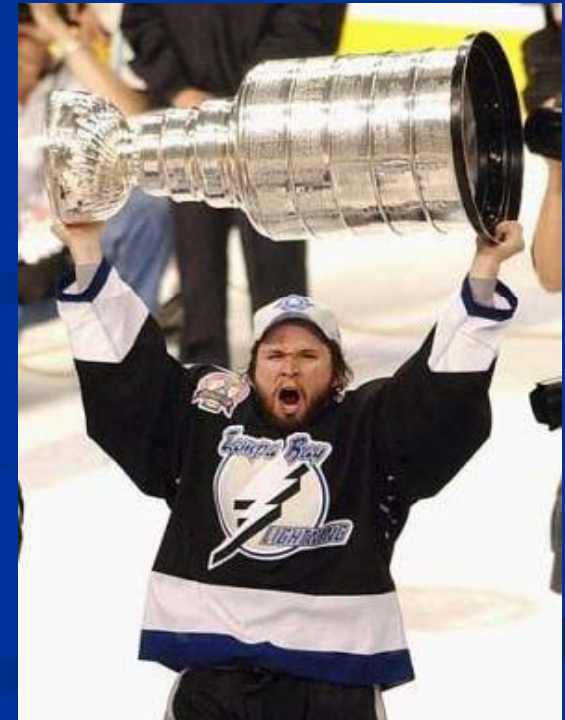




WOUNDSEAL™



Got WoundSeal?



WoundSeal Products



0795

60% of
Sales

WoundSeal

- 2 applications per unit
- For “easy to reach” wounds
- 1/3 more powder per application than the blister



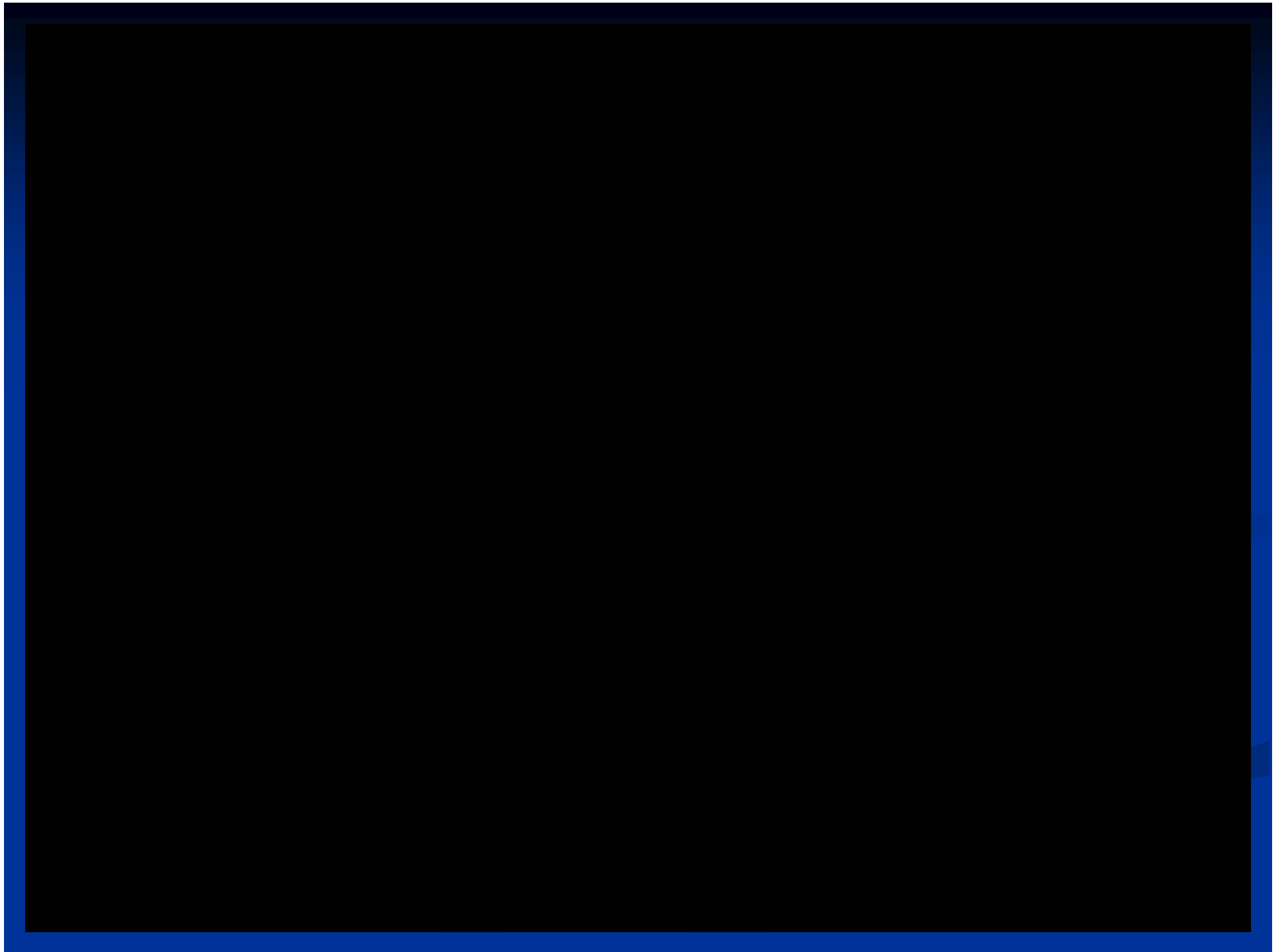
0797

40% of
Sales

WoundSeal + Applicator

- 2 applications with 2 micro-fiber swabs
- For “difficult to reach” wounds, head wounds, nosebleeds, one person applying to another.
- All inclusive product

Seeing is Believing



WoundSeal Powder Technology

A hydrophilic polymer

(sucks moisture from the blood)



A potassium-based ferrate

(works as a binding agent)

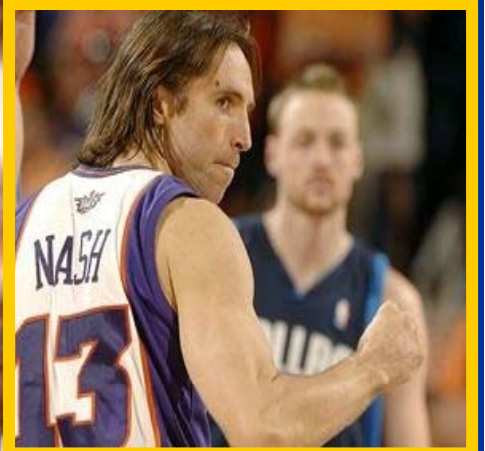
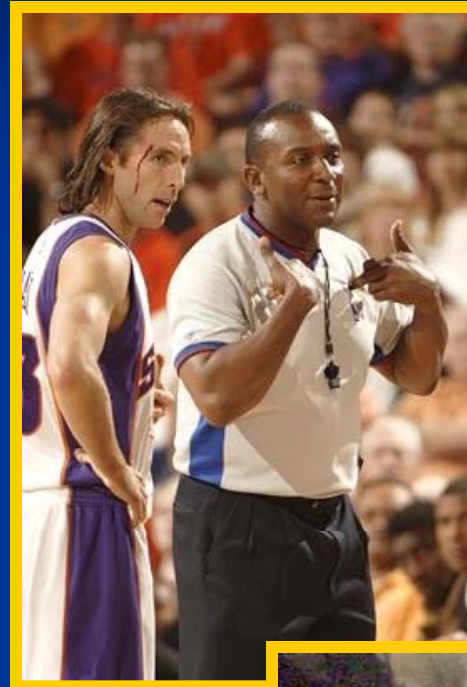


Forms a protective, flexible scab that:

**Stops bleeding instantly;
Seals and protects the wounds**

What's the Difference

- WoundSeal is the only product to form a protective seal or “scab” – seals wound, doesn't have to be removed
- WoundSeal works when other products don't
 - For “Easy Bleeders”
 - More severe wounds



Range of Bleeding Wounds

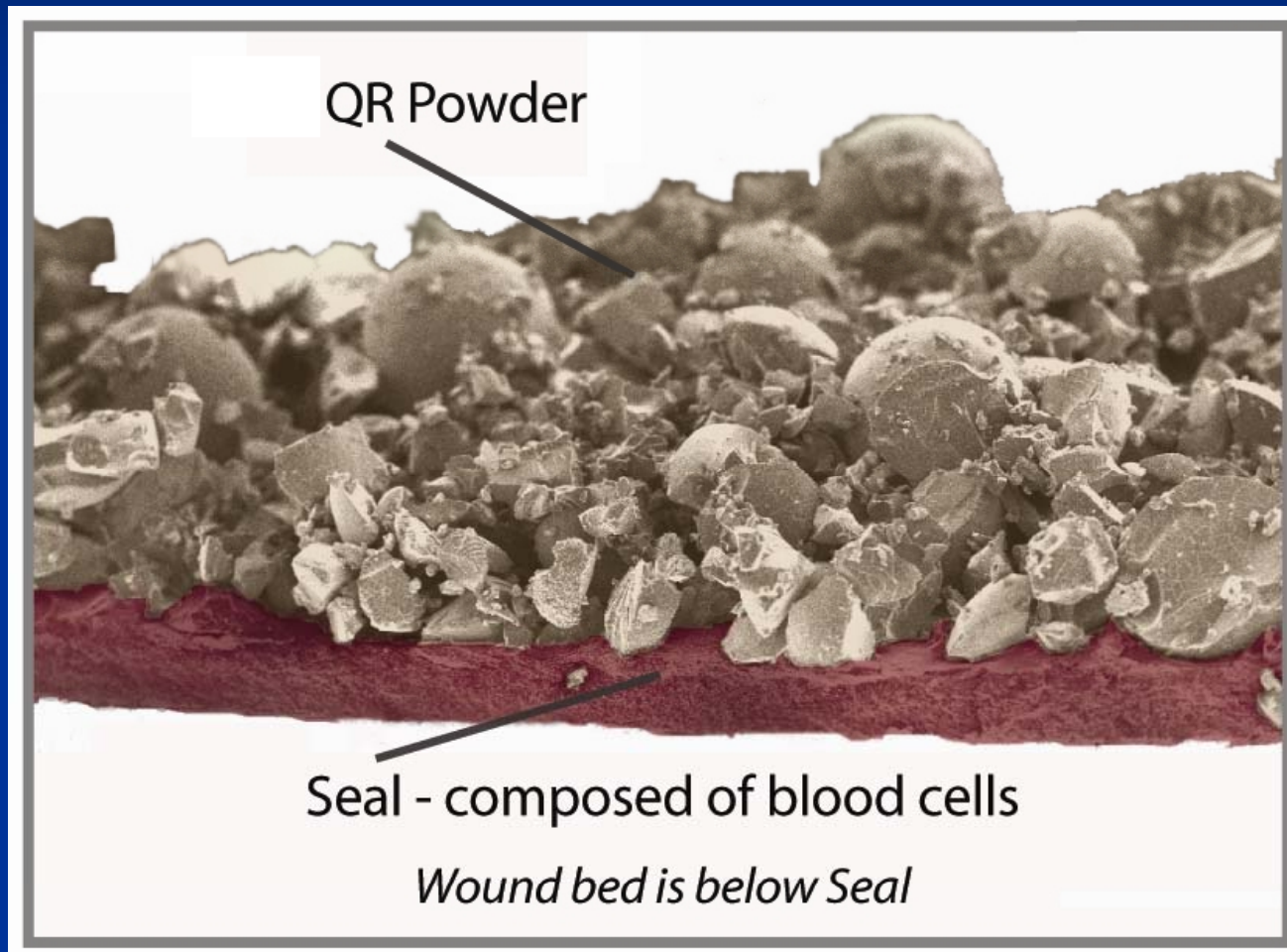


- *If a bandage works, use it*
- *If you need sutures, go get them*
- ***FOR EVERYTHING ELSE, USE WOUNDSEAL!!***

Make Sure Blood Is Present

- Clean the wound. If blood does not reappear, use a traditional wound dressing
- When the wound re-bleeds, pour the powder to completely cover the wound. Plenty of blood will create a better scab
- Blood will act as an insulator between the powder and nerve ending so there will be no sensation upon application

Instant Scab: “Nothing out, nothing in”



Spectron Electroscopy Microscope

WoundSeal Safety Facts

- **“Exempt Class 1 Device”** ... Classified by the FDA in the same category as gauze and bandages
- **WoundSeal is not a drug** - is not metabolized by the body, introduces nothing into the blood stream
- **No allergic reactions** – WoundSeal is not biologically derived
- **Safe for all ages** (School Nurse)

Use of WoundSeal does not require O.S.H.A. reporting

“First aid” treatments are **not required to be reported to O.S.H.A.**, under 29 Code of Federal Regulations parts 1904.7.

When treating an injured employee with WoundSeal Powder and/or WoundSeal + Applicator, the treatment is classified as applying “**first aid**”, as long as the treatment does not require sutures / staples.

Who should you
target?

WoundSeal Target Opportunities

➔ *Industries where bleeding occurs frequently:*

- Construction
- Welding
- Utilities
- Glass Companies
- Manufacturing
- HVAC
- Municipalities
- Offsite (oil, logging, fishing)

➔ *“Easy Bleeders” - 10% of U.S. work force*

➔ *Fleet vehicles*

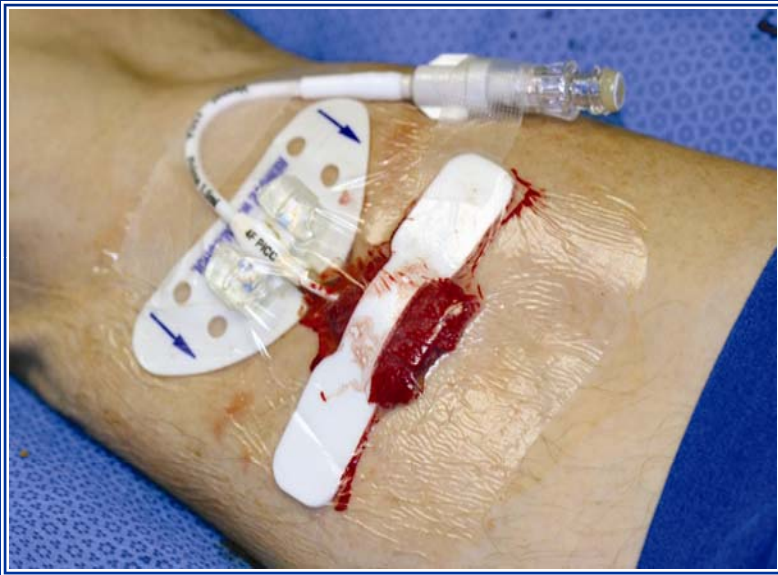
Fleet Vehicle Opportunities

- Service employees on the road need WoundSeal even more than those back at the plant.
- 20 vehicles represents the need for 20 units (*like insurance*)!
- Each unit/clamshell is designed for portability

Don't Count Out White Collar Businesses

- Sell like an insurance policy. Costs about \$0.40 a month to keep it in the cabinet
- Sell it like a fire extinguisher. Hope you don't have to use it but would you ever consider not having one around??
- A portion white collar workers are on blood thinners or aspirin therapy. Even a minor wound can be an issue.

BioSeal in Hospitals



Without BioSeal



With BioSeal

Keeps line sites dry and intact – eliminates the need for 48 hour dressing thus reducing the chances of infection.

Want Turns ?

Place It Where It Will Turn

- It may start in a door pocket
- If WoundSeal doesn't turn there, move it to a shelf in the box
- Being beside other bleeding control products will give it awareness



Find The Dog. Kick It Out

Are you waiting 3
years for 50
people with a tiny
boo-boo?

It only takes 1-2
people to turn
WoundSeal!



Ever Had Out Of Date WoundSeal?

If you have WoundSeal that is not turning, do one of the following:

- Move it to a different place within the cabinet
- Tell people it is there
- Tape sales page to front of cabinet for a month

WoundSeal Rapid Response

WoundSeal Rapid Response

Rapid Response uses the same topical powder currently found in WoundSeal products

This product features a single-use, pourable bottle package with 5 times more powder than one Pour Pack in the #0795 core product



WoundSeal Rapid Response

- For larger or multiple wounds
- Eliminate the need to open multiple blisters
- Solves the issue of lack of adequate amounts of powder at a customer location.



Tool to Drive Awareness

Sample Brochure



Summary

Training / Questions / Support
Tools:

Nick Wright (800)722-7559 x118

nick.wright@biolife.com

Please do not hesitate to contact me



WOUNDSEAL™



Thank You