



January 2011

Dear Healthcare Professional:

The Virginia Hospital & Healthcare Association (VHHA) shared services affiliate ("VHHA Services") selected Germ Pro Products, Inc. as a preferred partner in helping VHHA members prevent Healthcare-Acquired Infections (HAIs).

Germ Pro has developed a Persistent Action Plan (PAP) that compliments existing hand hygiene and environmental surface cleaning practices by adding a persistent hand lotion and persistent surface disinfectant, both with long-term killing power.

As a result of four successful trials, 14 hospital campuses have adopted Germ Pro after realizing significant decreases in HAIs averaging 41.5%. Compared to baseline, 59 fewer infections were reported during the three month trial, saving over \$1.2 million, or \$20,549\* per HAI prevented.

Below are some quotes from hospitals that participated in trial evaluations of Germ Pro.

*"Have had some remarkable improvements in employees with cracked-fissured, hands."*

*"Our recent three month trial with GermPro has resulted in a significant reduction of HAI. We are currently working to implement the products at all of our hospitals."*

*"Participating in this trial has been timely ... as we proceed with an increase in mandatory reporting for all hospitals in Virginia."*

*"...our C. diff rates dropped from 1.7 to 0.8/1000 patient days!! ... Needless to say, the Infection Control Committee recommended that the products be adopted. Nursing Leadership concurred and we are in the process of bringing them in house in all of our patient care areas."*

\*D. Scott II, CDC, "The Direct Costs of HAI in US Hospitals" 2009.

VHHA recommends Germ Pro's proven PAP as part of any healthcare organization's overall infection prevention strategy.

David S. Jenkins  
Vice President, VHHA Services  
Virginia Hospital & Healthcare Association