

Skin Care Webinar

- Introduction
- Costs and risks associated with unhealthy skin
- GOJO's and TENAQUIP's position and value within the marketplace
- Science-based solutions with results
- Products and the total skin solution
- No charge assessment

GOJO and TENAQUIP Tough Soils Markets

Manufacturing
Mining
Utilities
Construction
Automotive
MRO



Steve Pace
National Account Director
GOJO Industries

Why Skin Care?

TENAQUIP

- Dry, cracked skin is a disease
 - Dermatitis



Annual direct medical expenses for contact dermatitis alone are more than \$1.4 billion, and productivity losses are estimated to be another \$500 million

THE GOJO SKIN HEALTH PROGRAM

Follow this simple regimen to help keep workers healthy and productive.

1. Clean



GOJO® HEAVY DUTY HAND CLEANERS HELP REDUCE THE RISK OF EXPOSURE TO HARMFUL IRRITANTS.

Use the mildest, most effective hand cleaners to help maintain good skin health and address the costs associated with occupational skin disease.

2. Condition



GOJO HAND MEDIC® HELPS PREVENT DRY AND CRACKED SKIN.

Conditioning skin not only helps improve how skin looks and feels, workers can be more productive when their skin is in good condition. Well-conditioned skin also makes clean-ups faster and better.

A total-systems approach to environmental health & safety generally pays back more than \$3 for every \$1 invested.²

PROVEN RESULTS IN 14 DAYS³

A scientific study showed positive outcomes with the GOJO Healthy Skin Regimen.

WORKERS FELT IT.

Workers following the GOJO program, including training and recommended skin care practices, could see and feel the difference in their own skin. After implementing the GOJO program, 77% of workers rated their skin as "good," while only 5% of the control group did so.



DATA PROVED IT.

Using a scientific approach and measurement tools, skin hydration was measured. Workers using the GOJO Healthy Skin regimen had significantly more moisture in their outer skin layers than the control group. Skin moisture helps prevent cracking.



- Enhance the wellness program
 - Three Step Program
 1. Clean with the mildest most effective hand cleaner
 2. Stop the spread of germs that may cause illness
 3. Improve skin condition to prevent occupational skin disease



- Outcome studies show decrease in absenteeism following the implementation of a hand hygiene program using an alcohol-based hand sanitizer
 - 21% reduction in office setting¹
 - 51% in schools²
 - 40% in college dormitories³

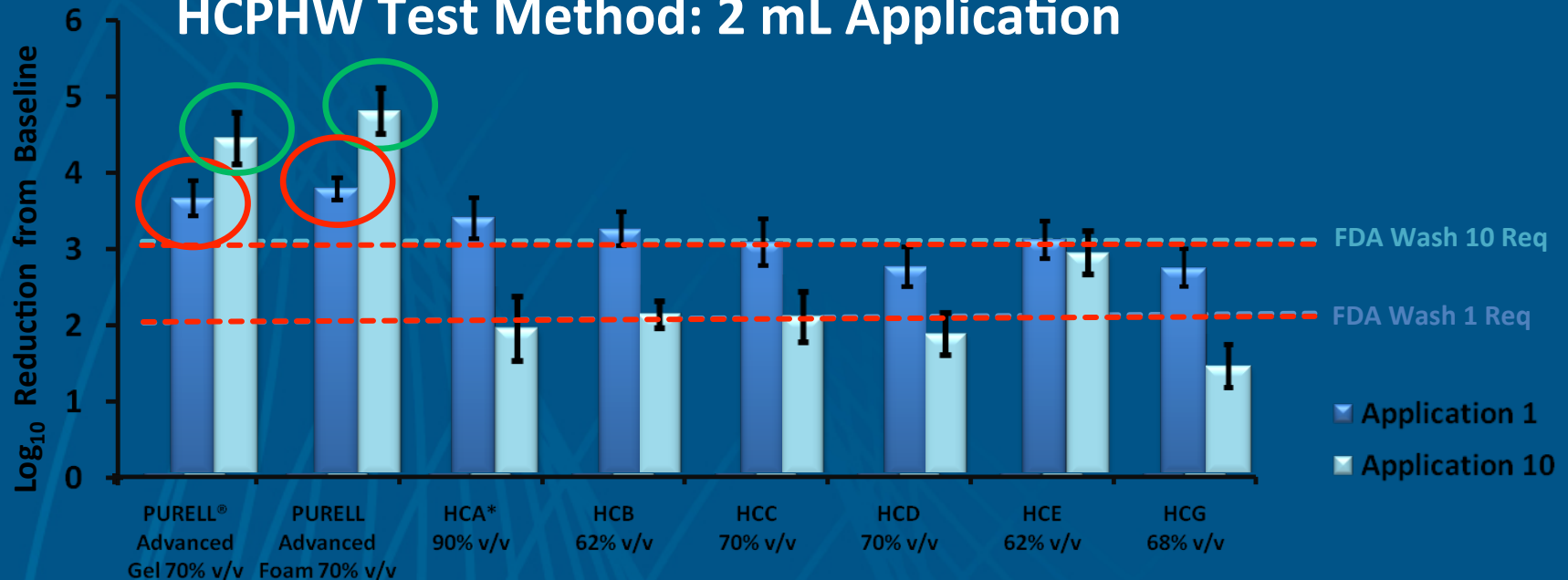
¹ FedEx Outcome Study Executive ² Guinan ME, McGuckin M, et al. The effect of a comprehensive handwashing program on absenteeism in elementary schools. AJIC.

³ White, Cindy, et al. The effect of hand hygiene on illness rate among students in university residence halls. AJIC.

- GOJO skin care leadership is demonstrated by gaining recognition in the scientific community by publishing in peer reviewed scientific journals in collaboration with thought leaders
 - Efficacy of alcohol-based hand rub products at typical in-use volumes
- Thought leader collaboration
 - Enables us to build strategic value for our customers
 - Challenges us to deliver the most innovative solutions
 - Creates competitive advantage via science, standards and advocacy



HCPHW Test Method: 2 mL Application



- ✓ PURELL Advanced passes Application 1 with the highest log kill!
- ✓ PURELL Advanced passes Application 10 competitive products do not!
- 62%, 68%, 70%, and 90% alcohol formulations did not meet FDA efficacy requirements



America's & Canada's #1 Brand!

Results of blinded survey conducted in Feb/March 2010
of 500 workers and key decision makers in Tough Soils
markets in U.S. and Canada

Unaided Awareness

TENAQUIP

GOJO



Brand A



Brand B



Brand C



Brand D



Brand E



Brand F



Brand G



Brand H



Brand I



Brands* included: Boraxo, Goop, Lava, Mean Green, Orange Clean, Permatex/ Fast Orange, Simple Green, Stockhausen/ Kresto, and Zep *Listed in alphabetical order

Brand Value

TENAQUIP

GOJO



Brand A



Brand B



Brand C



Brand D



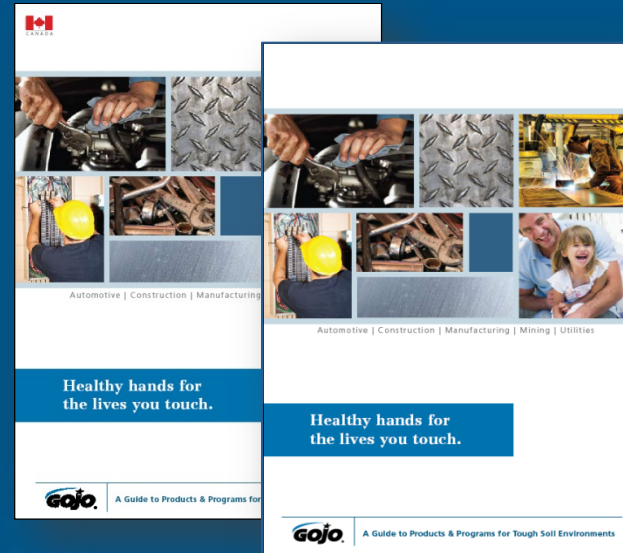
Brand E



Brands* included: Deb/ SBS, KC, Permatex, Stockhausen/ Kresto, and Zep * Listed in alphabetical order



- Delivery Systems
- Heavy Duty Hand Cleaners
- Skin Conditioners
- General Cleansing
- Hand Sanitizer



Simplified Skin Care for Tough Soils Markets

- The key to healthy skin is

Prevention & Analysis

You have a **great wellness program** in place



...so why are so many workers sick?



Maybe there's a gap.

Most wellness programs focus on disease management by addressing smoking, exercise, diet, prenatal care, stress reduction... all the important lifestyle choices that impact long-term health. If yours doesn't include skin health, you might be missing an opportunity for more immediate results.

Poor hand hygiene habits can have a huge impact on business results.

Germ spread by hands may lead to illness. And most work environments expose skin to a variety of skin risks that could lead to occupational dermatitis. In either case, you pay the price in:

- Medical claims
- Lower productivity
- Unplanned absences
- Unskilled temporary labor
- Overtime



How does illness impact your business?

Make **skin health** part of your **WELLNESS PROGRAM.**

Clean.



REDUCE THE RISK OF EXPOSURE TO HARMFUL IRRITANTS

Condition.



REDUCE THE RISK OF OCCUPATIONAL SKIN DISEASE

Sanitize.

Focus on wellness and get results now with the GOJO Skin Health Program for Tough Soil Environments.

GOJO makes it easy to integrate hand hygiene into your wellness program. This simple program helps stop the spread of germs that may cause illness and helps prevent occupational skin disease.

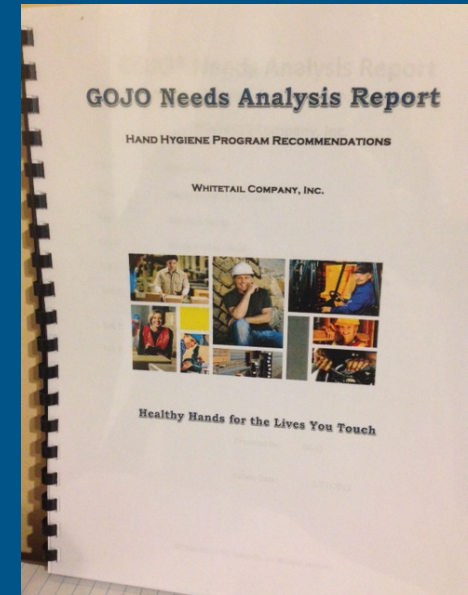
The goal is to keep workers healthy and productive, and keep costs down.



REDUCE THE RISK OF ILLNESS



- Determine
 - skin risks
 - irritants
 - behavior
 - products and systems currently in use
 - if there are cost savings opportunities
- Recommend
 - products and systems that will maximize worker well being, productivity and minimize cost
 - employee training



No charge check-up!

- Contact your TENAQUIP sales representative for a no charge skin care check up

Questions?



Thank You