

# PURCHASERS, IT'S A FACT:



ARROWgard® can save you hundreds of thousands of dollars per year

Why wouldn't you eliminate antiseptic solutions, such as skin preps and hand soap, to save money? Because they cost much, much less than the infections they prevent. Arrow catheters impregnated with our ARROWgard antimicrobial technology deliver precisely the same benefit over unprotected catheters.

Studies show the typical hospital has a Catheter-Related Blood Stream Infection (CRBSI) rate of just 3 to 5 percent. And according to the CDC, the cost of treating a single CRBSI can reach \$56,000 or more due to pharmacy charges, catheter changes, additional days in the ICU, lab tests and extended hospital stays.<sup>1</sup>

Trying to cut those costs by using an unprotected catheter or a catheter without clinical data to support its value can actually be more costly.

### WHY DO INEXPENSIVE CATHETERS COST YOU SO MUCH?

Let's assume you pay \$60 for an unprotected catheter. Even if your institution's CRBSI rate is only 3 percent (3 out of every 100 catheters placed), and it costs just \$34,508 to treat each CRBSI, that's equivalent to paying an extra charge of \$1,035 per catheter. Multiply that by the hundreds of catheters you use each year, and the extra cost can be staggering (see chart).

Contrast that with ARROWgard-impregnated catheters. Studies show a dramatic 80 percent drop in catheter-related infection due to ARROWgard.<sup>2</sup> Meaning your facility would prevent at least one infection (and probably more) per every 100 catheters by switching to ARROWgard catheters. More patients would be protected,<sup>3</sup> your hospital would save money and Arrow's catheters would pay for themselves.

*Here's another way to look at it, assuming a 3% infection rate.*

	UNPROTECTED CATHETER	ARROWgard-IMPREGNATED CATHETER
<b>Catheters used per year</b>	500	500
<b>Total infections</b>	15	3 (80% reduction) <sup>2</sup>
<b>Cost per infection</b>	\$34,508	\$34,508
<b>Total infection cost</b>	\$517,620	\$103,524
<b>Cost per catheter</b>	\$60	\$73
<b>Total catheters + infections</b>	\$547,620	\$140,024
<b>Savings using ARROWgard</b>		<b>\$407,596</b>

*Could ARROWgard help your institution save even more than this?*

Ask your Arrow sales representative for details.

For more information, call +32 12 45 90 70 or visit [www.arrowintl.com](http://www.arrowintl.com)

VENOUS ACCESS

**ARROW**  
INTERNATIONAL

To locate an Arrow Distributor or for ordering information, contact Customer Service at:

**United States**

Tel: 800.523.8446

Fax: 800.343.2935

**International**

Tel: +1.610.655.8522

Fax: +1.610.655.8566

**Europe**

Tel: +32 12 45 90 70

Fax: +32 12 45 90 88

[www.arrowintl.com](http://www.arrowintl.com)

**References:**

<sup>1</sup> O'Grady et al. "Guidelines for the Prevention of Intravascular Catheter-Related Infections," *Infection Control Hospital Epidemiology*, Dec. 2002, Vol. 23, Issue 12, pp. 759–69.

<sup>2</sup> Maki, D.G., Stolz, S.M., Wheeler, S., Mermel, L.A. "Prevention of Central Venous Catheter-Related Bloodstream Infection With an Antiseptic-Impregnated Catheter: A Randomized, Controlled Trial," *Annals of Internal Medicine*, August 15, 1997, Vol. 127, Issue 4, pp. 257–266.

<sup>3</sup> Veenstra, D.L., Saint, S., Saha, S., Lumley, T., Sullivan, S.D. "Cost-Effectiveness of Antiseptic-Impregnated Central Venous Catheters for the Prevention of Catheter-Related Bloodstream Infection," *Journal of the American Medical Association*, January 20, 1999, Vol. 281, Issue 3, pp. 261–267.

**Patents:**

ARROWgård/ARROWgård Blue PLUS®: U.S. Patent Nos. 5,019,096, 6,706,024 and 6,872,195

Caution: U.S. federal law limits this device to sale by or on order of a physician. Contents of unopened, undamaged package are sterile. Disposable. Refer to package insert for current warnings, indications, contraindications, precautions and instructions for use.

For additional reference information contact Arrow International, Inc.

**ARROW**  
INTERNATIONAL

**Distribution Worldwide:**

Arrow offices are located in Belgium, Canada, Czech Republic, France, Germany, Greece, India, Italy, Japan, Mexico, Netherlands, Slovakia, South Africa, Spain and the United States.

Arrow International, Inc., 2400 Bernville Road, Reading, PA 19605 U.S.A. Tel: 610.378.0131  
[www.arrowintl.com](http://www.arrowintl.com)

ENG-AGB-M 03/06 CRB-06-0053

© 2006 Arrow International, Inc. All rights reserved. Printed in the U.S.A.

