

in touch

The Ansell Newsletter

Editorial

Ansell's safety bus tours
UK's building and
construction sites

Ride the bull ... and
discover the excellent
grip of the HyFlex®
11-920

Building and
Construction tour
reaches a high number
of UK workers

Ansell leads the way in
barrier protection for the
food industry

Ansell fully complies with
REACH legislation

Dear reader,

The start of a new year is always an ideal moment to reflect on the past 12 months and to look forward to the future. This year, there is no way of escaping a shadow of worry and fear when thinking of what lies ahead in terms of business. 2009 is surely shaping up to be a critical, challenging year for companies around the world.

Ansell realizes all too well what many of its industrial customers are up against this year: drum-tight budgets, personnel cuts and many other challenges. In that harsh financial climate, the temptation may be great to cut costs in areas that may not seem too important for survival at first sight, like workplace health and safety. A tighter economy, however, requires much more than random budget cuts. Companies that wish to endure and thrive, will restructure their business culture and rethink their strategy. Be nimble and responsive. So that they are totally prepared for the upturn. When it comes to health and safety, it is essential to regard it as a proper business investment in the future of a company.

Ansell can assist you in selecting the optimal hand protection solutions and help you manage your Total Cost of Ownership. We invite you to call upon the unique Ansell GuardianSM consulting service designed to help large production sites qualifying and quantifying risk exposures for increasing both worker safety and productivity. In addition, Ansell continually invest in product enhancements and innovations, so that its solutions increasingly boost your worker's safety and productivity. Which will, therefore, benefit your bottom-line in the long term.

Everyone at Ansell truly hopes your company will be able to turn every challenge into a business opportunity in 2009 and looks forward to a further successful collaboration. And because business is not all that counts: let me wish you a warm, loving and healthy New Year for you and all your loved ones!



Werner Heintz

Sr Vice President & Regional Director Europe, Ansell Healthcare



Editorial

Ansell Healthcare Europe N.V.

Riverside Business Park, Block J - Boulevard International 55 - B-1070 Brussels - Belgium
Tel. +32 (0) 2 528 74 00 - Fax +32 (0) 2 528 74 01 - Fax Customer Service +32 (0) 2 528 74 03
<http://www.ansell.eu> - Email info@ansell.eu



Ansell's safety bus tours UK's building and construction sites

Building and construction workers throughout the UK were fairly surprised when seeing a fire truck, revamped in Ansell colours, drive into their construction yard in November/December last. The demo bus invited them to test Ansell's dedicated range of hand protection solutions for their industry. An unusual initiative to raise awareness around hand protection in a sector where the need is great - but still largely neglected.

According to a French survey*, 64% of construction workers prefer to work bare-handed instead of wearing protective gloves. The situation in other European countries will be much the same. This is striking, especially if you bear in mind that the building and construction sector has the highest level of exposure to overall occupational risk factors*, with the "upper extremities" being the most vulnerable parts. For some time now, Ansell has been on a quest to raise awareness in the sector about "hands being the most precious tool in any construction activity and needing protection". The 2008 Building and Construction Tour, featuring an old fire truck converted into a demo bus, visited the target group at their daily workplace – the construction sites. Causing them to stop and think...

Putting safety in your hands®

The road show, baptized "Putting Safety in your hands®", kicked off at the end of October, during Interbuild, the UK's biggest building and construction trade fair. Since mid-November, the bus has been

travelling to building sites near London, mainly in and around the new Olympic venues, before journeying to Glasgow. Trained hostesses helped building and construction workers discover Ansell's dedicated glove range for their particular sector and experience how Ansell's gloves fit like a second skin, whilst offering superb protection. A much-appreciated initiative!



Watch the Ansell [YouTube video](#) to get a taste of Ansell's demo bus

Dedicated video and poster

An [educational video](#) on Ansell's dedicated offering for the building and construction sector is downloadable from the website.

To help building and construction professionals choose the right glove for their particular job, Ansell has developed a [handy selection poster](#), which is also available at the website.

* Source: 4th European Working Conditions Survey (2005)

Ansell Healthcare Europe N.V.

Riverside Business Park, Block J - Boulevard International 55 - B-1070 Brussels - Belgium
Tel. +32 (0) 2 528 74 00 - Fax +32 (0) 2 528 74 01 - Fax Customer Service +32 (0) 2 528 74 03
<http://www.ansell.eu> - Email info@ansell.eu

Ride the bull ... and discover the excellent grip of the HyFlex® 11-920

That Ansell's HyFlex® 11-920 glove seamlessly combines excellent grip with good oil repellence, was recently demonstrated in a very unusual and challenging way. During its Safety Experience 08 shows in September 2008, Ansell's leading UK distributor Arco invited visitors to ride an electric bull, wearing the HyFlex® 11-920. The contest was just one of the many interesting and fun initiatives showcasing the countless solutions Arco has on offer to ensure workplace safety.

For Arco, the start of the autumn is traditionally the time when a new edition of its much-appreciated product catalogue - "The Big Book" – is launched and presented during an Arco event for end-users and employees. The new 924-page catalogue published in September 2008 is a completely revamped version, featuring 22,000 safety and workwear products. Many newcomers amongst these came alive during the two-day "Safety Experience 08" events in Doncaster and Glasgow, where visitors got direct access to over 40 of the world's top brands in safety equipment and workwear, including Ansell.

Thanks to Ansell Grip Technology™

Besides an original workwear fashion show, the electric bull where the grip of the HyFlex® 11-920 was demonstrated was one of the fun eye-catchers at the Arco event. "Some 400 people took the challenge to ride the bull and experience the grip of the new Ansell glove. Those who could stay on the bull the longest went home with a bottle of champagne," recalled Mike Ludbrook, Branch Manager at Arco Darwen. Mike emerged as one of the winners - partly thanks to Ansell's Grip Technology™, incorporated in the HyFlex® 11-920.

Mr Mike Ludbrook (Branch Manager Arco Darwen); Mark Spree, Distribution Manager UK & Eire (Ansell UK Ltd)



Ansell Healthcare Europe N.V.

Riverside Business Park, Block J - Boulevard International 55 - B-1070 Brussels - Belgium
Tel. +32 (0) 2 528 74 00 - Fax +32 (0) 2 528 74 01 - Fax Customer Service +32 (0) 2 528 74 03
<http://www.ansell.eu> - Email info@ansell.eu

Building and Construction tour reaches a high number of UK workers

On page 1 of this newsletter, you can read all about Ansell's Building and Construction demo bus. A unique, innovative initiative that originated at the offices of ... Ansell UK. In November 2008, the 'Putting Safety in your hands®' truck caught the eye of the many visitors at Interbuild 2008 (Birmingham). Since then, it has been touring eight sites in London and five in Scotland, reaching an impressive number of building and construction workers.

The annual Interbuild trade fair was a great occasion to kick off Ansell's Building and Construction tour. No less than 32,000 professionals, including representatives from 18 of the UK's top 20 building contractors, visited the event, looking for new developments in the world of building and construction. Every single one of them passed by the centrally-located demo truck where Ansell raised awareness about hand protection and demonstrated how Ansell gloves provide superior protection and comfort levels.



Reaching 400 construction workers

When Interbuild closed its doors, Ansell's converted fire truck took off to the large construction sites

at the Olympic Games area (Stratford, London), where Ansell got the chance to visit five key contractors on site, attracting over 400 workers to the truck. Everyone was invited to test Ansell gloves for strength, comfort, tactility, vibration, resistance and protection against chemicals, cuts and abrasion. "The idea of visiting the Olympic Games area was challenging as the security measures at these sites are very robust," said Jim Wakerly, TSM. "But we managed to get in, talk to the many building and construction workers there and show how Ansell provides a specific glove to protect against the risks that building workers are exposed to. Their feedback was most valuable for us."

Increase Ansell brand awareness

The same enthusiastic reactions were heard in Scotland, where the Ansell truck was on the road for three days. On Day One, the bus halted at the heart of the Aberdeen City Centre, where

Miller Construction is working on a major retail and leisure project. Again, over 400 workers visited the truck. As Miller had invited the local primary school pupils to visit Ansell's bus and interact about safety and best practices, Ansell's presence got wide coverage on TV and local radio. The second and third day of the road show took place at the Edinburgh and Aberdeen sites of distributor Arco, which drew hordes of building and construction customers. "The idea behind the road show was mainly to increase Ansell brand awareness among building and construction workers and demonstrate how our dedicated package of glove solutions can really help improve safety in their daily work. We believe we have largely reached that goal," said Forbes McGregor, who supervised the Scotland leg of the tour.

Building on the success achieved in the UK, Ansell hopes to bring the converted fire truck to the Continent, touring through other European countries.

Ansell Healthcare Europe N.V.

Riverside Business Park, Block J - Boulevard International 55 - B-1070 Brussels - Belgium
Tel. +32 (0) 2 528 74 00 - Fax +32 (0) 2 528 74 01 - Fax Customer Service +32 (0) 2 528 74 03
<http://www.ansell.eu> - Email info@ansell.eu

Ansell leads the way in barrier protection for the food industry

Every day, over 4.3 million Europeans work in the food processing industry. Ansell provides them with a dedicated range of gloves that fulfill a twin role: protecting the workers' hands as well as the food products they handle. This dual approach towards hand protection, which has become commonplace these days, was quite innovative ten years ago. Ansell was the pioneer that helped revolutionize glove usage in the sector.

Sharp-edged tools, material and surfaces; temperature extremes; grease; bacteria and the harsh solutions and chemicals used to clean and sanitize work surfaces. These are only a few of the hazards workers in a food-processing environment are facing. The number of hand injuries in the industry is quite high, with musculoskeletal disorders due to repetitive hand and wrist exertions (often in cold temperatures) the number one occupational risk. Appropriate hand protection is, in other words, an absolute must. But unlike in most other industries, safety hazards in the food sector go beyond the protection of employees. With safe food being a rising concern these days, the food industry is getting increasingly regulated. So food products, too, have to be protected.



Avoid food contamination

Quite a while back, the European Union launched its first regulations to protect food products from contamination by "materials intended to come into contact with food". Commonly described as "food packaging legislation", work gloves reside under the very same directive. In spite of regular revisions, the basic principle of the regulation remains unchanged: as chemicals from plastics packaging or glove materials might migrate with food ingredients, thereby contaminating the food, they have to be controlled tightly.

Pioneering approach

The above principle was neglected in the food industry for many years: it was not until the end of the 90s that food legislation started to play a role in the selection of gloves. "At that time, we noticed that there was ample space for enhanced hand protection among food processing workers and decided to target the sector," Ivan Guinard, food expert at Ansell, recalled. "So we communicated extensively with industry insiders to gauge their requirements and we tried to gain an insight into food

legislation. This approach revolutionized the sector, as never before had any glove manufacturer developed a targeted solution for the industry that took into account the strict legislation."

proFood® and much more besides

The result of Ansell's commitment was a brand-new set of dedicated gloves for workers in food processing companies: Ansell's proFood® range. The gloves were launched in 1999 with an innovative marketing campaign that not only presented the range but also sensitized food-processing companies about the guidelines they had to follow, thereby underlining Ansell's expertise in the field. Ever since then, Ansell has been leading the way in research, technical expertise and innovation for food-handling gloves. The proFood® range has since been expanded and complemented with other Ansell gloves that are food-compatible and in full compliance with the toughest standards on food contact and food hygiene.



The right glove for the right application

Today, Ansell provides a solution for every application. Its main concern is that every worker selects the right glove for the right application. Meat cutters performing boning and breakdown work with knives, for example, need extremely cut-resistant gloves, such as the [proFood® Safe-Knit®](#) or the [new Vantage® proFood®](#). People handling slippery objects, like poultry, fish or red meat, might want the support of gloves with some extra grip. As it's not always simple to choose the right glove, in a sector with ever-changing regulations and a wide offering to choose from, Ansell gladly helps its distributors and end-users make the right choice and keeps them posted on food legislation. After all, by using the right gloves, both worker safety and productivity rises, while food safety is guaranteed. Three impressive benefits that no food processing company can neglect.

Providing bespoke hand protection solutions to all players

[The food industry](#) as a whole involves the entire food chain, from the production of raw materials (agriculture & fishing), thru' to food processing and customer services (food services, like hotels, restaurants and catering, and food distribution). Whereas Ansell's approach mainly focuses on the food processing operators (the biggest group of workers in the food industry), the product offering also promises great protection and comfort levels for all other players in the sector.

Ansell Healthcare Europe N.V.

Riverside Business Park, Block J - Boulevard International 55 - B-1070 Brussels - Belgium
Tel. +32 (0) 2 528 74 00 - Fax +32 (0) 2 528 74 01 - Fax Customer Service +32 (0) 2 528 74 03
<http://www.ansell.eu> - Email info@ansell.eu

Ansell fully complies with REACH legislation

On the 1st of December 2008 at midnight, the European Chemical Agency (ECHA) closed the six-month REACH (Registration Evaluation and Authorisation of Chemicals) pre-registration period. European firms that make or import more than one tonne of a chemical substance per year, had to pre-register that chemical substance, if it is within a release agent on an article or within a preparation (mixture of chemical substances), by that day. And there was a massive response: well over two million pre-registrations were submitted, covering more than 100,000 chemical substances. Ansell successfully pre-registered 28, after a time-consuming process of analytical dissection for all the gloves, condoms, gels, lubricants, etc. produced worldwide.



The pre-registration of chemicals is the key first component of **REACH**. Pre-registration is required to allow the company to take advantage of the "phase in" period, before formal registration is required. REACH is the EU's ambitious system for the Registration, Evaluation and Authorization of Chemicals, which came into force in June 2007. It was approved after years of studies and deliberations, started after a 1998 evaluation report of the European Commission had revealed the need for a new system. The former EU legislation framework on chemicals was a patchwork of different directives and regulations that did not really function properly. It made it difficult to determine the risks of many chemicals and took too long before measures were taken to ban chemicals with proven risks. In short: the former system hampered innovation and posed a hazard to both human health and the environment.

Industry responsibility

Of particular note in the new **REACH** system is the big responsibility that rests on the shoulders of the industry. The companies themselves have to know the risks of the chemicals they manufacture and/or use in the EU and manage them competently. REACH therefore stipulates that companies that import or manufacture over one tonne of a chemical compound per year have to register it in a central database. As this registration process is a very time-consuming, complex task for both industry and regulators, the registration of chemicals already on the market is to take place in three phases, spread over 11 years. To benefit from this phased process, REACH installed a pre-registration period, between 1st of June and 1st

December 2008. Companies who failed to pre-register, can no longer manufacture or import their chemicals, unless they make immediate formal registrations.

28 Ansell chemicals

Ansell successfully completed the preregistration task. "We submitted information on all the substances we use in or on our articles, in quantities of over 1 tonne per year, which are designed for release or within preparations we produce" explained Phil Bates, Ansell Regulatory Affairs Director EMEA. "And although a full technical dossier is now required to complete the formal registrations, through the 'phase in' period, the first step itself was already quite challenging. It required breaking down all our products, from our gloves and condoms to gels and lubricants, manufactured throughout the world, into their constituent chemical substances. In the end, the 28 chemicals of which larger quantities are imported per year, were listed and posted on the REACH-IT portal over October and November." The next step, now, for the European Chemicals Agency (ECHA), is to publish all preregistered chemicals on its website, so that companies can identify potential registrants of the same substance and share data within the SIEF (Substance Information Exchange Forums) for each chemical substance. The majority of Ansell's chemicals will need full registration dossiers by 2018.

Substances of very high concern?

A second pillar of the **REACH** legislation where Ansell dutifully fulfilled its role is the notification of substances of very high concern (SVHC), i.e. chemicals with indications of impact on the environment and/or health. In October 2008, REACH published its first Candidate List with such SVHC chemicals. Companies now have the obligation to inform everyone involved in their supply chain if they use any of the Candidate List substances in concentrations over 0.1% w/w within their articles (eg gloves) or within preparations. Companies can continue to use these SVHCs up to October 2010 and then, only if application is made to the ECHA for "Authorisation for continued use of the SVHC", can companies continue to use them after that date. To avoid this process, Ansell has recommended a program to replace the hazardous compounds with alternatives, if available. For more information on Ansell's policy in this matter, [please refer to the Ansell website](#).

Ansell Healthcare Europe N.V.

Riverside Business Park, Block J - Boulevard International 55 - B-1070 Brussels - Belgium
Tel. +32 (0) 2 528 74 00 - Fax +32 (0) 2 528 74 01 - Fax Customer Service +32 (0) 2 528 74 03
<http://www.ansell.eu> - Email info@ansell.eu