



**COMFORT**<sup>®</sup>  
PERSONAL CLEANSING

SKIN  
CLEANSING  
GLOBAL

GLOBAL  
INCONTINENCE CARE

# INTERVENTIONAL PATIENT HYGIENE



ORAL HYGIENE

GLOBAL

GLOBAL

HEEL PROTECTION

INTERNATIONAL EDITION



Sage Products was founded in 1971 by President - CEO, Vincent W. Foglia and Executive Vice President, Paul F. Hills. Together, with a background in healthcare sales, they envisioned a company which would develop and provide unique healthcare products to hospitals.



Vincent W. Foglia

Today, the company is a recognized leader in the worldwide healthcare industry with a reputation for quality, responsive service and an ongoing dedication to the changing healthcare market. Our core belief is in prevention, that evidence-based interventions will lead to improved outcomes. This philosophy has led to the birth of Interventional Patient Hygiene—advanced care that is driven by our industry-leading Toothette® Oral Care and Comfort Personal Cleansing® brands.

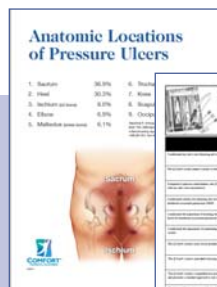


Paul F. Hills

These innovative products make it easier for busy nurses to deliver essential care for their patients. Our ultimate goal is to help healthcare facilities improve patient safety and outcomes by preventing skin breakdown, healthcare-associated pneumonias, and other nosocomial infections.

Visit our new website  
[www.sageproductsglobal.com](http://www.sageproductsglobal.com) for:

- Product information
- Sample protocols
- Education posters
- Case studies
- And more...



# SKIN CLEANSING



## Essential Bath™ Cleansing Washcloths

Ultra-soft, yet thick and durable, Essential Bath's premoistened, disposable washcloths are setting new standards for total body cleansing and moisturizing.

- **Eliminates potential contamination** from dirty basins and hospital tap water during bathing.
- **Rinse-free cleansers nourish and soften skin with aloe and vitamin E.**
- **Dermatologist-tested formula;** proven hypoallergenic, gentle and non-irritating.
- **Warms in a microwave.** Insulated, resealable package helps keep washcloths warm.



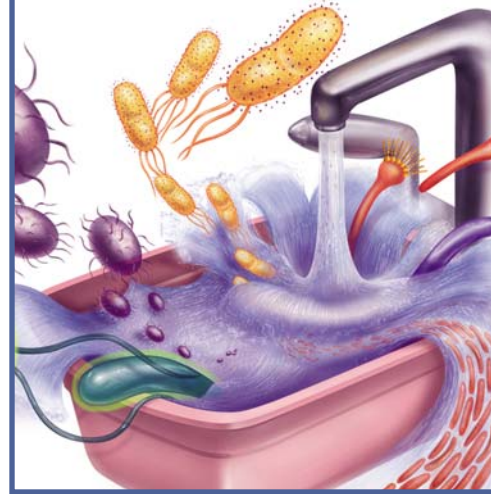
## Comfort Shampoo Cap

With its gentle, rinse-free shampoo and conditioner, Comfort Shampoo Cap cleans and softens hair without mess or aggravation.

- **Comfortable, fabric-lined cap removes EEG gel, blood, iodine and more!**
- **No need to move to running water.** No more bottled shampoos and conditioners.
- **Eliminates mess, cleanup and changing wet bed linens.**
- **Warms in a microwave** for soothing comfort.



Essential Bath and Comfort Hair are classified as cosmetics and are not CE-marked.



### Basin Bath Water Contamination

Patient bath water is a significant source of high level bacterial contamination. The high count in bath water is similar to the number in urine from patients with urinary tract infections (UTIs). As one study suggests, "more methods to reduce this nosocomial reservoir...such as disposable towelettes or other approaches, should be investigated."<sup>1</sup>

### Hospital Tap Water Contamination

Twenty-nine studies incriminate hospital water as the source of serious waterborne nosocomial infections.<sup>2</sup> As one report states, "...Perhaps the most overlooked, important and controllable source of nosocomial pathogens is hospital water....We offer the single new recommendation of minimizing patient exposure to tap water for all immunocompromised patients."<sup>3</sup>

### Threat to Skin Integrity

"Traditional bathing presents a quadruple threat to the skin. The cleansers used are often drying, remove resident bacteria, and alter the skin's pH. Washcloths are harsh and rough....Hot water used for baths has a drying effect on the skin. Finally, bathing is often performed with an element of force and friction as the cloth is lathered up with soap and the skin rubbed in an attempt to achieve cleanliness."<sup>3</sup>

1. Shannon RJ, et al., J Healthcare Safety Compl Inf Cont. 1999;3(4):180-4. 2. Anaissie EJ, et al., Arch Intern Med. 8 Jul 2002;162(1):1483-92. 3. Bryant RA, Rolstad BS, Ost Wound Mgmt. 2001;47(6):18-27.

## ORDERING INFORMATION



**Comfort Shampoo Cap**  
1 cap/package  
40 caps/case  
**Reorder #7409-X**



**Fragrance-Free Essential Bath™ Cleansing Washcloths**  
5 washcloths/package  
84 packages/case  
**Reorder #7411-X**



**Fragrance-Free Essential Bath™ Cleansing Washcloths**  
8 washcloths/package  
60 packages/case  
**Reorder #7803-X**



**Essential Bath™ Cleansing Washcloths**  
8 washcloths/package  
60 packages/case  
**Reorder #7413-X**

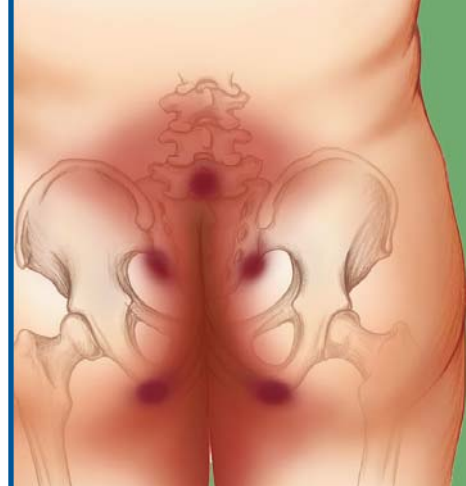
# INCONTINENCE CARE



## Comfort Shield® Incontinence Care Washcloths

Comfort Shields revolutionary premoistened washcloths help control process variation by applying an effective barrier—every time! They deliver all-in-one cleansing, moisturizing, deodorizing, treatment and barrier protection.

- **Treats and protects with 3% dimethicone.**
- **Helps treat and prevent perineal dermatitis.** Seals out wetness and protects against minor skin irritation.
- **Breathable, transparent barrier makes skin assessment easy without removal.** Helps eliminate mess and waste of standard zinc oxide and petroleum-based barriers, and makes future cleanups easier.
- **Dermatologist-tested formula:** proven hypoallergenic, gentle and non-irritating.
- **Less traumatic to at-risk skin** than rough laundered washcloths.
- **Warms in a microwave for soothing comfort.**
- **Replaces laundered washcloths, wipes, soaps, deodorants, lotions, basins, sprays, foam cleansers and barrier creams.**



### Pressured by Pressure Ulcers

The average hospital spends \$400,000 to \$700,000 (US) in direct costs to treat pressure ulcers.<sup>1</sup> In one study, patients with fecal incontinence were 22 times more likely to have pressure ulcers than those without the condition.<sup>2</sup> Since almost half of all pressure ulcers form on the sacrum or ischium,<sup>3</sup> consistent incontinence care is a must for any pressure ulcer prevention program.

### Barrier to Compliance

Traditional incontinence care methods require so many steps, barrier application is often overlooked. In a recent poll of wound, ostomy and continence nurses, 84% said their staff does not fully comply with incontinence skin care protocols.<sup>4</sup> The result is process variation.

### Protection in Every Cloth

One comprehensive pressure ulcer prevention program—featuring Comfort Shield® as the exclusive skin protectant—improved protocol compliance and reduced sacral/buttock pressure ulcers by over 89%!<sup>5</sup> “In this study, delivering the skin protectant with a disposable washcloth simplified the process considerably and led to its adoption as the new standard of care for use in incontinence cleanup.”

1. Robinson C, et al., Ost Wound Mgmt. 2003;49(5):44-51.  
2. Maklebust A, Magnan MA, Adv Wound Care. 1994;7(6):25,27-8,31-4 passim. 3. Amlung SR, Miller WL, Bosley LM, Adv Skin Wound Care. 2001;14(6):297-301. 4. Nursing opinion poll reveals pressure ulcer prevention not seen as top priority. Inf Cont Today Online. July 30, 2004 www.infectioncontroltoday.com/hot news/47h308371.html. 5. Clever K, et al., Ost Wound Mgmt. 2002;48(12):60-7.

## ORDERING INFORMATION



**Comfort Shield®  
with Dimethicone**  
3 washcloths/package  
(easy-tear package)  
90 packages/case  
**Reorder #7453-X**



**Comfort Shield®  
with Dimethicone**  
8 washcloths/package  
(peel and reseal package)  
48 packages/case  
**Reorder #7905-X**

# HEEL PROTECTION

## Prevalon™ Pressure-Relieving Heel Protector

Give your patients the most advanced protection against heel pressure ulcers and foot drop. Prevalon helps minimize pressure, friction and shear on your patient's feet, heels and ankles. By elevating the foot and separating the heel from the mattress, it delivers total heel pressure relief.



- **Total pressure relief for at-risk heels.** Open, floated-heel design elevates and separates heel from mattress. Keeps heel visible for easy monitoring between skin assessments.
- **Stays on your patient's foot.** Stretch panels adjust in seconds for a secure, comfortable fit. No hard, sharp or rough edges. No irritating straps that can damage skin. Ultra-soft, open-weave fabric breathes for good air circulation.
- **Helps prevent foot drop.** Adjustable panel delivers maximum support to the bottom of the foot.
- **Reduces foot rotation inside the boot.** Soft comfort-grip interior minimizes friction and shear, while keeping foot in proper position.
- **Helps maintain patient's freedom of movement.** Low-friction exterior surfaces glide easily over bed sheets and blankets.
- **Helps keep foot in an upright position** with its pontoon bottom design.
- **Ambidextrous, universal size.** Adjusts in seconds to fit most patients.
- **Latex-free.**



### Works with most deep vein thrombosis (DVT) compression devices.

Adjustable stretch panels easily accommodate DVT compression device tubing.



### Prevalence of Heel Pressure Ulcers

Of all pressure ulcers, 30.3% develop on the heel and 6.1% on the malleolus (ankle bone), the second and fifth most common sites.<sup>1</sup>

### Patients at Risk

In patients who develop pressure ulcers, impaired mobility is the most frequently occurring risk factor at 87%.<sup>2</sup> Over half suffer from malnutrition and decreased mental status. Other risk factors include peripheral vascular disease, diabetes mellitus, metastatic cancer, spinal cord injury, etc.<sup>2</sup>

### Enormous Hospital Costs

"The estimated cost per hospital stay associated with each pressure ulcer increases with the stage of the pressure ulcer. This ranges from \$2,000 to \$30,000 (US) for stage 1, 2, or 3 ulcers to \$70,000 (US) for a complex, full-thickness stage 4 ulcer."<sup>3</sup>

### Choosing the Best Device

"In patients at risk, the primary preventive action is to reduce pressure, friction, and shear forces on the heels. The best heel pressure-reducing products also separate and protect the ankles, maintain heel suspension, and prevent foot drop."<sup>4</sup>

1. Amlung SR, Miller WL, Bosley LM, Adv Skin Wound Care. 2001;14(6):297-301. 2. Maklebust J, Magnan MA, Adv Wound Care. 1994;7(6):25,27,8,31-4 passim. 3. Young ZF, Evans A, Davis J, J Nurs Admin (JONA). 2003;33 (7/8):380-3. 4. "Preventing heel pressure ulcers in immobilized patients," Adv Skin Wound Care. 2005;18(1):22.

## ORDERING INFORMATION



### Prevalon™ Pressure-Relieving Heel Protector

1 universal-size heel protector/package  
8 packages/case

Reorder #7300-X

# ORAL HYGIENE

## Toothette® Oral Care Q•Care® Oral Cleansing and Suctioning

Q•Care brings a comprehensive, organized approach to oral hygiene for patients who cannot expectorate and cannot perform their own oral care.

- **Helps facilitate compliance to protocol.** Unique packaging contains everything your patient needs for 24 hours of care.
- **Maintains closed tracheal system compliance for ventilator patients.** No need to "break the system" or add a second canister, Q•Care's convenient Y-Connector provides a dedicated line for oral cleansing and suctioning.
- **Suction Handle provides variable suction control and allows quick tool changes.**
- **Suction Toothbrush helps remove dental plaque, debris and oral secretions. Suction Swab helps remove debris and secretions between brushings.** Both mechanically clean and refresh with sodium bicarbonate, while stimulating oral tissue.

- **Soft-tipped Covered Yankauer helps remove debris and secretions.** Also addresses infection control issues of storing a reusable yankauer between uses. When closed, the sleeve helps contain oral secretions and protect the yankauer from environmental debris.



- **Soft, flexible Oropharyngeal Suction Catheter helps remove secretions** from the oropharyngeal area above vocal cords.

- **No-mix "burst tubes"** moisten tools right in the package.
- **Mouth Moisturizer soothes and moisturizes lips and oral tissue** with vitamin E and coconut oil.
- **Removable Bedside Bracket helps increase compliance to protocol!** Mounts to any wall for convenient, point-of-use access.

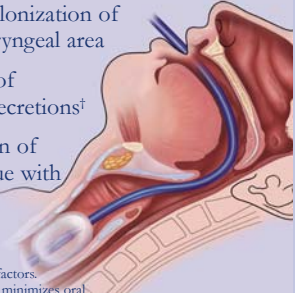


### Source of Infection

The oral cavity is a proven source of healthcare-associated pneumonias (HAP), including ventilator-associated pneumonia (VAP).<sup>1</sup> Bacteria colonize the oropharyngeal area, including dental plaque.<sup>2,3</sup> Once aspirated, these pathogens can cause infection.<sup>3</sup>

### Three VAP Risk Factors<sup>1†</sup>

- Bacterial colonization of the oropharyngeal area
- Aspiration of subglottic secretions<sup>†</sup>
- Colonization of dental plaque with respiratory pathogens



\* Among other risk factors.  
† Routine suctioning minimizes oral secretions, which can migrate to the subglottic area.

### Costly Consequences

Mechanical ventilation increases pneumonia risk 6 to 21 times.<sup>4</sup> Meanwhile, a 9,080-patient study found that the average VAP patient spends 9.6 additional days on mechanical ventilation, 6.1 extra days in the ICU, 11.5 more days in the hospital, and requires over \$40,000 (US) more to treat.<sup>5</sup>

1. Schleder B, et al, J Advocate Health Care. 2002;4(1):27-30.  
2. Scannapieco FA, J Periodontology. 1999;70(7):793-802.  
3. Fourrier F, et al, Crit Care Med. 1998;26:301-8. 4. Tablan OC, et al, "Guidelines for preventing health-care-associated pneumonia, 2003," CDC and Healthcare Infection Control Practices Advisory Committee (HICPAC), 2003. 5. Rello J, et al, Chest. 2002;122(6):2115-21.

## ORDERING INFORMATION



### Q•Care® Bedside Bracket

Bracket with Removable Adhesive Strips (for wall-mounting Q•Care system near the bedside)

12 brackets/case  
**Reorder #6699**



### Suction Handle, Covered Yankauer and Y-Connector

1 Suction Handle, Covered Yankauer and Y-Connector

60 packages/case  
**Reorder #6630-X**



### Q•Care® Oral Cleansing and Suctioning System q8®

- 1 Y-Connector, 1 Suction Handle, and 1 Covered Yankauer
- 2 Packages of 1 Suction Toothbrush with Sodium Bicarbonate, Alcohol-Free Mouthwash, Mouth Moisturizer, and Applicator Swab
- 1 Package of 1 Suction Swab with Sodium Bicarbonate, Alcohol-Free Mouthwash, Mouth Moisturizer, and Applicator Swab
- 1 Package of 1 Suction Catheter

25 systems/case  
**Reorder #6808-X**

# ORAL HYGIENE

## Toothette® Oral Care Suction Toothbrush System

The Suction Toothbrush helps remove dental plaque, debris and oral secretions—all known to harbor potential respiratory pathogens.\* This unique, combination cleansing and suctioning device connects to standard suction lines. For true single-handed operation, a convenient thumb port delivers easy suction control.

- **Helps remove dental plaque, debris and oral secretions.**
- **Ultra-soft bristles and soft foam head** gently clean teeth and stimulate oral tissue.
- **Angled handle facilitates easier cleansing in back of the oral cavity.**

## Suction Swab System

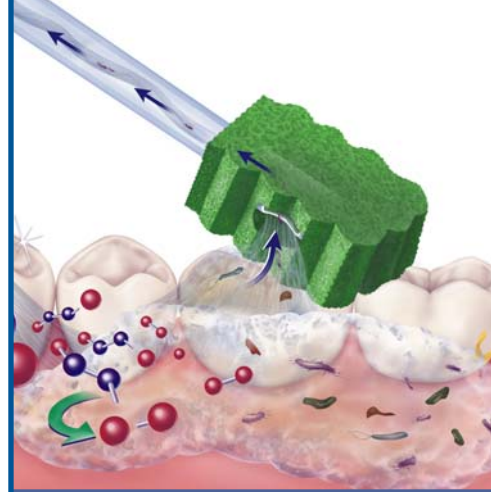
The Suction Swab helps remove debris and oral secretions between brushings. It connects to standard suction lines for easy cleansing and suctioning. And its user-friendly thumb port provides convenient, single-handed suction control.

- **Helps remove debris and oral secretions.** Soft foam head gently cleans teeth and stimulates oral tissue.
- **Perox-A-Mint® solution mechanically cleans and debrides** with 1.5% hydrogen peroxide. No mixing, no mess "burst tubes" moisten swabs with cleansing solution right in the package.
- **Mouth moisturizer soothes and moisturizes lips and oral tissue.**

\* Schleder B, et al., J Advocate Health Care. 2002;4(1):27-30.



**User-friendly thumb port provides easy suction control.**  
Connects to standard suction lines.



## Guidelines for Preventing Healthcare-Associated Pneumonia

"...Develop and implement a comprehensive oral-hygiene program (that might include use of an antiseptic agent) for patients in acute-care settings or residents in long-term-care facilities who are at risk for health-care-associated pneumonia (II).<sup>1,2</sup>

\* In addition to other interventions.

## Reducing VAP and Costs

One hospital's comprehensive oral care protocol—featuring Toothette® brand products—reduced VAP by over 60%.<sup>2,3</sup> In just two years, another facility's oral care program prevented 25 potential VAP cases and saved the hospital approximately \$1.25 million (US).<sup>4</sup>

1. Tablan OC, et al., "Guidelines for preventing health-care-associated pneumonia, 2003," CDC and Healthcare Infection Control Practices Advisory Committee (HICPAC), 2003.  
2. Schleder B, et al., J Advocate Health Care. 2002;4(1):27-30.  
3. Other contributing risk factors exist, but were not addressed in this study. 4. Case Study at Memorial Hospital, Colorado Springs, CO, USA, July 2004.

## ORDERING INFORMATION



### Single Use Suction Swab System with Perox-A-Mint® Solution

- 2 Suction Swabs with Sodium Bicarbonate
- 1 Burst Tube of Perox-A-Mint® Solution
- 1 2-Gram Pouch of Mouth Moisturizer

100 systems/case  
**Reorder #6513-X**



### Untreated Suction Toothbrush System

- 1 Untreated Suction Toothbrush

100 systems/case  
**Reorder #6577-X**

# ORAL HYGIENE

## Toothette® Oral Care

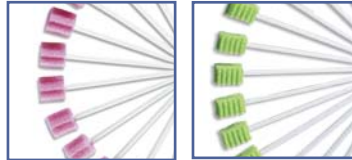
Toothette Oral Care brings a comprehensive approach to oral hygiene based on cleaning, debriding and moisturizing the entire oral cavity.

### Single Use Oral Swab System

- **Removes debris and stimulates oral tissue.** Soft foam heads are gentle, even to fragile tissue.
- **Mechanically cleans and refreshes** with sodium bicarbonate.
- **Perox-A-Mint® solution mechanically cleans and debrides with 1.5% hydrogen peroxide.** "Burst tube" moistens swabs with debriding agent without mixing or mess.
- **Mouth Moisturizer effectively soothes and moisturizes** lips and oral tissue.

### Individual Components

- **Toothette® and Toothette® Plus Oral Swabs** feature soft foam heads with distinct ridges that lift and remove debris and mucus, apply debriding agent, stimulate oral tissue and clean between teeth.
- **Mouth Moisturizer soothes and moisturizes lips and oral tissue.** Water-based formula is enriched with vitamin E and coconut oil.



### Importance of Moisturizing

Current research and literature were reviewed to identify recommendations for comprehensive oral care on ventilated patients. The following best practices were identified. . . . Application of a water-based mouth moisturizer should be used to maintain the integrity of the oral mucosa.\*†

\* Schleder B, et al., J Advocate Health Care. 2002;4(1):27-30.  
† Among other interventions.



## ORDERING INFORMATION



### Single Use Oral Swab System with Perox-A-Mint® Solution

- 2 Swabs with Sodium Bicarbonate
- 1 Burst Tube of Perox-A-Mint® Solution
- 1 2-Gram Pouch of Mouth Moisturizer

100 systems/case  
**Reorder #6013-X**



### Toothette® Plus Oral Swabs

Individually Wrapped 800/case

Untreated  
**Reorder #6070-X**

With Sodium Bicarbonate  
**Reorder #6075-X**



### Toothette® Oral Swabs

Individually Wrapped 1000/case

Untreated  
**Reorder #5602UT-X**



### Mouth Moisturizer

.5 oz. Tube 144/case

**Reorder #6083-X**

## DISTRIBUTED BY:



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