INFECTION CONTROL AND HOSPITAL EPIDEMIOLOGY®

EDITORIAL	
Vancomycin-Resistant Bacteria DAVID M. SHLAES, MD, PHD	<u> 193</u>
ORIGINAL ARTICLES	
A Cluster of Vancomycin-Resistant <i>Enterococcus faecium</i> in an	195
LYNNE V. KARANFIL, RN, MA, CIC; MARY MURPHY, MD; ADELE JOSEPHSON, PHD, MPH, CIC; ROBERT GAYNES, MD; LAURA MANDEL, MD; BERTHA C. HILL; JANA M. SWENSON, MMSC	
	<u>201</u>
MARGARITA E. VILLARINO, MD, MPH; LANE E. STEVENS, BS; BARBARA SCHABLE, WENDOLYN MAYERS, DVM; J. MICHAEL MILLER, PHD; JOHN P. BURKE, MD; WILLIAM R. JARVIS, MD	BS;
	207
COLEMAN ROTSTEIN, MD; RICHARD FERGUSON, MD; K. MICHAEL CUMMINGS, PH PH; MARION R. PIEDMONTE, MA; JOYCE LUCEY, RN, MS; ANNE BANISH, RN, BSN	D,
	ited 215
ISSAM RAAD, MD; STEVE DAVIS, MD; ASMA KHAN, MD; JEFFREY TARRAND, MD; LINDA ELTING, PHD; GERALD P. BODEY, MD	
SPECIAL COMMENTARY	
Interpersonal Communication: A Review of Eye Contact RUTH DAVIDHIZAR, RN, DNS, CS	<u>222</u>
BEYOND INFECTION CONTROL: THE NEW HOSPITAL EPIDEMIOLOGY	
	226
MICHAEL D. DECKER, MD, MPH	
LETTERS TO THE EDITOR	
Body Substance Isolation (and Reply) INGE GUREVICH, RN, MA	<u> 191</u>
MARGUERITE M. JACKSON, RN, MS, CIC; PATRICIA LYNCH, RN, MBA, CIC	
SHEA NEWS	231

Introducing the be of catheter-relations of the control of the con

ARROWgtard™*. The first and only blue line of centr

Complications due to catheterrelated bacteremia are medically unacceptable when the causes are preventable. And in today's health-care climate, the monetary cost of treating nosocomial infection versus the cost of prevention is similarly unacceptable.

Fortunately, the forces of prevention have gained a new weapon,

ARROWg ard™ is a patented colo-

nizationresistant chlorhexidine and silversulfadiazine antiseptic surface molecularly bonded into the polyurethane catheter material along the entire indwelling length of each ARROWg ard" blue line CVC.

A recent study indicates that catheters with ARROWg ard" protection were twofold less likely to be colonized than control catheters and fourfold less likely to produce bacteremia. The study also noted a considerable lengthening of the safe indwelling period for ARROWg ard" catheters compared to control catheters.1

ARROWg'ard" infection protection is presently available in select multilumen** and single-lumen CVC kits. It will soon be available on other Arrow critical-care products.

The benefits of CVCs are not without risk

There is no question that central as eatheren sation (CVC) represents

a significant medical advancement, particularly in treatment of the critically ill. However, with increased usage there is an increased risk of CVC-related infec-

The reported frequency of intravascular device-associated bacteremia is between 0.2% and 0.5% for IV peripheral catheters, up to 7.0% for central parenteral nutrition catheters-and from 3.8% to 12.0% for central venous catheters.² In short, 80% to 90% of each year's cases of intravascular-related bloodstream infection arise from the use of CVCs.3 Moreover, a 10% to 20% case Fatality rate has been

associated with catheterrelatedbacteremia.3

In an address to

the Third International Conference on Nosocomial Infections.

Dr. Dennis Maki stated that one third of nosocomial infections are pre-

ventable, especially the 50,000 cases a year that develop from CVCs. Some 80% of these catheter-related infections arise from bacteria found on the skin that migrate down the catheter track. Dr. Maki noted.

Awareness is, of course, part of the battle. But more ammunition is needed. And that's why we developed ARROWg and.

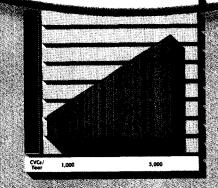
More infection control means more financial control This study published in 1988

reporting 1986 results, Hampton and Sheretz determined that nosocomial infection added a mean of seven days to a normal hospital stay and increased the cost by a mean of more than \$6,000!5 An additional downside: Medicare reimburses very little of the cost if a hospital stay is extended to treat bacteremia.

When you add the increases in cost since these studies were made, the economic impact of CVC-related infection is even more severe. And while new drugs to fight septic infections offer hope of better management in some crisis cases, the extreme costs pose a clinical dilemma for caregivers.

But ARROWg ard can help reverse those spiraling figures.

Let's say that a hospital places 500 multi-lumen CVCs a year, If the infection rate is 4%, 20 infections result. By



*4% Injection Rate and \$6,000 Mean Cost. ^{§, §}

bringing the infection rate down to 2%

ginning of the end edbacteremia.

venous catheters with built-in infection protection.

10 cases would be avoided-and, at the figure of \$6.000 per case for added hospitalization, the added cost for infection would be cut in half, from \$120,000 to \$60,000 At a cost of \$57.75 per ARROWg ard multi-lumen CVC kit, or \$28,875 for 500 multi-lumen CVCs, you can see that the hospital saves \$31,125.

You retain over half the savings

deflects in case of inadvertent contact with the vessel walls to reduce perforation risk.

 Flexible thromoboresistant polyurethane material softens in situ for excellent indwelling characteristics.

• The Arrow® Raulerson Introducer Svringe***

guide (.025" and .035" diameters available) aids in accurate and positive catheter placement.

MEDIAL 18GA

DISTAL 16G

PROXIMAL

Not only does Arrow offer more benefits, but you have a wider choice of kits, sets, and accessories for central venous catheterization from Arrow than from any other source.

Ask for our free infection-control **information**packet

We have prepared a helpful packet on infection control. It contains many of the articles referenced in this brochure and CVC informational literature. For your free packet, call your Arrow representative, or contact us directly by calling 1 800 233-3187, Ext. 3294, and ask for Joanne.



even after subtracting the catheter cost. Even

more important than the economics. potentially, lives may be saved.3 Further, you must consider the unnecessary expenditure of time and energy on the part of your staff and the trauma and suffering of the patient.

Additional patient and physician benefits.

Select Arrow multi-lumen and single-lumen central venous catheters now carry ARROWg ard protection. And there are other impressive benefits built into select ARROWg ard CVC kits and sets. These features add up to better patient care with every use:

• The Arrow Blue PlexTip* is an integral catheter tip which is more pliant than the body. It remains patent yet

has a hollow plunger/bad a patented valving system. It allows a spring-wire guide to be placed directly into the vessel lumen so there's less trauma, less contamination risk, and virtually no chance for air embolism.

• The Arrow Advancer" saves you time by helping you to easily straighten the "J"-tip spring-wire guide and insert it with one hand, advancing it to the proper position with your thumb.

A centimeter-marked spring-wire

Refer to package insert for current warnings, precautions, and

Sciences, Inc., and Arrow international, Inc., using technology developed by Dr. Shanta Modak and her colleagues, in the Department of Surgery, Columbia University, U.S. Patent Numbers 4,612,337, 4,563,485, 4,561,028, 5,019,096 apply. Other U.S. and foreign patents pending.
**U.S. Patent Number RE-31873. Canadian Patent Number

1, 112, 533. Foreign patents pending and issued. The Arrow-HowesTM Multi-Lumen Central Venous Catheter is a joint develo ment of Randolph Howes, M.D., Ph.D., and Arrow International,

***U.S. Palent Number 4,831,938. Other U.S. and fo

instructions for use. *ARROWgard[™] is a joint development of Daltex Medical

> INTERNATIONAL, INC Contact our Customer Relations Department for furthe information: 3000 Bernville Road, Reading, PA 19605. U.S.A. Distribution worldwide; offices in Conado. Germany, Japan, and The Netherlands

J. Daniel Raulerson, M.D., and Arrow Interf

Due to product availability, catheters initially may be manufactured in accolor other than blue

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CONTENTS

EDITORIAL	
Vancomycin-Resistant Bacteria	193
DAVID M. SHLAES, MD, PHD	
ORIGINAL ARTICLES	
A Cluster of Vancomycin-Resistant Enterococcus faecium in an Intensive Care Unit	195
LYNNE V. KARANFIL, RN, MA, CIC; MARY MURPHY, MD; ADELE JOSEPHSON, PHD, MPH, CIC; ROBERT GAYNES, MD; LAURA MANDEL, MD; BERTHA C. HILL; JANA M. SWENSON, MMSc	
Risk Factors for Epidemic Xanthomonas maltophilia Infection/Colonization in Intensive Care Unit Patients	201
MARGARITA E. VILLARINO, MD, MPH; LANE E. STEVENS, BS; BARBARA SCHABLE, BS; GWENDOLYN MAYERS, DVM; J. MICHAEL MILLER, PHD; JOHN P. BURKE, MD; WILLIAM R. JARVIS, MD	
Determinants of Clean Surgical Wound Infections for Breast Procedures at an Oncology Center	207
COLEMAN ROTSTEIN, MD; RICHARD FERGUSON, MD; K. MICHAEL CUMMINGS, PHD, MPH; MARION R. PIEDMONTE, MA, JOYCE LUCEY, RN, MS; ANNE BANISH, RN, BSN	
Impact of Central Venous Catheter Removal on the Recurrence of Catheter-Related Coagulase-Negative Staphylococcal Bacteremia	215
ISSAM RAAD, MD; Steve DAVIS, MD; ASMA KHAN, MD; JEFFREY TARRAND, MD; LINDA ELTING, PHD; GERALD P. BODEY, MD	
SPECIAL COMMENTARY	
Interpersonal Communication: A Review of Eye Contact	222
RUTH DAVIDHIZAR, RN, DNS, CS	
BEYOND INFECTION CONTROL: THE NEW HOSPITAL EPIDEMIOLOGY	
The Application of Continuous Quality Improvement to Healthcare	226
MICHAEL D. DECKER, MD, MPH	
DEPARTMENTS	
Information for Authors	188
Letters to the Editor	191
SHEA News	231
Medical News	233
Media Reviews	237
Calendar of Events	240

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