Ferris Mfg. Corp.

PolyMem Multifunctional Dressings

Optimize Your Outcomes

- ✔ Financial
- ✔ Operational
- ✔ Clinical

- Reduce Cost of Healing
- Improve Patient Outcomes

WOUND MANAGEMENT PROJECTED COST COMPARISON

<table>
<thead>
<tr>
<th></th>
<th>COSTS4</th>
<th>Gauze4 (List Price)</th>
<th>Adhesive Dressing4</th>
<th>Non-Adhesive Foam4</th>
<th>Hydrocolloid4</th>
<th>PolyMem #50444</th>
<th>PolyMem #6064</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td></td>
<td>$0.65</td>
<td>$5.60 ea.</td>
<td>$3.73 ea.</td>
<td>$3.19 ea.</td>
<td>$3.67 ea.</td>
<td>$7.09 ea.</td>
</tr>
<tr>
<td>Normal Saline4 (100ml Bottle)</td>
<td>$2.76</td>
<td>$2.76</td>
<td>$2.76</td>
<td>$2.76</td>
<td>N/A</td>
<td>N/A</td>
<td>N/A</td>
</tr>
<tr>
<td>2&quot; Tape4 ($1.49 per 10 yd. of 2&quot; (1/2 yd. per Application))</td>
<td>$0.08</td>
<td>N/A</td>
<td>$0.08</td>
<td>N/A</td>
<td>$0.08</td>
<td>N/A</td>
<td>N/A</td>
</tr>
<tr>
<td>Gauze4 for Cleaning</td>
<td>$0.61</td>
<td>$0.61</td>
<td>$0.61</td>
<td>$0.61</td>
<td>N/A</td>
<td>N/A</td>
<td>N/A</td>
</tr>
<tr>
<td>Labor1,2 ($50.00 per Hour)</td>
<td>$12.50</td>
<td>$12.50</td>
<td>$12.50</td>
<td>$12.50</td>
<td>$8.32</td>
<td>$8.32</td>
<td>$8.32</td>
</tr>
</tbody>
</table>

Total Cost per Dressing Change $16.60 $21.47 $19.68 $19.06 $12.07 $15.41

Dressing Changes Required per Week5 14 3 3 3 3 3

Total Weekly Cost $232.40 $64.41 $59.04 $57.18 $36.21 $46.23

Average Healing Time3 (in Weeks) 16 12 12 12 9 9

Total Healing Cost per Patient $3,718.40 $772.92 $708.48 $686.16 $325.89 $416.07

Cost for 300 Wound Care Patients per Year $1,115,520.00 $231,876.00 $212,544.00 $205,848.00 $97,767.00 $124,821.00

Annual Loss Compared to PolyMem Use $1,017,753.00 $107,055.00 $114,777.00 $81,027.00

1. Nurses have documented that the dressing time change for PolyMem dressings is approximately one third the normal change.
2. PolyMem dressings are easy for family members, caregivers and patients to change. When non-skilled staff change PolyMem dressings, there is no labor expense associated with the dressing.
3. Clinical literature on file supports decreased healing time with advanced wound care and Ferris PolyMem dressings.
4. Pricing information obtained varies from distributor to distributor.
5. Standard protocol as known with gauze and the rest by package inserts of products.
PolyMem belongs to an innovative class of adaptable, multifunctional wound care dressings called polymeric membrane dressings. PolyMem dressings contain components that work together to promote rapid wound healing, pain relief and swelling reduction.

How can the characteristics of PolyMem dressings help you:

**CLEANSES**: The built-in cleansing agent is activated by moisture and released into the wound bed, reducing the need for manual cleansing during dressing changes, which can interrupt the growth of healthy tissues.

**FILLS**: Gently expands and conforms to continuously fill the wound bed. The wound site will constantly receive the benefits of PolyMem dressings.

**ABSORBS**: Effectively wicks away up to 10 times its weight in exudate, allowing the natural growth factors and nutrients to concentrate in the wound bed.

**MOISTENS**: Helps keep the wound bed moist, preventing the dressing from sticking to the wound bed – dressing removal is virtually pain-free.

**RELIEVES PAIN AND SWELLING**: Both persistent and procedure-related wound pain are usually relieved by PolyMem’s ability to continually moisten the wound bed. PolyMem helps inhibit the nociceptor response, which helps reduce the swelling, pain and inflammation at and around the wound site.

**PROTECTS FROM CONTAMINATION**: Semi-permeable polyurethane film backing helps prevent contaminants from entering the dressing or wound bed.

PolyMem dressings are:

- non-adherent
- available with and without silver
- not recommended for use in conjunction with topical treatments
- able to be left on the wound for up to 7 days, depending on exudate levels

Clinicians report superior results managing:

**Skin Intact**
- Pressure Ulcers (I)
- Suspected DTI
- Contusions
- Bruises

**Skin Broken**
- Pressure Ulcers (II - IV)
- Leg Ulcers
- Diabetic Ulcers
- Burns

**Common dressings that PolyMem can replace:**

- Polyurethane or silicone foams
- Hydrocolloids
- Hydrogels

- Transparent films
- Alginites
- Gauze and traditional dressings

This is an overview. Please see package insert for complete instructions.

Made in USA