

LanCha Textiles

YOUR SOURCE FOR THE BEST HEALTHCARE TEXTILES!

HEALTHCARE PRODUCTS CATALOG

UNDERPADS... DIAPERS & BRIEFS...
CLOTHING PROTECTORS... AND MUCH MORE!



Just a few of our incredible products



Alegra® Premium Comfort Pad—The One & Only

A MESSAGE FROM THE MANUFACTURER

WE HAVE TWO GOALS HERE AT LANCHA TEXTILES. ONE IS TO PRODUCE THE MOST DURABLE AND DEPENDABLE REUSABLE INCONTINENCE PRODUCTS. THE OTHER IS TO MAKE USING OUR PRODUCTS A TROUBLE FREE EXPERIENCE. WE ARE COMMITTED TO BUILDING A NATIONAL DISTRIBUTOR NETWORK. OUR GOAL IS TO MAKE SURE NURSING HOMES AND HOSPITALS RECEIVE MAXIMUM SERVICE, THAT'S WHY WE DO NOT SELL DIRECT. OUR DEALERS ARE AMONG THE BEST FIRMS IN THE ENTIRE HEALTHCARE INDUSTRY. WE ARE CONFIDENT THEY WILL DO AN EXCELLENT JOB SERVING YOUR FACILITIES PARTICULAR NEEDS. THANK YOU FOR YOUR INTEREST IN OUR PRODUCTS.

LanCha Textiles, Inc.

YOUR SOURCE FOR THE BEST HEALTHCARE TEXTILE PRODUCTS!

OUR MISSION STATEMENT

"To offer our customers high quality products, superior service, and competitive pricing and to always communicate and operate our business in the most honest and ethical manner possible."

We believe that - *"Quality is never an accident; it is always the result of high intention, sincere effort, intelligent direction and skillful execution. It represents the wise choice of many alternatives; the cumulative experience of many masters of craftsmanship."*

* *Willa A. Foster*

WHO IS LANCHA TEXTILES, INC. - LanCha Textiles, Inc. was formed when Altex Products decided to cease operations and Lance & Charyl Peifer decided to begin operations as LanCha Textiles. Altex Products began when Pacific Coast Feather Company sold the incontinent care product line and equipment to Altex Products, Inc. Altex Products, Inc. moved the manufacturing of the incontinent care products and bibs to Camp Hill, AL. LanCha Textiles continues to manufacture most of our products right here in the USA. LanCha Textiles prides itself on manufacturing high quality products and offering better service and flexibility to our customers.

This company has gone through a number of changes over the years. Here is a brief run down of the changes. Allstate Medical Products was formed in the 1980's under the name Alegria Inc. by a Director of Nursing who patented a new kind of reusable underpad, this product is known as the Alegria Premium Comfort Pad. John Woodhead, an investment banker, purchased Alegria, Inc. and renamed it Allstate Medical Products and brought in a talented team to run the operation. Allstate Medical became known for manufacturing the highest quality underpads available in the US. Allstate Medical Products was purchased in 1995 by Urohealth, a urology based company looking to expand into new urological products. Urohealth changed its name to Imagyn Medical Technologies in 1996 and changed the name of the incontinent division to Intermed/Allstate. Imagyn sold the incontinent care linen part of Intermed/Allstate to Pacific Coast Feather Co in September 1998. Pacific Coast Feather then sold the company to Altex Products in July of 2000.

LanCha Textiles takes its identity from Allstate Medical Products. We offer our customers superior service, superior products, and more flexibility than our competitors.

COST COMPARISON WORKSHEET FOR LANCHA TEXTILES WASHABLE UNDERPADS VS DISPOSABLES

The worksheet below represents a simple, logical way to compare the costs of using washable incontinence products to the cost of using disposable products. It is designed to start with basic information and easily flow down to total cost figures that will dramatically demonstrate opportunities to save money. Thousands of nursing homes and hospitals have made washable underpads their first choice for quality care and low costs. We believe this worksheet will help others decide if washable incontinence products are right for them, too. Thank you.

$$\frac{\text{Number of Homes}}{\text{Average Beds/Home}} \times \text{Total Beds} = \text{Total Beds} \times \frac{\% \text{ Incontinence (50\%)}{= .5}}{\text{Incontinent Beds}}$$

$$\frac{\text{Incontinent Beds}}{\text{Daily Pad Changes Per Bed (24 Hrs)}} \times 365 = \text{Total Annual Pad Changes}$$

Use This Number Below In The First Space Below To Start Comparison Process

WASHABLE			DISPOSABLE		
$\frac{\text{Total Annual Changes}}{\text{Washings Per Pad or Garments (See Chart Below)}}$	=	$\frac{\text{Pads or Garments Needed to Meet Annual Requirements}}$	$\frac{\text{Total Changes}}{\text{Uses Per Pad or Garments}}$	=	$\frac{\text{Pads or Garments Needed to Meet Annual Requirements}}$
Necessary Pads or Garments	X	$\frac{\text{Cost Per Pad or Garments}}$	Necessary Pads or Garments	X	$\frac{\$0.28}{\text{Cost Per Pad or Garments}}$
Total Changes (From Above)	X	$\frac{\$ 0.25}{\text{Average Wash Cost Per Pad or Garment}}$	Necessary Pads or Garments	X	$\frac{\$ 0.12}{\text{Average Disposal Cost Per Pad or Garment}}$
Cost of Pads	+	$\frac{\$ -}{\text{Cost of Laundering Pads or Garments}}$	Cost of Pads or Garments	+	$\frac{\$ -}{\text{Cost of Disposal}}$
Total Estimated Cost of Washables			Total Estimated Cost of Disposables		

COMPARE AND SAVE

WASHINGS PER PAD CHART	
Alegra, Dura-Wash, Dura-Plus	300
Perma-Life, Perma-Plus	300
TufBlend SofTwill	300
Perma-Blend	250
Sure-Stay, Value Pads	125

PLEASE NOTE: It is useful to point out that washing and/or disposal expenses are going to be a significant component of overall incontinence management costs. We have attempted to account for these by using representative factors in the above formula. Your own expenses may differ; if so, simply adjust the results using your own known costs. It is well known that staff people will commonly use two, three, or more disposable pads at one time. Clearly, this practice dramatically increases the costs of using disposables. If this fact were incorporated into the worksheet, the total cost using disposables would be much higher.

PLEASE CALL 888-517-7890 FOR HELP OR CLARIFICATION

ADULT FITTED BRIEFS & ACCESSORIES

AUXILLIARY SOAKER PADS

EVERYONE HAS DIFFERENT NEEDS. SOME RESIDENTS NEED MORE ABSORBENCY FROM THEIR INCONTINENCE CONTROL GARMENTS. WHEN PLACED INSIDE OUR BRIEFS AND DIAPERS, THESE DOUBLE-THICK AUXILLIARY SOAKERS WILL PROVIDE ADDED ABSORBENCY. AVAILABLE IN RECTANGULAR AND CONTOUR SHAPE. CONTOUR SHAPE SOAKERS HAVE A BARRIER FOR USE IN STANDARD UNDERGARMENTS FOR STRESS INCONTINENCE PROTECTION.

PROUDLY MADE IN USA.

ITEM #	SHAPE	SOAKER	FACE FABRIC	ABSORBENCY LEVEL	CUT SIZE	CASE PUT UP	CASE WEIGHT
5100	RECTANGULAR	9.5OZ 80/20	COTTON	EXTRA	7X24	6 DZ	19 LBS
5120	RECTANGULAR	7.5OZ 80/20	WHITE POLY	MEDIUM	4X11	6 DZ	16 LBS
5140	CONTOURED	100Z 60/40	BLUE POLY	ULTRA	4X11	6 DZ	19 LBS
5200	CONTOURED	100Z 60/40	BLUE POLY	ULTRA	7X24	6 DZ	19 LBS

ALEGRA® ULTRALIGHT™ 100% POLYESTER BRIEFS



- * **THREE POSITION ADJUSTABLE STAINLESS STEEL SNAPS**
 - MULTIPLE ADJUSTMENTS FOR MAXIMUM COMFORT
 - HELPS KEEP BRIEFS SECURELY FITTED TO RESIDENT EVEN WHEN WET
- * **TWO 8 OZ. SOAKERS FOR EXTRA ABSORBENCY**
 - SOAKERS ARE BOTH EDGE AND STAY-STITCH CENTER SEWN TO THE BRIEF FOR STABILITY AND REDUCE BUNCHING
- * **FULL BARRIER DESIGN**
 - BARRIER EXTENDS COMPLETELY TO COVER ENTIRE EXTERIOR OF BRIEF FOR MAXIMUM PROTECTION
- * **COLOR CODED BARRIERS**
 - ENSURE QUICK AND EASY SIZE IDENTIFICATION BY STAFF
- * **DATE CODED LABELS**
 - AID HOUSEKEEPING WITH TRACKING & LINEN MANAGEMENT

TAKE OFF UNWANTED WEIGHT AND BULK WITH THESE REVOLUTIONARY BRUSHED POLY BRIEFS. SO LIGHT, THEY WEIGH 35%-50% LESS THAN THE AVERAGE BRIEF AND SO DURABLE, YOU CAN EXPECT 300+ WASHINGS. THERE IS NO BETTER BRIEF FOR RESIDENTS: LESS BULKY AND SOOTHING TO SENSITIVE SKIN. THERE IS NO BETTER BRIEF FOR PROVIDERS: DRIES IN MINUTES, RESISTS HEAT, BLEACH AND STAINS, AND IS SO COST-EFFECTIVE THAT FACILITIES CAN REALIZE SAVINGS OF UP TO 50%. STAINLESS STEEL SNAPS, SUPER ABSORBENT TWIN SOAKERS, COLOR-CODED MOISTURE BARRIER, AND TRUE SAFETY STITCHED EDGES MAKE THESE THE ONLY BRIEFS THAT CAN MATCH ALEGRA'S TRADITION OF SUPERIOR QUALITY AND VALUE.

PROUDLY MADE IN THE USA.

ITEM #	SIZE	COLOR CODE	WAIST SIZE	CASE PUT UP	CASE WEIGHT
6010	MEDIUM	PINK	26"-36"	3 DZ.	22 LBS
6020	LARGE	TAN	30"-42'	3 DZ.	24 LBS
6025	X-LARGE	BLUE	34"-48"	3 DZ.	26 LBS
6030	XX-LARGE	WHITE	38"-56"	3 DZ.	28 LBS

ADULT FITTED BRIEFS

VALUESNAP™ 100% COTTON BIRDSEYE BRIEFS



OUR VALUESNAP™ BIRDSEYE FULL BARRIER BRIEF IS A STEP ABOVE THE TRADITIONAL BIRDSEYE BRIEFS WITH THE BARRIER THAT ONLY COVERS A SMALL PORTION OF THE GARMENT. THE FULL BARRIER GIVES IMPROVED LEAKAGE PROTECTION AND A LONGER LIFE THAN TRADITIONAL BIRDSEYE BRIEFS AND DIAPERS. WITH OUR TWO PLY POLY/RAYON SOAKERS, OUR VALUESNAP™ BIRDSEYE BRIEFS ARE SUPER ABSORBENT AND THE TWO PLIES OF COTTON MAKE IT SOFT AND TOUGH.

PROUDLY MADE IN THE USA.

ITEM #	SIZE	COLOR CODE	WAIST SIZE	CASE PUT UP	CASE WEIGHT
5010	MEDIUM	PINK	32"-40"	3 DZ	24 LBS
5020	LARGE	TAN	36"-44"	3 DZ	27 LBS
5025	X-LARGE	BLUE	38"-50"	3 DZ	31 LBS
5030	XX-LARGE	WHITE	46"-62"	3 DZ	35 LBS
5045	XXX-LARGE	GREEN	58"-70"	3 DZ	39 LBS

PULLUPSTM BIRDSEYE BRIEFS

PULLUPSTM TWO LAYER BRIEFS ARE THE PERFECT SOLUTION FOR A LIGHT TO MODERATE INCONTINENCE PROBLEM. ESPECIALLY APPROPRIATE FOR THE ASSISTED-LIVING RESIDENTS WHO NEED SOME PROTECTION, BUT ALSO WANT THE DIGNITY THAT COMES FROM DRESSING THEMSELVES. PULLUPSTM FEATURE A FULL WRAP MOISTURE BARRIER, A BLENDED SOAKER AND AN ALL-AROUND WAIST BAND. PROUDLY MADE IN THE USA.

ITEM #	SIZE	COLOR CODE	WAIST SIZE	CASE PUT UP	CASE WEIGHT
5600	SMALL	GREEN	23"-32"	3 DZ	22 LBS
5610	MEDIUM	PINK	26"-36"	3 DZ	24 LBS
5620	LARGE	TAN	30"-42"	3 DZ	28 LBS
5625	X-LARGE	BLUE	34"-48"	3 DZ	35 LBS

LANCHA TEXTILES WILL BE EXPANDING OUR PRODUCT OFFERING OVER THE NEXT SEVERAL YEARS, SO KEEP AN EYE ON OUR WEBSITE FOR NEW AND EXCITING DEVELOPMENTS. WE WILL BE ADDING TABLE LINENS, SURGICAL GOWNS, PATIENT GOWNS, DUVEAS FOR HOTELS, AND MUCH MORE. WE WILL BE OFFERING A SLOWLY EXPANDING LINE OF IMPORTED TEXTILE ITEMS TO HELP OUR CUSTOMERS SAVE ON FREIGHT BY BEING ABLE TO BUY THEIR UNDERPADS, BIBS, AND REGULAR LINEN STAPLES ALL IN ONE CONVENIENT PLACE. WE WILL BE ADDING LAUNDRY BAGS, CUSTOM MADE TO ORDER IN NYLON OR MESH. WE WANT TO OFFER YOU NOT JUST THE PRODUCTS WE THINK YOU NEED, BUT ALSO THE PRODUCTS YOU THINK YOU NEED. SO LET US KNOW WHICH PRODUCTS YOU WOULD LIKE US TO ADD TO OUR PRODUCT LINE. WE ALSO ENCOURAGE OUR CUSTOMERS TO LOOK FOR AREAS WHERE WE CAN HELP YOU BY MANUFACTURING SPECIAL PRODUCTS JUST FOR YOU MADE TO YOUR SPECIFICATIONS.

ADULT FITTED BRIEFS

COUNTRY PLAID FITTED BRIEFS



THIS EXCITING NEW PRODUCT OFFERS NURSING HOMES AND HOSPITALS A CHANCE TO SAVE MONEY ON THE BRIEFS THEY ARE THROWING OUT BECAUSE OF STAINING. OUR SPECIAL PLAID COLOR AND PATTERN HELPS TO HIDE STAINING. IN MOST CASES, SAVING THE BRIEF FROM BEING DISCARDED DUE TO A STAIN. UNLIKE OTHER PLAID BRIEFS, OUR PLAID IS A BETTER COLOR SCHEME TO HIDE STAINS WITH ITS TAN AND NAVY PRIMARY COLORS.

PROUDLY MADE IN THE USA.

ITEM #	SIZE	COLOR-CODE	WAIST SIZE	CASE PUT UP	CASE WEIGHT
9010	MEDIUM	PINK	MD 32"-40"	3 DZ	24 LBS
9020	LARGE	TAN	LG 36"-44"	3 DZ	26 LBS
9025	X-LARGE	BLUE	XL 38"-50"	3 DZ	28 LBS
9030	XX-LARGE	WHITE	XXL 46"-62"	3 DZ	30 LBS
9045	XXX-LARGE	GREEN	XXXL 58"-70"	3 DZ	35 LBS

ECONO-SNAP BIRDSEYE BRIEFS



OUR LOWEST PRICED BIRDSEYE COTTON BRIEF MADE FOR THE BUDGET MINDED THIS QUALITY BRIEF IS MADE WITH TWO PLYS OF A HIGH QUALITY SUPER SOFT 100% COTTON BIRDSEYE FABRIC. WE USE THREE PLYS OF OUR ABSORBENT SOAKER MATERIAL, AND A 12"X22" COLOR-CODED BARRIER. THIS QUALITY BRIEF WILL MEET THE DAILY NEEDS OF YOUR RESIDENT AT A LOW PRICE..

PROUDLY MADE IN THE USA

ITEM #	SIZE	COLOR CODE	WAIST SIZE	CASE PUT UP	CASE WEIGHT
5510	MEDIUM	PINK	25" - 32"	3 DZ	22 LBS
5520	LARGE	TAN	32" - 40"	3 DZ	24 LBS
5525	X-LARGE	BLUE	36" - 44"	3 DZ	28 LBS
5530	XX-LARGE	WHITE	40" - 63"	3 DZ	32 LBS
5545	XXX-LARGE	GREEN	58"-70"	3 DZ	35 LBS

ADULT DIAPERS

VALUESNAP™ CONTOUR DIAPER

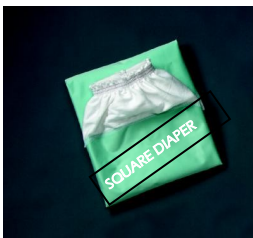


OUR VALUESNAP™ CONTOURED SNAP BIRDSEYE DIAPER IS THE BEST DESIGNED REUSABLE INCONTINENT GARMENT AVAILABLE TODAY. THIS PRODUCT IS DESIGNED FOR SUPERIOR COMFORT FOR THE RESIDENT. OUR VALUESNAP™ CONTOURED DIAPER IS MADE WITH TWO PLYS OF BIRDSEYE COTTON WITH THE BARRIER SEWN INSIDE, SO IT NEVER TOUCHES THE SKIN. WITH IT'S CONTOURED SHAPE, IT FITS LIKE A BRIEF FOR SUPERIOR LEAKAGE CONTROL AND LESS BULK WHILE ALLOWING AIR TO FREELY CIRCULATE, KEEPING THE SKIN COOLER AND DRIER FOR IMPROVED SKIN HEALTH. THESE SPECIALLY DESIGNED DIAPERS OFFER A FULL RANGE OF SIZES TO FIT ALL OF YOUR RESIDENTS.

PROUDLY MADE IN THE USA.

ITEM #	SIZE	COLOR CODE	WAIST SIZE	CASE PUT UP	CASE WEIGHT
4000	SMALL	GREEN	24"-34"	4 DZ	33 LBS
4010	MEDIUM	PINK	32"-40"	4 DZ	35 LBS
4020	LARGE	TAN	38"-50'	4 DZ	44 LBS
4025	X-LARGE	BLUE	46"-62"	4 DZ	48 LBS
4045	XX-LARGE	WHITE	56"-68"	3 DZ	44 LBS
4055	XXX-LARGE	WHITE	64"-74"	3 DZ	48 LBS

VALUESNAP™ SQUARE 2-PLY BIRDSEYE DIAPER



TRADITIONAL, BIRDSEYE SNAP AND PIN STYLE DIAPERS MADE IN A MORE ECONOMICAL SQUARE SHAPE, WITH A 12"X22" COLOR-CODED BARRIER AND A SUPER ABSORBENT LAYER TO CONTAIN LIQUID. MAY BE SPECIAL ORDERED WITH NO ABSORBENT LAYER OR WITH EXTRA ABSORBENT LAYERS.

PROUDLY MADE IN THE USA.

ITEM #	SIZE	COLOR CODE	CUT SIZE	CASE PUT UP	CASE WEIGHT
4310	MEDIUM	PINK	24X36	4 DZ	32 LBS
4310PIN	MEDIUM	PINK	24X36	5 DZ	37 LBS
4320	LARGE	TAN	27X36	4 DZ	34 LBS
4320PIN	LARGE	TAN	27X36	5 DZ	40 LBS
4325	X-LARGE	BLUE	30X36	4 DZ	36 LBS
4325PIN	X-LARGE	BLUE	30X36	5 DZ	43 LBS
4330	XX-LARGE	GREEN	33X36	4 DZ	39 LBS

LANCHA TEXTILES, INC. NOW OFFERS FAR MORE THAN JUST INCONTINENCE PRODUCTS!

ALSO AVAILABLE THROUGH LANCHA TEXTILES, INC.

Towels Sheets Blankets Bedspreads Healthcare Apparel

Mattresses Mattress Covers and Pads Aprons Table Linens

Cubicle Curtains Mini-blinds & MUCH MORE!

LanCha Textiles, Inc.

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ATTN: PLEASE SAVE AND GIVE TO THE LINEN/INCONTINENCE PRODUCTS BUYER.

LanCha Textiles, Inc. Toll free 888-517-7890 fax 888-517-7880