

Sales Increase for Aloetouch Exam Gloves with Onset of Winter and Dry Season; Lined With Aloe Vera, Aloetouch Penetrates and Helps Moisturize Dry Skin.



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MUNDELEIN, Ill. -- As winter and the accompanying dry air descend upon most of the country, sales and calls for Medline Industries, Inc.'s Aloetouch exam gloves have increased more than 10% in November and December (compared to the previous two months) as health care professionals seek relief from dry, chapped hands.

Created with a patented technology, Aloetouch was the first glove on the market to be coated on the inside with aloe vera gel, the same ingredient used in everyday premium skin care products. Aloe penetrates and helps moisturize dry skin, and is especially beneficial for those professionals whose hands are chapped as a result of frequent hand washings and glove changes.

"Interest in our Aloetouch gloves has skyrocketed lately with the onset of winter and the increasing tendency for dry, chapped hands among health care professionals," said Tripp Amdur, president of Medline's glove division. "Anyone who frequently wears gloves experiences irritation and redness with their hands, especially now that the weather is changing. More clinicians are discovering that Aloetouch can help relieve the soreness and dryness."

In clinical evaluations, 97% of the respondents preferred Aloetouch gloves to their current glove, and 93% noticed a difference in how their hands felt after the trial period.

"The aloe vera gel coating of these gloves actually helps combat dryness and irritation, and with repeated use, the skin becomes softer and more conditioned," said Carol A. Hankins, R.N. CNOR, Inventory Control Specialist, MedCentral Health System, Mansfield, Ohio. "The aloe coating seems to make the gloves easier to don and remove; it also seems to make the glove more durable and less likely to tear while donning."

After being introduced less than two years ago, the benefits of Aloetouch have quickly spread within the health care industry and the gloves are now worn by thousands of medical workers in more than 2000 health care facilities throughout the country.

The Aloetouch line is the most complete family of aloe vera gloves on the market and now includes the original powder-free latex exam gloves, the powder-free nitrile exam glove and the recently introduced Aloetouch Ultra powder-free vinyl synthetic (latex-free) glove. Medline's Aloetouch Ultra technology is an advanced formulation vinyl with a superior fit, feel and stretch compared to traditional vinyl. The glove is free of latex proteins for those

people that are latex sensitive.

"As a clinician, I agree with nurses and other medical staff whose most common request is for help in preventing dry, chapped hands as a result of frequent glove changes and hand washings," said Margaret Falconio West, RN, APN/CNS, and Medline's Director of Clinical Services. "With the introduction of Aloetouch, there is help for those people who frequently wear gloves."

Aloetouch gloves are the only gloves bestowed the "Seal of Certification" from the International Aloe Science Council confirming that the aloe vera gel in Aloetouch gloves meets the highest standards for product purity, thereby providing 100% of aloe vera's natural benefits."

In Medline's patented manufacturing process, aloe vera is applied to the entire interior surface of the glove and then dried. The wearer's own body heat activates the aloe, bathing the hand in a concentration of aloe vera. The patented process means the glove will don easily, will never feel greasy and will soften the hands from the fingertip to cuff.

Aloe comes from the Aloe Vera plant and has for centuries been used to help heal and soothe dry, chapped skin. Extensive research indicates that aloe helps reduce inflammation, enhance skin hydration and softens the skin.

Medline, the largest privately-held manufacturer and distributor of health care products in the United States, is one of the world's largest suppliers of exam gloves, including nitrile, powder-free and powdered latex gloves and latex-free, synthetic vinyl gloves.

All Medline exam gloves are manufactured to conform to FDA-mandated good manufacturing practices (GMP), and are inspected to standards even higher than FDA requirements.

Medline was founded in 1966 but the company's roots date back to 1910 when it was a garment manufacturer. Based in Mundelein, Illinois, Medline is the leading direct supplier of medical products and equipment to the health care industry. Medline is committed to delivering the best value to its health care customers by combining manufacturer direct pricing with the highest quality products. Based on sales of over \$1 billion in 2000, Medline is the largest privately held national manufacturer and distributor of medical supplies in the United States. The company ranks No. 270 on Forbes magazine's list of the top 500 private companies. Medline has more than 600 dedicated sales representatives nationwide to support its broad product line and cost management services. Medline distributes over 100,000 products to hospitals, extended care facilities, surgery centers, hospital laundries, home care dealers and agencies and other alternate site markets from its 23 distribution centers in the U.S. With five manufacturing facilities in North America, Medline manufactures 70 percent of the products it sells. More information about Medline can be found at <http://www.medline.com/> .