

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.

$$\frac{\text{Number of Homes}}{\text{Average Beds/Home}} \times \text{Total Beds} = \text{Total Beds}$$

$$\frac{\text{Total Beds}}{\% \text{ Incontinence (50\%)}} \times \text{Incontinent Beds} = \text{Incontinent Beds}$$

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

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

WASHABLE			DISPOSABLE		
$\frac{\text{Total Annual Changes}}{\text{Washings Per Pad or Garments (See Chart Below)}} =$		$\text{Pads or Garments Needed to Meet Annual Requirements}$	$\frac{\text{Total Changes}}{\text{Uses Per Pad or Garments}} \times 1 =$		$\text{Pads or Garments Needed to Meet Annual Requirements}$
$\frac{\text{Necessary Pads or Garments}}{\text{Cost Per Pad or Garments}} \times$		$\text{Total Cost of Pads or Garments}$	$\frac{\text{Necessary Pads or Garments}}{\text{Cost Per Pad or Garments}} \times$	$\$0.28 =$	$\$ -$
$\frac{\text{Total Changes (From Above)}}{\text{Average Wash Cost Per Pad or Garment}} \times$	$\$ 0.25$	$= \$ -$	$\frac{\text{Necessary Pads or Garments}}{\text{Average Disposal Cost Per Pad or Garment}} \times$	$\$ 0.12 =$	$\$ -$
$\frac{\text{Cost of Pads}}{\text{Cost of Laundering Pads or Garments}} +$	$\$ -$	$= \text{Total Estimated Cost of Washables}$	$\frac{\text{Cost of Pads or Garments}}{\text{Cost of Disposal}} +$	$\$ - =$	$\$ - \text{Total Estimated Cost of Disposables}$

COMPARE AND SAVE

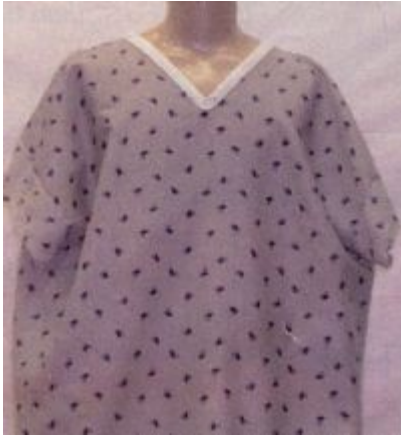
WASHINGS PER PAD CHART	
Alegra, Dura-Wash, Dura-Plus	300
Perma-Life, Perma-Plus	300
TufBlend SoftWill	300
Perma-Blend	250
Sure-Stay, Value Pads	125

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

PATIENT GOWNS

PREMIUM IMPORT PATIENT GOWNS

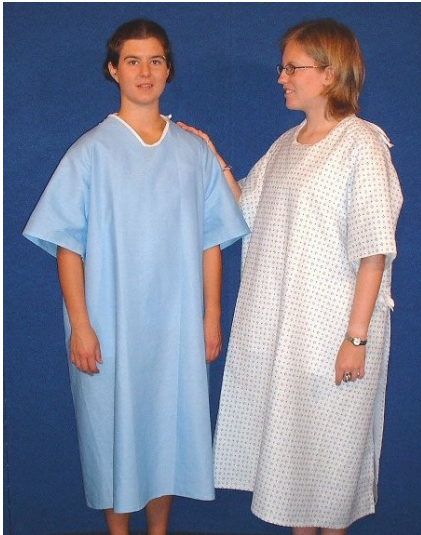


THIS EXCITING NEW PRODUCT OFFERS NURSING HOMES AND HOSPITALS A CHANCE TO PURCHASE A PATIENT GOWN THAT IS NOT THE SAME OLD WHITE GOWN WITH A SNOWFLAKE PRINT. THESE ATTRACTIVE PATIENT GOWNS ARE MADE USING AN EXTRA HEAVY DUTY BROADCLOTH FABRIC. THEY ARE AN ATTRACTIVE GRAYISH TAN COLOR WITH A SOFT FEATHER PRINT. THESE GOWNS ARE MADE TO MEET EVEN THE TOUGHEST REQUIREMENTS FOR MODESTY. YES, THESE ARE IMPORTS, BUT NEARLY THE QUALITY OF MOST DOMESTIC PATIENT GOWNS. YOU CAN'T GO WRONG OFFERING YOUR QUALITY CONSCIOUS CUSTOMERS THESE PREMIUM PATIENT GOWNS. AVAILABLE IN EITHER A ROUND OR V-NECK STYLE, THEY ARE PACKAGED ONLY 8 DOZEN PER CARTON.

ORDER SOME TODAY!

ITEM #	SIZE	NECK	COLOR AND PRINT	LENGTH	SWEEP	CASE PUT UP
3V-1770001	XL	ROUND NECK	TAN WITH FEATHER PRINT	46	61	8 DZ
3V-1770002	XL	V-NECK	TAN WITH FEATHER PRINT	46	61	8 DZ

QUALITY IMPORT PATIENT GOWNS



THIS PATIENT GOWN OFFERS NURSING HOMES AND HOSPITALS A CHANCE TO PURCHASE A QUALITY PATIENT GOWN AT A REASONABLE PRICE. THESE ATTRACTIVE PATIENT GOWNS ARE MADE USING AN EXTRA HEAVY DUTY BROADCLOTH FABRIC. THEY HAVE AN ATTRACTIVE PRINT. THESE GOWNS ARE MADE TO MEET EVEN THE TOUGHEST REQUIREMENTS FOR MODESTY. YES, THESE ARE IMPORTS, BUT THEY ARE MADE TO MEET OUR EXACTING STANDARDS. YOU CAN'T GO WRONG OFFERING YOUR QUALITY CONSCIOUS CUSTOMERS THESE QUALITY PATIENT GOWNS. AVAILABLE IN EITHER A BLUE OR WHITE WITH AN ATTRACTIVE PRINT, THEY ARE PACKAGED 25 DOZEN PER BALE.

ORDER SOME TODAY!

ITEM #	SIZE	NECK	COLOR AND PRINT	LENGTH	SWEEP	CASE PUT UP
3V-1700003	XL	ROUND NECK	WHITE W/PRINT			25DZ/BALE
3V-1700004	XL	ROUND NECK	BLUE W/PRINT			25DZ/BALE

PATIENT GOWNS

ECONOMY IMPORT PATIENT GOWNS



OUR ECONOMY PATIENT GOWNS ARE MADE USING THE SAME CARE AS THE MORE EXPENSIVE CHOICES, BUT THEY ARE MADE USING LIGHTER FABRIC. THESE GOWNS MAY NOT BE AS HEAVY AS OUR BETTER QUALITY OFFERINGS, BUT WILL MEET THE NEEDS OF THOSE WHO ARE INTERESTED IN THE PURCHASE PRICE OF THE GOWN, MORE THAN THE LONGEVITY OF THE GOWN.



ORDER SOME TODAY!

ITEM #	SIZE	NECK	COLOR AND PRINT	LENGTH	SWEEP	CASE PUT UP
3V-1700001	XL	ROUND NECK	WHITE W/PRINT			50DZ/BALE
3V-1700002	XL	ROUND NECK	BLUE W/PRINT			50DZ/BALE



PULLUPS™ 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. PULLUPS™ FEATURE A FULL WRAP MOISTURE BARRIER, A BLENDED SOAKER AND AN ALL-AROUND WAIST BAND. PROUDLY MADE IN THE USA.



ITEM #	SIZE	NECK	FABRIC	COLOR AND PRINT	WEIGHT	CASE PUT UP
3V-1720001	XL	ROUND NECK	HEAVY TWILL	WHITE W/PRINT	7.35LBS/DZ	25DZ/BALE
3V-1720002	XL	ROUND NECK	HEAVY TWILL	BLUE W/PRINT	7.35LBS/DZ	25DZ/BALE
3V-1720003	XL	ROUND NECK	HEAVY BROAD-CLOTH	BLUE W/PRINT	8.5LBS/DZ	4DZ/CTN

ADULT FITTED BRIEFS

PATIENT GOWNS



THIS EXCITING NEW PRODUCT OFFERS NURSING HOMES AND HOSPITALS A CHANCE TO PURCHASE A PATIENT GOWN THAT IS NOT THE SAME OLD CHEAP IMPORT GOWNS. THESE BEAUTIFUL PATIENT GOWNS ARE MADE USING AN EXTRA HEAVY DUTY BROADCLOTH FABRIC. THEY ARE AN ATTRACTIVE WHITE WITH TWO-TONED PRINT. THESE GOWNS ARE MADE TO MEET EVEN THE TOUGHEST REQUIREMENTS FOR MODESTY. THESE PATIENT GOWNS ARE MADE RIGHT HERE IN THE USA OUT OF FABRIC THAT IS MADE RIGHT HERE IN THE USA. YOU CAN'T GO WRONG OFFERING YOUR QUALITY CONSCIOUS CUSTOMERS THESE PREMIUM PATIENT GOWNS. AVAILABLE IN A ROUND NECK STYLE, THEY ARE SOLD BY THE DOZEN, SO NO LARGE CASE PACK TO DEAL WITH. - MASTER CASE IS 5 DOZEN.

ORDER SOME TODAY!

ITEM #	SIZE	NECK	COLOR AND PRINT	LENGTH	SWEEP	CASE PUT UP
3V-1730011	XL	ROUND NECK	WHITE WITH TWO-TONE PRINT DESIGN	46	61	5 DZ

LANCHA TEXTILES WILL BE EXPANDING OUR PRODUCT OFFERING OVER THE NEXT SEVERAL YEARS, SO KEEP AN EYE ON OUR WEBSITE FOR NEW, EXCITING DEVELOPMENTS. WE WILL BE ADDING TABLE LINENS, SURGICAL GOWNS, PATIENT GOWNS, DUVEAS FOR HOTELS, AND MUCH MORE. WE WILL BE ADDING A SLOWLY EXPANDING LINE OF IMPORTED TEXTILE ITEMS TO HELP OUR CUSTOMERS SAVE ON FREIGHT BY BEING ABLE TO BUY THEIR LINENS, INCLUDING 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.