

Summer Newsletter 2024



TheTetraCorp.com



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Welcome to the Tetra Newsletter

We've got plenty of great content to share with you this time around. From upcoming conference dates to glowing testimonials from podiatrists who use our products as a standard of care, we're covering everything that matters—current events impacting your patients, tips for in-office dispensing, and best practices.

Before we get to all that, however, I'd like to offer a few thoughts that some of you might recognize from an open letter I shared on our Facebook in July of last year.

There's an old adage: *"We cannot direct the wind, but we can adjust the sails."*

In an era dominated by Zoom calls and virtual interactions, we recognize the value of face-to-face engagement, especially when it comes to podiatric meetings and conferences.

That's why I invite you to join us in person at the APMA National Conference, held at the Washington DC Convention Center from August 7-10, 2024. Caitlyn, Megan, Michael, and I will be there to demonstrate the irreplaceable impact of a direct, personal connection.



In the meantime, our mission remains steadfast: providing safe and effective treatments, dispensed exclusively through physicians, adding value to their practice, and successful outcomes for their patients.

Sincerely,

George A. Cioe

Product Highlight

Formula 7®

NEWLY PATENTED, PEER REVIEWED, AND PHYSICIAN APPROVED!

At Tetra, we're always innovating and never content to rest on our laurels. That's the philosophy that led us to create and patent Formula 7®, a paraben free soluble tolnaftate antifungal!

This microemulsion, the first ever featuring tolnaftate, is bolstered by both cosmetic ingredients and bactericidal components, so it's got plenty of new perks to offer.

- Urea softens the nail plate, increasing its permeability for medicating the nail bed
- Ingredients that rehydrate and restore the natural appearance of skin and nails
- This oil-in-water microemulsion, patented in 2021, makes use of jojoba oil to distribute soluble tolnaftate quickly and effectively
- Large 15ml tube provides 3 months of treatment with an integrated easy-to-use applicator brush
- NDC number indicates FDA registration as a medication
- Compounded with the strictest cGMP compliant regulations.
- N-acetyli-cysteine enhances penetration, allowing increased tolnaftate flux through keratin and providing a bactericidal boost to break down the biofilms of prominent pathogens
- Antibacterial and antifungal ingredients are safe and effective, indicated for both treatment and prophylaxis.

LEARN MORE >>

Podiatrists Love Formula 7®!

BERNADETTE PUPILLA, DPM

PRACTICING PODIATRIST SINCE 1990

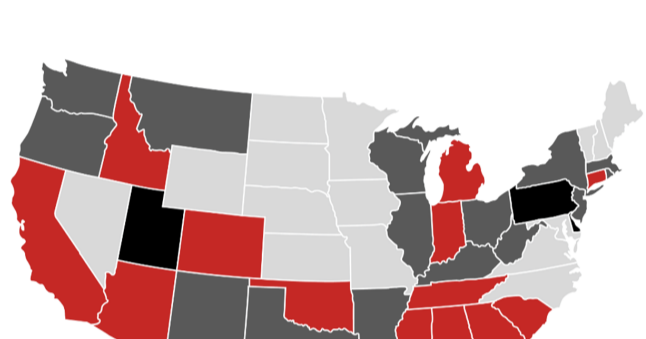


"I treat a lot of diabetics, and FungiFoam® and Formula 7® are my best-selling products. You know why? Because they work...we love this product."

Tetra Tip

In Office Dispensing, State by State

The Tetra Corporation's products are not Rx drugs; rather, they're manufactured and labeled for OTC sale. That said, we choose to exclusively sell our products through medical offices with a DEA licensed health care professional in residence. Our goal is to support physician-sponsored medicine by directing patients to their doctor's office for the medications they need.



Since we don't sell directly to pharmacies, retail stores, or consumers online, we figured we'd help out by providing a complete state-by-state list that lays out the basics of how physician dispensing works. Review the infographic below to gain insights into the regulations and empower yourself to enhance patient outcomes through informed dispensing practices.

REGULATION/LEGISLATION PENDING: DE, PA, UT

ALLOWED, BUT WITH FEE RESTRICTIONS: AL, AZ, CA, CO, CT, GA, IN, MI, SC

STATES WITH NO RESTRICTIONS ON PHYSICIAN DISPENSING INCLUDE: AK, DC, HI, IA, KS, ME, MN, MO, NE, NY, NH, NC, ND, PA, SD, VT, VA, and WY

LIMITED DISPENSING ALLOWED: AR, HI, IL, IN, KY, LA, MA, Montana, TN, UT, WA, WI, WV, RI, VA, WV

RECENT PUBLICATION OF GEORGE'S COMMENT IN PODIATRY MANAGEMENT

"HATS OFF TO THE CALIFORNIA PODIATRIC MEDICAL ASSOCIATION"

In July last year, I penned a letter to the editor of Podiatry Management voicing my disappointment regarding the concurrent in-person and virtual attendance options at conferences. To their credit, The California Podiatric Medical Association made the bold choice to exclusively host in-person attendance at The 2024 Western Foot and Ankle Conference. As a result, foot traffic in the exhibit hall notably surged compared to the previous year. I extend my gratitude to all parties involved in making this decision.

- GEORGE A. CIOE, PHD (HC)

A Word From The Road

We hope to see you at the following podiatry conferences across the country over the next 2 months:

August 8-10 2024
APMA National
Washington DC

Sept 27-28 2024
ACFAP
Palm Springs, CA

Sept 27-28 2024
TN PMA
Franklin, TN

Sept 26-29 2024
TX Southwest
Irving, TX

Sept 27-29 2024
Curalta Foot & Ankle
Mt. Pocono, PA

NAIL TALK®

This quote, attributed to Alexander Graham Bell, "When one door closes, another door opens; but we often look so long and so regretfully upon the closed door that we do not see the ones which open for us" is especially appropriate now given the recent closing announcements of hundreds of pharmacies by CVS, Walgreen's and Rite Aid. Your patients now have fewer choices to satisfy your prescriptions. Maybe now is the time to start in-office dispensing?

In-office dispensing of medications offers several benefits, including:

- Only You Can Prescribe Formula 7® and Formula 7®:** Pharmacists are not allowed to promote or recommend medications for an off-label use.
- Convenience for Patients:** Patients can obtain their medications immediately after their appointment without needing to visit a pharmacy separately. This saves them time and hassle.
- Improved Adherence:** Patients are more likely to adhere to their prescribed medication regimen when they receive it directly from their healthcare provider. This can lead to better health outcomes.
- Enhanced Patient Education:** Healthcare providers can educate patients about the proper use of medications, potential side effects, and any other relevant information at the point of dispensing.
- Reduced Pharmacy Wait Times:** By reducing the number of prescriptions sent to external pharmacies, in-office dispensing can help alleviate the workload of retail pharmacists and shorten wait times for other patients.
- Control over Inventory and Formulary:** Healthcare providers have control over which medications are stocked in their office, ensuring availability of preferred formulations or brands.
- Additional Revenue Stream:** In-office dispensing can generate additional revenue for medical practices, which can help offset costs and potentially improve overall financial viability.
- Compliance with Treatment Plans:** Providers can ensure that patients start their treatment plans promptly and correctly by providing medications immediately.
- Improved Monitoring:** Providers can monitor medication adherence and response more closely when they handle the dispensing process directly.
- Emergency Preparedness:** Having medications on-site can be advantageous in emergencies or situations where immediate access to treatment is critical.
- Patient Satisfaction:** Overall, in-office dispensing can contribute to higher patient satisfaction by offering a more streamlined and integrated healthcare experience.

These benefits make in-office dispensing a valuable option for many healthcare providers looking to enhance patient care and practice efficiency.

Employee Spotlight

PATRICK EDDY



Favorite Movie:

Fletch

Hobbies:

Golf, Hiking, and tending to my small apple orchard in Vermont

Favorite Music:

I love anything from the 80s and Yacht Rock Radio

Signature Meal:

I've been told that I make the world's best grilled cheese sandwich!

I've been selling within podiatry for 25 years. One of the highlights of my work is connecting with physicians about their practice, their patients, and the ways in which our products can support their needs.

I live on the North Shore of MA with my wife, Reagan, and our lovable French Bulldog, Winnie. We enjoy the wonderful beaches in our area and we're grateful for quick trips to Maine and Vermont throughout the year.

Doctor Testimonial

DR. DAVID ALPER

A SHINING LIGHT OF THE PROFESSION WHO'S NOW HAPPILY RETIRED



"Thank you George, Michael, Patrick and the rest of the amazing Tetra team. You added so much to my practice over the decade-plus of our relationship - a solid, true, quality set of options of care for my patients, a real source of revenue for my practice, ever present support - and friendship that I still value so."



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