

The Optimum Outcomes Wound Management System™

Used along with the rest of our Advanced Wound and Skin Care products, the Dermagran® family of products comprises Derma Sciences' Optimum Outcomes Wound Management System™. How does this system work?

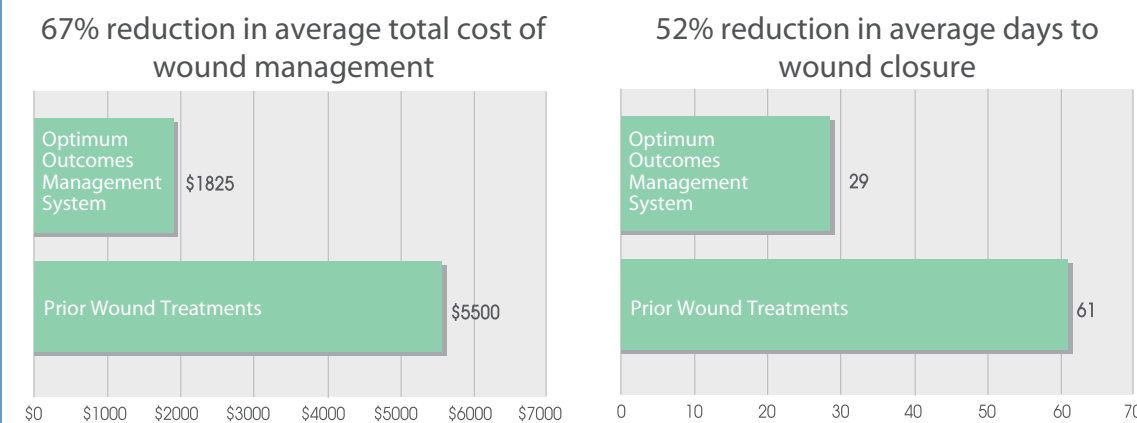


- We will help you deliver consistent care by:
 - Developing standardized care plans, if ones do not already exist
 - Creating customized wall charts based on your care plans and formulary
 - Providing education and in-servicing to your clinicians
 - Driving compliance by helping you develop and nurture your Wound and Skin Care committees
- We encourage use of Derma Sciences' products as core components of your facility's wound care and skin integrity management formulary
- The combination of these things can help to drive down costs in your facility associated with wound management and skin integrity, thus optimizing your economic outcomes.

All the while, your patients could be receiving optimum care, with the goals of lowering pressure ulcer incidence, lowering the number of pressure ulcers that progress to later stages, and reducing healing times of pressure ulcers and other chronic wounds. All these help to optimize clinical outcomes.

...drive down costs...
...lowering pressure ulcer incidence...

In a study comparing Derma Sciences' Optimum Outcomes Wound Management System™ to other advanced wound care products and techniques, key economic and clinical outcome indicators were improved.*



*Donna H Angelini, RN. "A Clinical and Economic Outcomes Evaluation of Wound Care", 1998.

Additional selected products from the Advanced Wound Care product line

Product Name	Reorder #	Description	Units/Box	HCPCS Code
Primacol® Hydrocolloid	85144	4" x 4" hydrocolloid with foam backing	5	A6234
	85166	6" x 6" hydrocolloid with foam backing	5	A6235
Primacol® Bordered Hydrocolloid	85244	4" x 4" hydrocolloid with film backing	5	A6234
	85266	6" x 6" hydrocolloid with film backing	5	A6235
	85192	Sacral Shape	5	A6235
	85291	Heel & Elbow	10	A6234
Primacol® Thin Hydrocolloid	85344	4" x 4" thin hydrocolloid with film backing	10	A6234
	85366	6" x 6" thin hydrocolloid with film backing	5	A6235
XTRASORB™ Super-absorbent Dressing	89545	4" x 5" superabsorbent dressing	10	A6209
	89569	6" x 9" superabsorbent dressing	10	A6210
HydroCell® Adhesive Foam	84244	4" x 4" adhesive foam with film backing	10	A6213
	84266	6" x 6" adhesive foam with film backing	10	A6213
AlgiCell® Calcium Alginate	88044	4" x 4" calcium alginate sheet	10	A6196
	88112	3/4" x 12" calcium alginate rope	10	A6199
AquaSite® Hydrogel	81110	1 fl. oz. amorphous gel	12	A6248
	82044	4" x 4" sheet	10	A6242
	85044	4" x 4" hydrogel impregnated gauze	10	A6231

Additional selected products from the Skin Integrity product line

Product Name	Reorder #	Description	Units/Box
Aprivera®	5107-8Z	Body and Hair Cleanser 8 oz.	24
	5107-1G	Body and Hair Cleanser 1 gal.	4
In-Between® Perineal Skin Cleanser	5201-8Z	Perineal Skin Cleanser and odor eliminator 8 oz.	24
	5201-1G	Perineal Skin Cleanser and odor eliminator 1 gal.	4
Optima® Bath Additive	5305-1G	Bathing/moisturizing bath additive 1 gal.	4
Skin Care Lotion	5401-8Z	Greaseless hand and body lotion 8 oz.	24

1. Jin L, Murakami, TH, Janjua NA, Hori Y. The effects of zinc-oxide diethylthiocarbamate on the mitotic index of epidermal basal cells of mouse skin. Acta Medica Okayama 1994;48:231-236. 2. McClain C, Morris P, Hennig B. Zinc and endothelial function. Nutrition 1995;11:117-120. 3. Nagesha CN, Shenoy KJ, Chandrashekar MR. Study of burn sepsis with special reference to Pseudomonas aeruginosa. Indian Medical Association 1996; 94:230-233. 4. Doughty DB Principles of wound healing and wound management. In: Acute and Chronic Wounds: Nursing Management (RA Bryant, ed) St. Louis: Mosby Year Book 1992:31-61. 5. Jones CL et al. Pyridoxine Deficiency. A new factor in Diabetic Neuropathy. Journal American Podiatry Assoc. 68:646-53, 1978. 6. Leklem JE. Vitamin B6. In: Shils ME, Olson JA, Shike M, Ross AC, ed. Modern Nutrition in Health and Disease. 9th ed. Baltimore: Williams and Wilkins, 1999:413-421.

For more information
call Derma Sciences' Customer Service: 1-800-328-2634
or visit us at www.dermasciences.com



Nutrition & medical products for a healthier life

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Optimize wound and skin care while maximizing the bottom line.

The goals of Skin Integrity are to:

- Prevent perineal dermatitis
- Maintain a healthy epidermal barrier
- Keep the skin free of unwanted microorganisms
- Prevent breakdown due to pressure, shear, or other forces

Although many products exist in the market today to help achieve these goals, few are designed to do more than their name intends; For example, barrier creams provide barriers against moisture and antifungal creams are effective against conditions such as candidiasis and other skin infections.

At DERMA SCIENCES, we take a more holistic approach to product development. Products in the DERMAGRAN® line are vitamin enriched and based in pharmaceutical-grade delivery vehicles in order to surpass the features and benefits of competitive products, while helping to maximize your economic outcomes.

...pharmaceutical-grade...
...maximize your economic outcomes...

Why so much technology in such basic products?

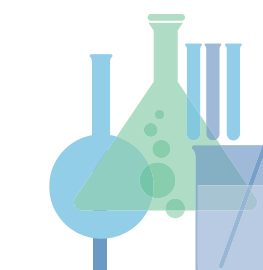
ZINC
Increases division of epidermal cells¹
Promotes vascular endothelial repair²
Lowers wound infection rates³

VITAMINS A & C
• Stimulate epithelialization⁴
• Counteract effects of steroids⁴
• Assist in collagen synthesis⁴

VITAMIN B6
• Deficiency has been linked to peripheral neuropathy⁵
• Assists in the production of red blood cells⁶

PHARMACEUTICAL-GRADE DELIVERY VEHICLES

Proprietary thick paste bases allow for easy application, and are designed to stay on longer than competing products, to increase cost effectiveness.



Products in the Dermagran® family feature Zinc-Nutrient balanced pH technology, which helps optimize the wound environment and restore the skin's natural acid mantle. This can make the difference between optimal skin integrity and skin breakdown.

DERMAGRAN® OINTMENT

Our loyal customers of 15 years have simply stated: "Dermagran – it works!"

Dermagran® Ointment is a pH balanced skin protectant. Formulated with DERMA SCIENCES' Zinc-Nutrient technology, usage of Dermagran Ointment provides a moist, mildly acidic environment conducive to wound healing. The product also helps to restore and maintain the skin's natural acid mantle, thus helping maintain optimal skin integrity. In addition, this product contains Vitamin A, Calcium, and Magnesium. Also used as an effective barrier for mild to moderate cases of incontinence.



INDICATIONS: Abrasions, skin tears, partial thickness pressure ulcers, preventative skin care.

Ordering Information

Reorder #	#NDC	Sizes	Packaging • Units/Case	HCPCS Code
DT-4	25382-126-36	4 oz., Tube	12	A6250
DG-4	25382-126-34	4 oz., Jar	12	A6250

DERMAGRAN® MOISTURIZING SPRAY

Dermagran® Moisturizing Spray is a pH balanced skin protectant. It conditions the skin before application of Dermagran® Ointment or another appropriate dressing. Ingredients include Ionic Zinc, Vitamin A, Vitamin B6, Calcium and Magnesium. For Stage I Pressure Ulcers, abrasions, and preventive skin care.



Ordering Information

Reorder #	Sizes	Packaging • Units/Case
DM-4	8 oz., Spray	12/ Case

ALGICELL™ Ag CALCIUM ALGINATE DRESSING WITH ANTIMICROBIAL SILVER

ALGICELL™ Ag is a primary wound dressing made of Calcium Alginate containing 1.4% silver. In the presence of wound exudate, the sodium ions from the exudate take the place of the silver ions, releasing them. As wound exudate is absorbed, the alginate forms a gel, which assists in maintaining a moist environment for optimal wound healing, and allows intact removal. The silver ions released in the presence of wound fluid protect the dressing from bacterial colonisation, and provides an effective barrier to bacterial penetration. ALGICELL™ Ag dressing provides an antimicrobial effect lasting up to seven days.

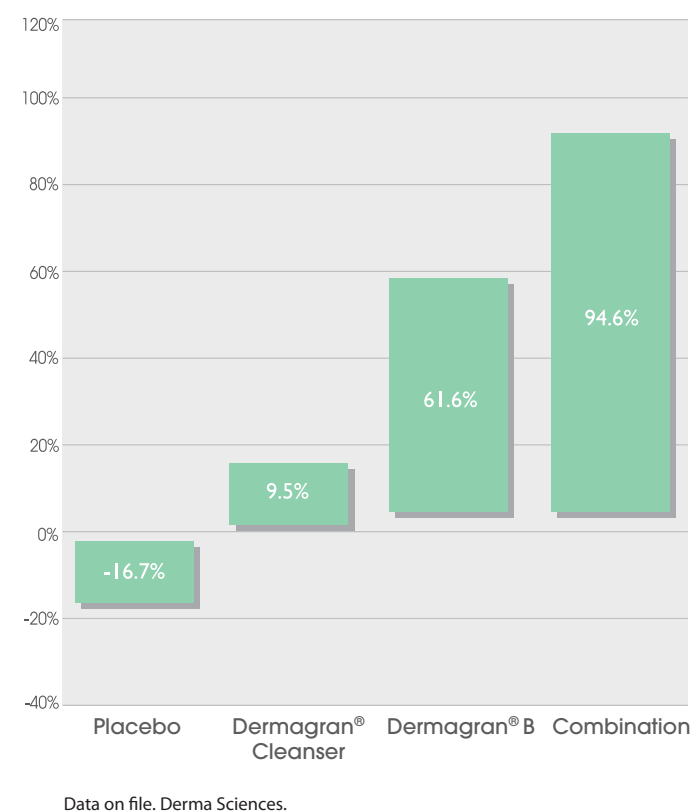


Ordering Information

Reorder #	Sizes	Packaging • Units/Case
88522	2 in. x 2 in.	10 per box, 100 per case
88544	4.25 in. x 4.25 in.	10 per box, 50 per case
88545	4 in. x 5 in.	10 per box, 50 per case
88548	4 in. x 8 in.	5 per box, 20 per case
88582	8 in. x 12 in.	5 per box, 20 per case
88512	.75 in. x 12 in.	5 per box, 20 per case

42-day, double-blind, randomized, multicenter trial of 59 patients

Percentage change in pressure ulcer size from pretreatment



1+1>2

When used together, studies have shown a synergistic effect with Dermagran® B and Dermagran® Wound Cleanser with Zinc.



XTRASORB™ SUPER-ABSORBENT DRESSING

XTRASORB™ is a novel super-absorbent wound dressing. At its core is a super-absorbent polymer that allows the dressing to help re-define the category of highly absorbent dressings. Whereas other absorbent dressings (including foams, abd pads, and other cellulose-based dressings) rely on spaces within the dressings to fill with fluid, XTRASORB's super-absorbent polymer binds to fluid and converts to a gel.



Ordering Information

Reorder #	Sizes	Packaging • Units/Case	HCPCS Code
89545	4" x 5"	10/box, 100/case	A6261
89569	6" x 9"	10/box, 50/case	A6253

DERMAGRAN® HYDROPHILIC-B DRESSINGS

Use instead of hydrogels for optimal preparation of wound healing.

Dermagran® Hydrophilic dressings provide either a primary cover or filler for chronic and acute wounds. Supplied in two forms—impregnated gauze and tube—both contain DERMA SCIENCES' Zinc-Nutrient and balanced pH technology, providing a moist, mildly acidic environment conducive to wound healing. In addition, these products contain Vitamin A, Vitamin B6, Calcium, and Magnesium. Deficiency in Vitamin B6 has been associated with peripheral neuropathy², making this an ideal dressing for diabetic foot ulcers.



INDICATIONS: Pressure ulcers (Stages II – IV), tissue trauma, surgical incisions, partial thickness thermal burns, diabetic and venous stasis ulcers.

Ordering Information

Reorder #	#NDC	Sizes	Packaging • Units/Case	HCPCS Code
SPD-03	25382-201-03	3 oz., Tube	12	A6261
SPD-20	25382-200-20	2" x 2"	200	A6231
SPD-21	25382-200-21	4" x 4"	60	A6231
SPD-24	25382-200-24	8" x 4"	60	A6232

DERMAGRAN® WOUND CLEANSER

Just right for the optimal preparation of the wound bed.

Dermagran® Wound Cleanser is a gentle skin and wound cleanser that contains both Zinc and Vitamin B6. As such, the Wound Cleanser is designed to not just cleanse, but to also prepare the wound bed with an optimal environment for wound healing. The multi-use spray bottle is designed so that the cap does not need to be fully removed in order to operate, increasing ease of use. When used along with Dermagran B, these synergistic products can help to optimize your clinical outcomes.



INDICATIONS: To cleanse and irrigate dermal lesions such as lacerations, post surgical wounds and ulcers (diabetic, venous stasis, Stage II-IV pressure sores). Also aids in mechanical debridement.

Ordering Information

Reorder #	#NDC	Sizes	Packaging • Units/Case	HCPCS Code
WC-04	25382-128-04	4 oz.	12	A6260



DERMA SCIENCES WOUND MANAGEMENT SYSTEM

	ASSESS	CLEANSE	OBTAIN HEMOSTASIS	DRESS	PROTECT
Stage I (Pressure Ulcer)	<ul style="list-style-type: none"> Location, Size 	<ul style="list-style-type: none"> Cleanse with Dermagran® Wound Cleanser Spray gently for cleansing or with additional force for irrigation/debris removal Dry carefully with sponge or gauze pad 		<ul style="list-style-type: none"> Apply protective cover dressing: Choice of PrimaCol® Thin Hydrocolloid dressing or Dermagran® Ointment. Cover with appropriate secondary dressing if Dermagran® is chosen. 	<ul style="list-style-type: none"> If patient incontinence is an issue, protect surrounding skin with Dermagran® GP for light cases Dermagran® Ointment for mild to moderate cases Dermagran® BC for extreme cases
Stage II (Pressure Ulcer)	<ul style="list-style-type: none"> Location, Size, Exudate Level Assess daily for signs or symptoms of infection** 	<ul style="list-style-type: none"> Cleanse with Dermagran® Wound Cleanser Spray gently for cleansing or with additional force for irrigation/debris removal Dry carefully with sponge or gauze pad 	<ul style="list-style-type: none"> If bleeding is present, achieve local hemostasis with AlgiCell® Calcium Alginate Dressing. 	<ul style="list-style-type: none"> If wound has minimal exudate, cover with choice of PrimaCol® Hydrocolloid dressing or Dermagran® B. Cover with appropriate secondary dressing if Dermagran® B is chosen. If wound has moderate exudate, cover with choice of AlgiCell® Calcium Alginate or HydroCell® Foam dressings. Secure with appropriate secondary dressing if AlgiCell Calcium Alginate or HydroCell® Non-Adhesive Foam dressing is chosen. 	<ul style="list-style-type: none"> If patient incontinence is an issue, protect surrounding skin with Dermagran® GP for light cases Dermagran® Ointment for mild to moderate cases Dermagran® BC for extreme cases
Stage III/IV (Pressure Ulcer)	<ul style="list-style-type: none"> Location, Size, Exudate Level, Tunneling / Undermining Assess daily for signs or symptoms of infection** 	<ul style="list-style-type: none"> Cleanse with Dermagran® Wound Cleanser Spray gently for cleansing or with additional force for irrigation/debris removal Dry carefully with sponge or gauze pad 	<ul style="list-style-type: none"> If bleeding is present, achieve local hemostasis with AlgiCell® Calcium Alginate Dressing. 	<ul style="list-style-type: none"> If wound has minimal exudate, apply Amorphous Hydrogel, Dermagran® B, or appropriately sized Dermagran® Wound Dressing. Cover with PrimaCol® Hydrocolloid dressing. If wound has moderate to heavy exudate, apply AlgiCell® Calcium Alginate. Cover with HydroCell® Foam dressing. 	<ul style="list-style-type: none"> If patient incontinence is an issue, protect surrounding skin with Dermagran® GP for light cases Dermagran® Ointment for mild to moderate cases Dermagran® BC for extreme cases
Diabetic Foot Ulcer	<ul style="list-style-type: none"> Location, Size, Exudate Level, Tunneling / Undermining Assess daily for signs or symptoms of infection** 	<ul style="list-style-type: none"> Cleanse with Dermagran® Wound Cleanser Spray gently for cleansing or with additional force for irrigation/debris removal Dry carefully with sponge or gauze pad 	<ul style="list-style-type: none"> If bleeding is present, achieve local hemostasis with AlgiCell® Calcium Alginate Dressing. 	<ul style="list-style-type: none"> If wound has minimal exudate, apply Dermagran® B or appropriately sized Dermagran® Wound Dressing. Cover with PrimaCol® Hydrocolloid dressing. If wound has moderate to heavy exudate, apply AlgiCell® Calcium Alginate. Cover with choice of HydroCell® Foam dressing. Secure with appropriate secondary dressing if HydroCell® Non-Adhesive Foam dressing is chosen. 	<ul style="list-style-type: none"> Protect surrounding skin against further skin breakdown by applying Dermagran® Ointment and covering with appropriate secondary dressing.
Venous Leg Ulcer	<ul style="list-style-type: none"> Location, Size, Exudate Level, Tunneling / Undermining Assess daily for signs or symptoms of infection** 	<ul style="list-style-type: none"> Cleanse with Dermagran® Wound Cleanser Spray gently for cleansing or with additional force for irrigation/debris removal Dry carefully with sponge or gauze pad 	<ul style="list-style-type: none"> If bleeding is present, achieve local hemostasis with AlgiCell® Calcium Alginate Dressing. 	<ul style="list-style-type: none"> If wound has minimal exudate, apply Dermagran® B or appropriately sized Dermagran® Wound Dressing. Cover with PrimaCol® Hydrocolloid Dressing. If wound has moderate to heavy exudate, apply AlgiCell® Calcium Alginate. Cover with HydroCell® Foam dressing. Secure with appropriate secondary dressing if HydroCell® Non-Adhesive Foam dressing is chosen. Apply compression therapy as necessary. If arterial component is present, use compression with caution under medical supervision. 	<ul style="list-style-type: none"> Protect surrounding skin against further skin breakdown by applying Dermagran® Ointment and covering with appropriate secondary dressing.
Skin Tear	<ul style="list-style-type: none"> Location, Size, Exudate Level, Tunneling / Undermining Skin flap present / No skin flap 	<ul style="list-style-type: none"> Cleanse with Dermagran® Wound Cleanser Spray gently for cleansing or with additional force for irrigation/debris removal If flap is present and is dry, moisten with Wound Cleanser and reposition skin Dry carefully with sponge or gauze pad 	<ul style="list-style-type: none"> If bleeding is present, achieve local hemostasis with AlgiCell® Calcium Alginate Dressing. 	<ul style="list-style-type: none"> If skin flap is present, cover with HydroCell® Non-Adhesive Foam dressing or Dermagran® Ointment. Secure with appropriate secondary dressing. When skin flap is not present: If dry, apply Dermagran® Ointment. Cover with appropriate secondary dressing. When skin flap is not present: If exuding, apply HydroCell® Non-Adhesive Foam dressing. Secure with appropriate secondary dressing. 	<ul style="list-style-type: none"> Protect surrounding skin against further skin breakdown by applying Dermagran® Ointment and covering with appropriate secondary dressing.
Necrotic Tissue	<ul style="list-style-type: none"> Assess daily for signs or symptoms of infection** 	<ul style="list-style-type: none"> Cleanse with Dermagran® Wound Cleanser Spray gently for cleansing or with additional force for irrigation/debris removal Dry carefully with sponge or gauze pad 	<ul style="list-style-type: none"> If bleeding is present, achieve local hemostasis with AlgiCell® Calcium Alginate Dressing. 	<ul style="list-style-type: none"> For autolytic debridement, apply Dermagran® B or AquaSite® Amorphous Hydrogel®. Cover with appropriate secondary dressing (unless infected; then use non-occlusive) and secure as needed. Change once daily or as directed by a physician. Trim or pull away necrotic tissue as autolysis loosens necrotic areas. Debridement is contraindicated in patients with arterial insufficiency, untreated bleeding disorders, infected wounds, or when underlying conditions have not been managed. 	

**This information is designed to be used as a reference for the wound dressing portion of the care plan. Always follow facility-mandated procedures and protocols.
**Common signs and symptoms include periwound area warmth, erythema, purulent drainage, and odor. If signs and symptoms are present, proceed with caution under medical supervision.