

## PROTECTING WHAT MATTERS

*MIP has made use of the latest in incontinence care technology to design reusable underpads that positively impact patient care, the environment, as well as healthcare facilities' ever-tightening finances.*

### Recent Industry Developments

As of October of 2008, the treatment of pressure ulcers incurred after admission is no longer covered by Medicare/Medicaid. As a result, MIP wants to make it easier for healthcare facilities to improve their understanding of the true causes of pressure ulcers by taking the necessary precautions to improve overall patient comfort and reduce the impact on the facility's bottom line.

With this focus on patient care and financial strains, MIP has developed a cost-saving, eco-friendly alternative to disposable incontinence pads. With both the patient's comfort and dignity in mind, these underpads are not only effective, but also address the critical effects of rising healthcare costs.

Ever-growing environmental concerns also mean that it is essential for each facility to meet the diverse needs of today's patients without jeopardizing the needs of future generations. MIP's underpads help facilities reduce waste and can be recycled at the end of their life cycle.

For more information on how MIP can help you to protect what matters, please visit our website: [www.mipinc.com](http://www.mipinc.com)

## REUSABLE UNDERPADS – The Responsible Solution

As the international healthcare community works together to implement environmentally friendly initiatives, informed populations are seeking responsible alternatives to disposable incontinence care products.

With companies in every industry endeavoring to be more socially responsible, particularly with regard to the environment, MIP is working hard to help decrease overall linen consumption, and ultimately reduce waste so that healthcare facilities nationwide can more easily meet EPA waste reduction standards. Reusable underpads can dramatically reduce the quantity of bed pads piling up in landfills across the country.

Adopting reusable underpads not only contributes to reducing the carbon footprint of your facility, but also contributes to reducing the costs associated with disposing of medical waste. Practicing the three principles of waste management (reduce, reuse, recycle) ensures that your facility is taking a proactive approach to environmental and social responsibility.

Reusable underpads – the Rx for reducing medical waste!



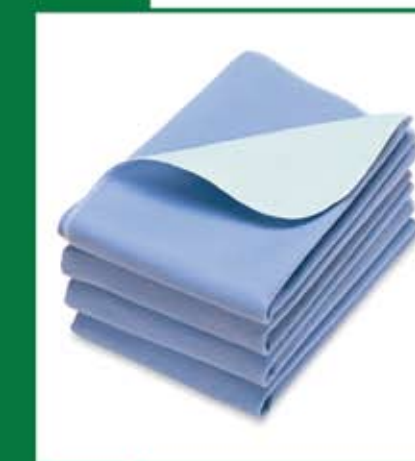
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## PATIENT CARE Reusable Underpads

Protecting what matters

with  
**DERMACARE**



**MIP**  
www.mipinc.com

## PRESSURE ULCERS – The Whole Story

### What are they?

Pressure ulcers are injuries resulting from extended pressure interrupting blood flow to the skin, causing problems ranging from discoloration, loss of sensation and scarring to full-fledged skin loss and soft tissue damage.

### How do they occur?

Pressure ulcers can result from pressure alone (when the skin is compressed between the bone and another surface, i.e.: mattress), or the combination of pressure and friction or shearing. The layering of multiple incontinence products may also create additional pressure points that lead to ulceration.

### Who is at risk?

An estimated 7% of all hospital patients are at risk of suffering from pressure ulcers over the course of their stay, the most vulnerable being:

- Older patients
- Patients who are bed-ridden for more than 2 days
- Patients with impaired circulation
- Patients who remain in moisture-soaked linens for long periods of time
- Patients who are not moved regularly
- Patients using harsh soaps or moisturizers that dry out the skin
- Patients whose heads are raised above a 30-degree angle (causes sliding, and skin damage)
- Dehydrated patients

### How can they be prevented?

Pressure ulcers are easier to prevent than to heal. Some useful ways may include:

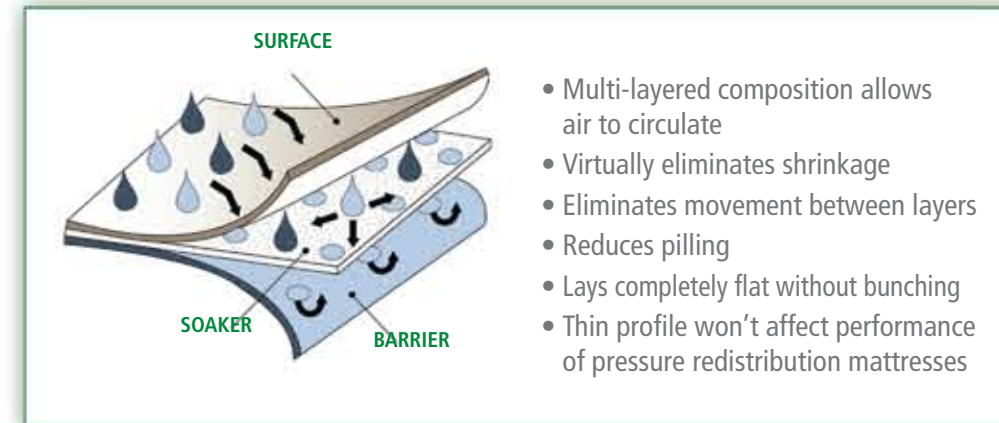
- Encouraging the frequent intake of fluids
- Encouraging a diet rich in essential vitamins and nutrients
- Using pillows or other pressure-reducing devices to remove pressure from key points (heels, sacrum, trochanter, etc.)
- Using mild soaps and moisturizers
- Checking skin daily for discoloration
- Avoiding exposure to cold or dry air
- Unless contrary to the advice of a healthcare professional, ensuring the head of the bed is raised as little (no more than 30 degrees) and for as short a period as possible
- Minimizing moisture buildup due to incontinence using a quick-drying, highly absorbent underpad

## DERMACARE UNDERPADS – First in Patient Care

*DermaCare, a high quality reusable patient care underpad, will help protect your patients and your linen. The usable area of a disposable is on average 30% less than DermaCare's, which means you will need at least 1.5 disposables to match the protection provided by only one DermaCare underpad.*

Criteria	Absorbency	Surface area	Construction
<b>DERMACARE</b>	4.84 L/m <sup>2</sup>	1224 sq.in. (34" x 36")	<b>High performance surface</b> <ul style="list-style-type: none"> <li>• State of the art Stay Dry technology keeps patient feeling dry</li> <li>• Quick acquisition of fluids channel moisture away from the skin</li> <li>• Soft on skin, providing comfort</li> <li>• Stain resistant, durable synthetic surface keeps pad looking newer longer</li> </ul> <b>Maximum soaker absorbency</b> <ul style="list-style-type: none"> <li>• Absorbs up to 4 average voids (1500 mL)</li> <li>• Continues to absorb after initial soil</li> <li>• Wicks moisture away from the skin</li> </ul> <b>Impermeable barrier</b> <ul style="list-style-type: none"> <li>• Brushed barrier keeps underpad securely in place, reducing risk of bunching</li> <li>• Thin profile reduces bulk under the patient</li> </ul> <b>Generous dimensions</b> <ul style="list-style-type: none"> <li>• Avoids the need for double-padding</li> <li>• Effectively protects linen, reducing usage and unnecessary bed changes</li> </ul>
<b>DISPOSABLE</b>	4.23 L/m <sup>2</sup>	864 sq.in. (24" x 36")	<b>Chemically treated surface</b> <ul style="list-style-type: none"> <li>• Absorbs everything, even the natural secretions of the skin</li> </ul> <b>Super Absorbency Polymer (SAP) core</b> <ul style="list-style-type: none"> <li>• Exhausted after one void</li> <li>• No longer breathable once soiled</li> </ul>

### DERMACARE Reusable Pads Bonded Construction



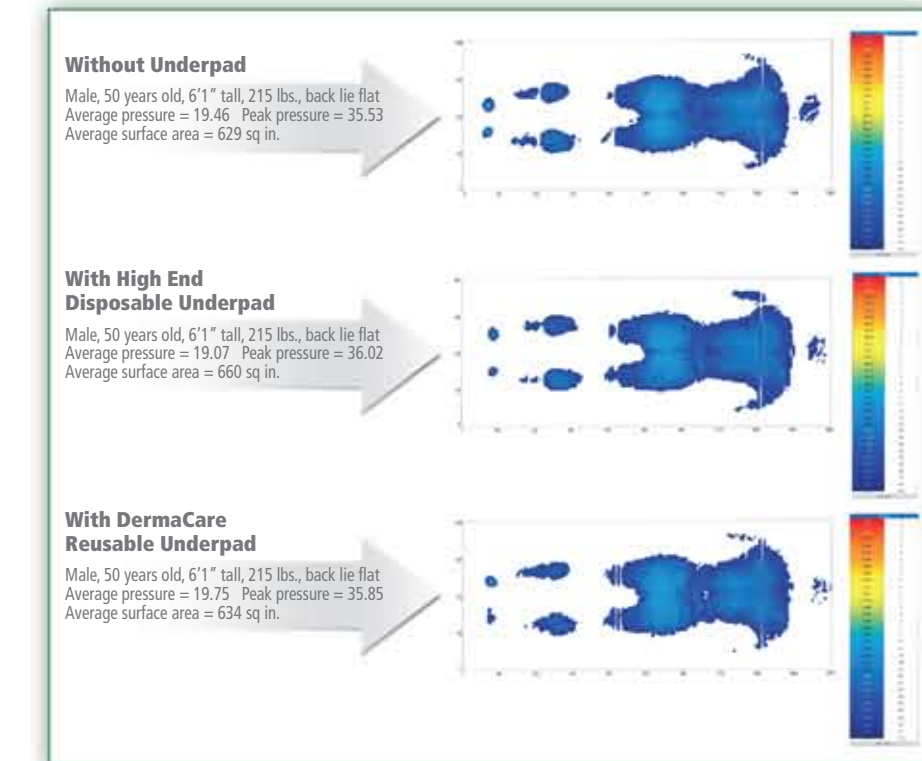
*“Tried disposables for 3 months and went back to reusable underpads for most patients by nurse demand.”*

*“Large voids were quickly absorbed and the patient was left feeling comfortable and dry.”*

## REUSABLE UNDERPADS – Hospital-tested, Cost-effective Care

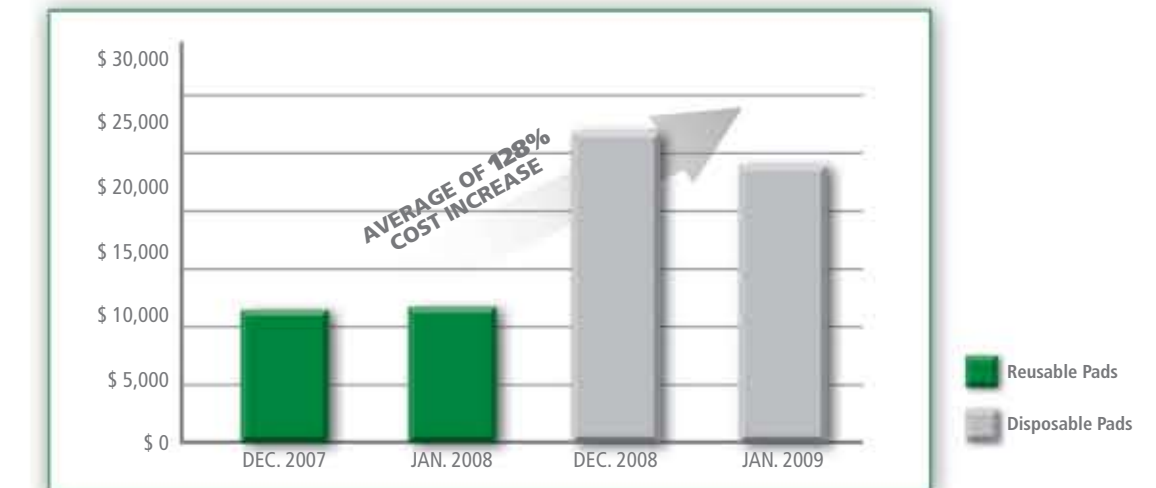
### Pressure Mapping

*Every layer of linen on a hospital bed should be designed to promote skin care and patient comfort. Using DermaCare, a thin profile bonded underpad, will not affect the performance of a pressure redistribution mattress. The underpad will work in concert with the efforts of the specialty surface.*



### Monthly Cost Comparison for Reusable vs. Disposable pads

*Incontinence care can be costly, but reusable underpads can dramatically reduce its financial impact on your facility. Implementing the use of reusable pads that are more absorbent, washable and more durable can considerably reduce capital and storage costs.*



Complete data available upon request.



### Disposables - The Hidden Costs

- Several underpads per bed often used
- Frequent bed changes due to smaller surface area
- Closer monitoring required
- Costly disposal (landfill)