



Medical Supplies Cross Selling Guide



COVIDIEN

positive results for life™

If your customer is buying this...

...you'll want to tell them about this!

Incontinence Care

Adult briefs, bladder control pads, protective underwear, liners, guards, pad & pants, underpads



Wings™ Personal Cleansing Washcloths

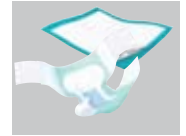
Because skin care is so important for people experiencing incontinence, I wondered if you would like to try some of our personal cleansing washcloths?



Adult briefs



XXL, Bariatric Briefs & Underpads Do you have a need for XXL and Bariatric sizes? We also offer a full line of underpads to meet all of your needs. Would you like to add them to your order?



Youth pants



Training Pants, Baby Diapers Did you know that we offer a full line of training pants and baby diapers?



Wound Care

Dressing rolls, gauze or non-adherent dressings



Kendall™ Tapes Dressings that do not include adhesives, will need tape to secure the dressing or dressing roll in place. Hypoallergenic Kendall Tapes are also gentle to even the most fragile skin.



Packing strips, calcium alginate dressings



Curity™ Tipped applicators To aid in packing and measuring deep wounds, you may need tipped applicators. We have a variety of types and sizes to choose from.



Foam dressings



Polyskin™ II Transparent Dressings For securing foam dressings over wounds, transparent dressings offer a secure yet gentle way to keep the dressing in place while still monitoring the exudate.



Alcohol preps



Curity™ Adhesive Bandages Ideal for covering puncture wounds (like vaccinations and small suture applications) Curity adhesive bandages come in a full range of sizes and backings including character and antimicrobial bandages.



Kendall™ medical adhesive tapes



Webcol™ Skin Barrier Wipes and Adhesive Removers Our skin barrier wipes form a protective barrier between the skin and adhesive products while adhesive removers gently remove adhesive tape residue and contain aloe leaving skin soft after usage.



Petroleum or impregnated gauze



Kerlix™ Bandage Rolls Often impregnated dressings are hard to secure, especially when the ointment is oily or heavy. By covering with a bandage roll the wound is secure and the patient is less likely to find the dressing "messy".



Curity adhesive bandages



Webcol™ Alcohol Preps If you are giving injections or cleaning small wounds, do you need alcohol preps?



Open Suction

Open suction catheters, mucous traps



Sterile Water Bottles, Sterile Saline Bottles

Irrigation of open suction catheters and mucous traps is important before use. Did you know that we offer sterile water and saline solutions?



Thermometry

Probe covers



Thermometers (Genius™ 2, Filac™ 3000 AD/EZ, Filac™ FasTemp) Do you need additional thermometers?



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Enteral Feeding

Feeding pumps, feeding sets



Irrigation Kits, Gravity Sets For times when you want to irrigate your enteral feeding system to enhance flow, consider our irrigation kits. When you need an alternate feeding source, consider our gravity sets.



Pegs, g-tubes, other access devices



Kendall™ AMD Fenestrated Foam Did you know that AMD products are effective at killing MRSA, VRE, yeast, and fungi...especially important around a feeding tube? Would you like to know about our AMD foam?



OR Products

Suction tubing, Yankauers, bubble tubing



Tube Connectors and Solidification products You can customize your suction control by selecting alternate suction instruments to attach to your suction tubing. Also, Covidien provides solidification products to absorb medical waste for disposal.



Laceration trays



Suture and Staple Remover trays Covidien provides trays to suture a wound and kits for efficient suture and staple removal.



IV start kits



Prefill Syringes Upon IV insertion it is customary to flush the IV line. Covidien provides the tools necessary to accomplish both.



Needles/Syringes & Sharps Disposal

Chemo sharps containers



Chemotherapy protective gowns and gloves What type of PPE are you using for hazardous drug handling? We offer a full line of chemo related PPEs



Needles, syringes, and prefill syringes



Webcol™ Alcohol Preps and SharpSafety™ containers Do you need alcohol preps or sharps containers?



Prefilled syringes

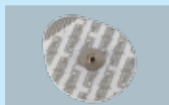


Kendall™ AMD Foam Disc Proper catheter maintenance results in enhanced patient care. Kendall AMD Foam Disc provides a simple to use antimicrobial barrier.



Cardiac Monitoring

Monitoring diagnostic or defibrillation electrodes



Disposable ECG Cable and Lead Wire System Many customers use disposable cables and lead wires to help prevent cross contamination. May I tell you about our disposable cable and lead wire systems?



Recording Chart Paper Can I assist you in ordering chart paper for your monitoring?



Urology Products

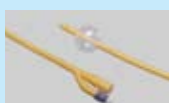
Foley catheters, drainbags, urine meters, trays



Catheter Securement Device Did you know that we offer a universal solution to Foley catheter securement that may reduce the likelihood of complications following catheterization?



Foley catheters



Catheter Urine Sample Collection Kit If you need to draw samples for analysis, you may want to consider our urine collection kit.





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15 HAMPSHIRE STREET
MANSFIELD, MA
02048

1-800-962-9888
508-261-8000

WWW.COVIDIEN.COM