

## Benefits of a TENA® 3rd Shift Program

<b>COST</b>	<ul style="list-style-type: none"> <li>• Less Laundry Costs: Cloth Underpads, Linens</li> <li>• Less Glove Usage</li> <li>• Less Costs for Skin Treatments – zinc/petroleum ointments and barrier creams</li> <li>• Less Waste/Lower Change Rate</li> </ul>
<b>CARE</b>	<ul style="list-style-type: none"> <li>• Less Skin Breakdown</li> <li>• Less Daytime Sleepiness</li> <li>• Less Combative Residents</li> <li>• Less Potential for Survey Citations</li> </ul>
<b>STAFF</b>	<ul style="list-style-type: none"> <li>• Less staff time changing wet beds, clothing</li> <li>• Less staff stress. More time for other care activities.</li> </ul>

### Qualifying Key Questions

- Do staff observe frequent awakenings of residents at night – and daytime resident sleepiness?
- Are residents dozing off during the day?
- Have families of residents commented about noticeable odor?
- Are skin care treatments (petroleum/zinc) being used on incontinent residents more than 3x a day?
- Are budget areas or departments impacted by higher energy and resource costs?

*If the answer is "yes" to any of these questions, contact your SCA TENA® Representative or your Distributor Representative about developing your own case study!*

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Better Care. Lower Total Costs.

# THE SIMPLE GUIDE TO

## Incontinence: Cloth vs. Absorbent Products



Better Care. Lower Total Costs.

# Cloth vs. Absorbent Products on 3rd Shift

## Cloth vs. Absorbent Products

Cloth underpads allow the skin to remain wet for a prolonged time, which lowers the resident's body temperature thereby causing discomfort.

This is very similar to the unpleasant experience of sitting in a wet bathing suit – and the individual could remain wet and uncomfortable for 4-6 hours.

High-quality disposable absorbent products are designed to handle multiple urinary episodes while maintaining skin dryness, whether the need is a small pad to manage just a few drops or a more absorbent brief to handle larger volumes of incontinence.



**Uncomfortable, Disrupted Sleep**



**Restful, Quality Sleep**

## Good Sleep = Good Care

Quality sleep is a restorative state providing the body with a chance to refresh and repair itself and is essential to overall well-being. Historically, the standard of nighttime incontinence care has involved frequent, routine awakenings for managing incontinence episodes, causing very fragmented sleep patterns.

### Studies\* show that uninterrupted, quality sleep can positively impact many areas of care:

- Decreased physical aggression
- Reduction in the number of falls
- Decreased request for pain medication and sedatives
- Oriented residents seemed to be more tolerant of cognitively impaired residents
- Self feeding skills and consumption of food also showed improvements

\*Source: The Dark Side of Incontinence, Journal of American Geriatrics Society, 41: 371 - 376

*A resident benefit of improved quality sleep can be a reduction in the need for pain medications, which is key in meeting Quality Initiatives that facilities are currently implementing.*

## Myth Busters

### Myth: "Open to Air" Controls Laundry Costs

Fact: Laundering cloth products can cost almost twice as much as using a specially designed nighttime absorbent product.

### Myth: "Open to Air" Promotes Survey Compliance:

Fact: Per CMS F315, Residents must be identified and assessed for their individual needs. Placing all on an "open to air" program is not considered dignified or to be an individualized treatment protocol.

### Myth: "Open to Air" Protects the Skin:

Fact: Underpads alone do not pull urine away from the surface, leaving skin cold and wet. This raises the potential for skin irritation (redness) and breakdown.

### Myth: "Open to Air" is Environmentally-Friendly or "Green"

Fact: Laundering cloth products increases the amount of resource consumption (clean water, gas, electricity) and use of chemicals.

## Case Study

**"Facility A" uses absorbent products on 2 shifts and cloth underpads during their 3rd shift for nighttime incontinence care.**

- Total Census: 88
- Incontinent Census: 60

CHANGE RATE	CLOTH 3RD SHIFT	ABSORBENT 3RD SHIFT
Underpads/Linens	6	2
Gloves	12	4
Skin Treatments	6	1
Absorbent Products	0	1
TOTAL COSTS	\$55,158	\$29,127
PPD	\$1.72	\$.91
<b>SAVINGS</b>	<b>\$26,061 (\$0.81 PPD)</b>	

*Help your customers save money with a TENA® 3rd shift program. OR switch them from another incontinence supplier and save more money!*

