

Fonte: <http://www.sageproducts.com/>

## Philosophy

Sage's core belief is prevention—that evidence-based interventions will lead to improved outcomes. This belief led to the birth of Interventional Patient Hygiene, a nursing action plan focused on fortifying patients' host defenses with evidence-based care. By promoting a return to the basics of nursing care, our advanced patient hygiene products and programs help healthcare facilities improve clinical outcomes by reducing the risk of hospital-acquired infection and skin breakdown.

## Innovation

Sage Products is much more than just a healthcare manufacturing company. We are true innovators and have been that way from the very beginning. We don't just take existing concepts and make them our own. We develop new concepts and products that address the challenges of the ever-changing healthcare industry. We take ideas, turn them into clinically relevant products and bring them to the marketplace as quickly as possible. But we don't just do this in a lab or boardroom. We take a hands-on approach to developing and improving our products, spending time in facilities listening to those people who use our products every day. We rely on feedback from clients and experiences in the field to develop products that will ultimately enhance patient care.

## Service

Healthcare is a business, but to us it's personal. Our seasoned sales team truly cares about the customer and their patients. Whether in the hospital, alternate care or retail arena, we take the time to listen and respond to the needs of the rapidly changing healthcare market. Our customer service teams ensure responsive, personalized service for the length of customers' relationship with Sage. Our customers demand total satisfaction from Sage's products and service, and Sage demands that our people give them that satisfaction.

## Manufacturing

Our current 363,500-square-foot facility in Cary, Illinois, is a state-of-the-art testament to quality, manufacturing hundreds of products all under one roof. Everything in our facility is automated to the highest degree, incorporating integrated vision systems designed to keep only the best products in the hands of our customers. Our manufacturing and operations personnel, many who

have been at Sage 10 or more years, are the backbone of our success. At end of the day, we are truly a manufacturing company. In a time when more and more products are being manufactured overseas, we take great pride in the fact that our products are made right here in Cary, Illinois, USA!

## Quality

The Sage name is synonymous with quality. Our customers expect it, and we go out of our way to deliver it. This includes not only how we develop our products, but also how we manufacture and release them to our customers. Our exhaustive battery of tests and rigorous inspection processes ensure our products exceed all quality standards.

## Growth

Sage is a respected, market leading manufacturer with more than 500 associates and a portfolio that includes health and personal care products for the entire healthcare continuum. Innovation, manufacturing expertise, and the most responsive sales and service in the industry are the catalyst for progressive growth as we work to provide simple, low-cost interventions that yield extraordinary outcomes.

## Community

In addition to being a leader in the healthcare industry, Sage is also a leader in the community. We derive so many benefits from the community including our labor force, vendors and customers. For that reason, it's imperative that we give back. We pride ourselves on doing everything we can to make the difference in the lives of our customers and associates.

## HISTORY

### 1971

Sage Products Inc. was founded in 1971 by Vincent W. Foglia and Paul F. Hills. Together, with a background in healthcare sales, they envisioned a company that would develop and provide unique healthcare products to hospitals.

Sage launches first product, an innovative Mid-Stream Collection Kit.

1973

Sage moves to Hebron, IL, converting an old, three-story schoolhouse into its first manufacturing plant.

1976

Sage achieves \$1.3 million in annual sales.

1978

Paul Hanifl, currently Senior Vice President, Product Development, comes to Sage to provide direction for new product development.

1980

Sage moves to new manufacturing and office facility in Cary, IL.

1981

Scott Brown, currently President and Chief Operating Officer (COO), comes to Sage as the first New England Sales Representative.

Sage launches its first Blood Needle Container.

Sage reaches \$3.9 million in annual sales.

1984

Sage launches oral care systems, which later become the Toothette® Oral Care brand..

1986

Sage achieves \$18.4 million in annual sales.

1988

Sage launches P2® Personal Protection equipment (PPE) brand with cabinet and gowns.

1991

Sage achieves \$55.5 million in annual sales.

Sage moves to new manufacturing and office facility in Crystal Lake, IL.

1993

Sage launches recycled sharps containers

1996

Sage launches the Comfort Bath® cleansing system, a one-step cleansing and moisturizing bath in a package. These innovative, disposable washcloths quickly become the leading prepackaged or basinless bathing system in U.S. hospitals.

1999

Sage sells Specimen Collection, SharpSafetyT and ChemoSafety® product lines to the Kendall Company, a division of Tyco International, Ltd., shedding two-thirds of its business to focus on a new direction.

Sage begins a new product focus: Patient Cleansing.

Sage launches Comfort Rinse-Free Shampoo Cap, the first rinse-free shampoo and conditioner in a disposable cap.

Sage launches Comfort Shield® Perineal Care Washcloths, the first all-in-one incontinence care product that cleanses, moisturizes, deodorizes, treats and protects perineal skin.

Sage enters the retail market with Comfort Bath®, improving comfort and convenience for those with hygiene difficulties.

2000

Sage launches the Suction Toothbrush, part of the Toothette® Oral Care brand.

2001

Sage celebrates 30 years in business by opening a new, state-of-the-art facility in Cary, IL.

Sage launches Q•Care® Cleansing and Suctioning Systems, the first oral hygiene products proven to address risk factors for healthcare-associated pneumonias (HAPs), including ventilator-associated pneumonia (VAP) and aspiration pneumonia. Innovative tools include the first Covered Yankauer.

2002

Sage adds new in-house nonwovens manufacturing capability.

2004

Sage launches Comfort Bath® with I-See-Red™ Skin Check Guide, an innovative tool that helps improve caregiver communication by empowering non-licensed staff to observe and report skin changes during bathing.

2005

Sage launches P2® Glass-Mount ICU Isolation Station, a PPE storage cabinet that mounts virtually anywhere.

Sage earns recognition as one of the Best Medium Size Companies to Work For in America, ranking #3 on prestigious annual list.

Sage launches Prevalon® Pressure-Relieving Heel Protector, the most advanced protection against heel pressure ulcers and foot drop.

Sage launches Global Website for international customers.

2006

Launch of Sage 2% Chlorhexidine Gluconate Cloths, an entirely new alcohol-free CHG formula in the first and only FDA-approved applicator cloth.

Launch of Q•Care Rx with 0.12% CHG Oral Rinse - Sage's first pharmaceutical product.

Sage earns recognition as one of the Best Medium Size Companies to Work For in America, ranking #4 on the prestigious annual list.

Sage celebrates 35 years in business! Sage is a respected, market-leading manufacturer with nearly 500 associates and a portfolio that includes health and personal care products for the entire care continuum. As always, innovation, manufacturing expertise and responsive sales and service will be the catalyst for progressive growth into the 21st Century.

2007

Sage earns recognition as one of the Best Medium Size Companies to Work For in America, ranking #9 on the prestigious annual list.

Sage reaches \$150 million in annual sales.

2008

Launch of Prevalon® Petite, a smaller version of Sage's Prevalon Pressure-Relieving Heel Protector.

Sage launches the Sage® CHG Surgical Continuum System, providing preoperative skin preparation and perioperative oral care for the short-term ventilated patient. The system includes 0.12% CHG Oral Rinse in a single unit dose, the first unit dose oral CHG available in a system.

Sage sells the P2® Personal Protection line to focus on the company's core Interventional Patient Hygiene products.

For the fourth year in a row, Sage is named one of the Best Medium-Sized Companies to Work For in America.