitter.

*3M and DuraPrep solution are trademarks of 3M. ChloroPrep® is a registered trademark of CareFusion, Inc.*

For more information on 3M DuraPrep, please visit [www.mmm.com/duraprep](http://www.mmm.com/duraprep).

## About Medline

Medline, the nation's largest privately held manufacturer and distributor of healthcare products, manufactures and distributes more than 100,000 products to hospitals, extended care facilities, surgery centers, home care dealers and agencies. Headquartered in Mundelein, IL, Medline has more than 900 dedicated sales representatives nationwide to support its broad product line and cost management services.

Over the past five years, Medline has been the fastest growing distributor of medical and surgical supplies in the U.S., serving as the primary distributor to over 450 major hospitals and health care systems. As a leading distributor, Medline offers a comprehensive array of consulting and management services encompassing the supply chain and logistics, utilization and standardization, business tools and enhanced reporting capabilities, and on-staff clinicians.

Medline has a growing network of 32 distribution centers around the country, as well as an expanding, dedicated transportation fleet with over 200 vehicles in a variety of sizes to fit customers' specific delivery needs. The fleet is equipped with the latest navigation devices for enhanced order tracking and communication.

Photos/Multimedia Gallery Available: <http://www.businesswire.com/cgi-bin/mmg.cgi?eid=6543954&lang=en>

<sup>i</sup> Data on file ([http://solutions.3m.com/wps/portal/3M/en\\_US/SH/SkinHealth/products/catalog/?PC\\_7\\_RJH9U5230GE3E02LECFTDQG2O7\\_nid=GSF83Z3YYXbejLRV63SXXBgI](http://solutions.3m.com/wps/portal/3M/en_US/SH/SkinHealth/products/catalog/?PC_7_RJH9U5230GE3E02LECFTDQG2O7_nid=GSF83Z3YYXbejLRV63SXXBgI))

<sup>ii</sup> Data on file ([http://solutions.3m.com/wps/portal/3M/en\\_US/SH/SkinHealth/products/catalog/?PC\\_7\\_RJH9U5230GE3E02LECFTDQG2O7\\_nid=GSF83Z3YYXbejLRV63SXXBgI](http://solutions.3m.com/wps/portal/3M/en_US/SH/SkinHealth/products/catalog/?PC_7_RJH9U5230GE3E02LECFTDQG2O7_nid=GSF83Z3YYXbejLRV63SXXBgI))

<sup>iii</sup> Data on file. 3M Press Release March 24, 2010.

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