

## InHealth Technologies® Offers a TOTAL Solution



With the Blom-Singer® StomaSoft® Laryngectomy tubes and the AccuFit® and HydroFit® baseplates now available, we are proud to add to our TOTAL Solution for laryngectomy patients.

The InHealth Technologies TOTAL SOLUTION serves patients at all stages of voice restoration, from products that deliver solutions for preoperative care to products pre-and post-operative care and beyond. If you have any questions about our products or would like to reach the territory manager, clinical specialist, or patient consultant for your area, call us at 1.800.477.5969 or email us at [info@inhealth.com](mailto:info@inhealth.com).

### STATEMENT REGARDING COVID-19

InHealth Technologies expresses its heartfelt concern over the COVID-19 (coronavirus) outbreak and applauds the teams of scientists, epidemiologists, and others that are working tirelessly to develop a vaccine to stem the spread of the virus. We want to assure our valued customers that our business is not impacted by the COVID-19 outbreak at this time. We at InHealth Technologies are keeping informed as the U.S. Centers for Disease Control and Prevention (CDC) releases information and recommend that you do the same to stay safe and healthy. We understand that you may have questions about your health, and we suggest that you talk to your healthcare team about your specific risks and concerns.



### RELEASE OF OUR 2020 PRODUCT CATALOG

Our 2020 product catalog is hot off the press! We invite you to visit our website to view or download a copy at [https://www.inhealth.com/category\\_s/356.htm](https://www.inhealth.com/category_s/356.htm). Our latest products are easy to spot via blue and white "new" icons.

### INTRODUCING OUR NEW SILICONE-BASED ADHESIVE — AVAILABLE NOW!

InHealth Technologies is pleased to introduce a new silicone-based adhesive, NFS Liquid Silicone Adhesive (B-530). This pressure-sensitive adhesive can be used with the reusable Blom-Singer® Tracheostoma Valve Housing (BE6038) or the PVC Tracheostoma Valve Housing (BE6038-P), or it can be paired with disposable housings to provide extra adhesion. It's available in a convenient 1 oz bottle. No prescription required. To place an order, go online to [https://www.inhealth.com/category\\_s/50.htm](https://www.inhealth.com/category_s/50.htm) or phone toll-free 1.800.477.5969.

When asked about his experience with the new product, a patient shared his thoughts:

**"I love the glue! I like the way it goes on dry, and I wore my PVC Tracheostoma Housing baseplate even longer!"**

— Henry, a patient in Louisiana



### ADHESIVE HOUSINGS AVAILABLE IN 3 STYLES AND 3 SHAPES

The Blom-Singer® FitSeries Adhesive Housings are designed to "fit" the various needs of the stoma. These disposable, all-inclusive adhesive housings come in three styles:

**HydroFit®** - a hydrocolloid baseplate that offers protective gel-like coverage; gentle on the skin and moisture absorbent.

**AccuFit®** - our strongest adhesive baseplate; flexible and resistant to tearing.

**TruSeal® Contour™ Low Profile** - a lower-set housing for closer contact to the stoma.

The FitSeries Adhesive Housings are offered in three shapes to help you find your best fit. They are designed to hold HME cartridges, the ATSV II, or the Blom-Singer Shower Guard. If you have yet to experience your optimal baseplate fit, now is the time! Visit [www.inhealth.com/category\\_s/353.htm](http://www.inhealth.com/category_s/353.htm) to learn more.

### JENNIFER'S STORY

"This has changed me for the better, and I am happy with who I have become."



Through a series of questions and answers, Jennifer, shares the compelling story of her personal journey as a total laryngectomy patient with us.

**InHealth:** When did you receive your diagnosis?

**Jennifer:** I have always had somewhat of a raspy voice, so it's hard to pinpoint when I started showing signs of laryngeal cancer. In November 2015, I went to see my ear, nose, and throat (ENT) doctor because my voice was sounding worse, and was diagnosed with a vocal fold paralysis. While it was a bother, I was preoccupied with recovery from another surgery on my foot. I knew that my voice would need attention at some point, once my foot had fully recovered. Between November 2015 and May 2016, I visited the ENT doctor periodically, and finally had a needle biopsy done in May. The results were negative for cancer (phew!), and I was able to continue with my busy life plans, relocating and beginning a new job. As I was settling in my new home, I began to feel unusually tired, and my voice was getting increasingly worse. Most concerning of all, I started to experience breathing difficulty. After ER visits and several tests, my diagnosis was...anxiety. That did not feel right to me, and my breathing kept on getting worse. It was not until I experienced a terrible breathing incident with a client at work that my client recommended the team at Eastern Virginia Medical School in November of 2016. That second opinion made all the difference. I saw Dr. Karakala and believe that he knew immediately that I had cancer. I can recall vividly that my appointment was near the end of the day, and the doctor was running a bit behind schedule. I listened to the staff taking calls for appointments three months away, and I began to worry about why I was being seen so urgently. Apparently, my airway was smaller than the size of a pencil, and they could see a mass on my left vocal cord. That was a Tuesday evening, and by Thursday morning, I was heading in for surgery to assist my breathing and further evaluate the mass. I needed a tracheostomy, and

they kept me awake for it! Thinking back, this was the most frightening moment up until that point. If it weren't for the nurse that held my hand and maintained eye contact with me throughout the procedure, I'm not sure I would have been able to make it through.

**InHealth:** When did you have your surgery?

**Jennifer:** My surgery was performed on January 4, 2017. The day before my birthday.

**InHealth:** Is there anything that helped you during this process?

**Jennifer:** I was terrified and had no idea what the reality of this would be. My surgeon sent me an angel, fellow laryngectomee Helen Grathwohl. It is amazing how one person can make such a difference. Within three minutes with her, I knew I was going to be okay.

**InHealth:** How was your recovery?

**Jennifer:** The recovery was much more difficult than I anticipated; it was a lot to digest. Radiation was very painful, but thankfully that pain was temporary, and my scars are minimal.

**InHealth:** How are you today?

**Jennifer:** Not every day is perfect. I still struggle with lymphedema and difficulty swallowing, and some days are better than others, but it was all worth every moment I've lived since then. My daughter was married in August 2017, and I have been able to hold my first grandchild this year. My son was married in August 2018, and I proudly watched him purchase his first home. The idea of not being here for these milestones is not something that I was willing to accept. I am forever grateful for everyone that's been involved with my journey, starting with my client who suggested a second opinion and extending to all the amazing doctors, therapists, nurses, friends, and people that are a part of the laryngectomy community. I am currently cancer-free and living my best life every day. Cancer has changed me for the better, and I am happy with the person I have become.

### NOTICE OF CHANGES TO OUR PRODUCT LINE

Some items will be discontinued from the InHealth Technologies line of products on April 30, 2020, to improve efficiency and make room for new products. Here are the details.

**Q: What items are being discontinued?**

**A:** We are not discontinuing any voice prostheses. Recently launched products will replace many of the discontinued items. For example, the new Blom-Singer AccuFit Adhesive Housings will replace the discontinued TruSeal Adhesive Housings. A complete list of discontinued items and their replacements is shown below.

**Q: When is this happening?**

**A:** For our U.S. customers, the listed items will be discontinued on April 30, 2020.

**Q: Why is this happening?**

**A:** InHealth Technologies routinely evaluates its products in consideration of customer needs and technological advances.

**Q: I love the original Blom-Singer Laryngectomy Tube. What does this mean for me?**

**A:** We are providing this notice as an opportunity to order items before they are discontinued. We will continue to carry the sterile option, which is a non-fenestrated Blom-Singer Laryngectomy Tube. If you are using the non-sterile tubes currently,

you may want to consider transitioning to the new HME-compatible Blom-Singer StomaSoft Laryngectomy Tube or the sterile, non-fenestrated Blom-Singer Laryngectomy Tube in the same size. Please note that a new prescription may be required.

**Q: Why are the TruSeal housings being discontinued?**

**A:** In response to the positive feedback on our new line of adhesive baseplates, we are discontinuing the TruSeal Adhesive Housings and the TruSeal Contour Adhesive Housings. We will continue to carry the TruSeal Contour Low Profile Housings that provide a closer-to-stoma fit. If you are currently using the TruSeal or TruSeal Contours, we encourage you to try the new AccuFit Housings. These adhesive housings have stronger adhesion, great flexibility, and increased elasticity. We are also pleased to offer the HydroFit, our new hydrocolloid baseplate for sensitive skin.

**Q: Any other product changes I should note?**

**A:** The ChatterVox® and ADDvox™ voice amplifiers and the "Self Help for the Laryngectomee" and "Looking Forward" books will also be discontinued. We encourage you to order any of these items now if you want them for future use.

If you have any questions regarding discontinued products or their alternatives, please reach out to Customer Service at 1.800.477.5969 or email [info@inhealth.com](mailto:info@inhealth.com).

OBSOLETE PRODUCT LIST				SUBSTITUTION PRODUCT LIST			
Ref	Description	Rx	Size / Length	Ref	Description	Rx	Size / Length
BE 6298	Laryngectomy Tube, Non-Fenestrated, Non-Sterile	■	8/36	BE 6398 / BE 6698	Laryngectomy Tube, Non-Fenestrated, Sterile / StomaSoft® HME-Compatible Laryngectomy Tube, Non-Fenestrated	■	8/36
BE 6299	Laryngectomy Tube, Non-Fenestrated, Non-Sterile	■	8/55	BE 6399 / BE 6699	Laryngectomy Tube, Non-Fenestrated, Sterile / StomaSoft® HME-Compatible Laryngectomy Tube, Non-Fenestrated	■	8/55
BE 6300	Laryngectomy Tube, Non-Fenestrated, Non-Sterile	■	9/36	BE 6400 / BE 6700	Laryngectomy Tube, Non-Fenestrated, Sterile / StomaSoft® HME-Compatible Laryngectomy Tube, Non-Fenestrated	■	9/36
BE 6301	Laryngectomy Tube, Non-Fenestrated, Non-Sterile	■	9/55	BE 6401 / BE 6701	Laryngectomy Tube, Non-Fenestrated, Sterile / StomaSoft® HME-Compatible Laryngectomy Tube, Non-Fenestrated	■	9/55
BE 6302	Laryngectomy Tube, Non-Fenestrated, Non-Sterile	■	10/36	BE 6402 / BE 6702	Laryngectomy Tube, Non-Fenestrated, Sterile / StomaSoft® HME-Compatible Laryngectomy Tube, Non-Fenestrated	■	10/36
BE 6303	Laryngectomy Tube, Non-Fenestrated, Non-Sterile	■	10/55	BE 6403 / BE 6703	Laryngectomy Tube, Non-Fenestrated, Sterile / StomaSoft® HME-Compatible Laryngectomy Tube, Non-Fenestrated	■	10/55
BE 6304	Laryngectomy Tube, Non-Fenestrated, Non-Sterile	■	12/36	BE 6404 / BE 6704	Laryngectomy Tube, Non-Fenestrated, Sterile / StomaSoft® HME-Compatible Laryngectomy Tube, Non-Fenestrated	■	12/36
BE 6305	Laryngectomy Tube, Non-Fenestrated, Non-Sterile	■	12/55	BE 6405 / BE 6705	Laryngectomy Tube, Non-Fenestrated, Sterile / StomaSoft® HME-Compatible Laryngectomy Tube, Non-Fenestrated	■	12/55
BE 6298F	Laryngectomy Tube, Fenestrated, Non-Sterile	■	8/36	BE 6398F / BE 6698F	Laryngectomy Tube, Non-Fenestrated, Sterile / StomaSoft® HME-Compatible Laryngectomy Tube, Fenestrated	■	8/36
BE 6299F	Laryngectomy Tube, Fenestrated, Non-Sterile	■	8/55	BE 6399F / BE 6699F	Laryngectomy Tube, Non-Fenestrated, Sterile / StomaSoft® HME-Compatible Laryngectomy Tube, Fenestrated	■	8/55
BE 6300F	Laryngectomy Tube, Fenestrated, Non-Sterile	■	9/36	BE 6400F / BE 6700F	Laryngectomy Tube, Non-Fenestrated, Sterile / StomaSoft® HME-Compatible Laryngectomy Tube, Fenestrated	■	9/36
BE 6301F	Laryngectomy Tube, Fenestrated, Non-Sterile	■	9/55	BE 6401F / BE 6701F	Laryngectomy Tube, Non-Fenestrated, Sterile / StomaSoft® HME-Compatible Laryngectomy Tube, Fenestrated	■	9/55
BE 6302F	Laryngectomy Tube, Fenestrated, Non-Sterile	■	10/36	BE 6402F / BE 6702F	Laryngectomy Tube, Non-Fenestrated, Sterile / StomaSoft® HME-Compatible Laryngectomy Tube, Fenestrated	■	10/36
BE 6303F	Laryngectomy Tube, Fenestrated, Non-Sterile	■	10/55	BE 6403F / BE 6703F	Laryngectomy Tube, Non-Fenestrated, Sterile / StomaSoft® HME-Compatible Laryngectomy Tube, Fenestrated	■	10/55
BE 6304F	Laryngectomy Tube, Fenestrated, Non-Sterile	■	12/36	BE 6404F / BE 6704F	Laryngectomy Tube, Non-Fenestrated, Sterile / StomaSoft® HME-Compatible Laryngectomy Tube, Fenestrated	■	12/36
BE 6305F	Laryngectomy Tube, Fenestrated, Non-Sterile	■	12/55	BE 6405F / BE 6705F	Laryngectomy Tube, Non-Fenestrated, Sterile / StomaSoft® HME-Compatible Laryngectomy Tube, Fenestrated	■	12/55
BE 6054	TruSeal® Adhesive Housing, 30 ea			BE 6082	AccuFit® Adhesive Housing		
BE 6565	TruSeal® Adhesive Housing, 500 ea				N/A		
BE 6070	TruSeal® Contour Adhesive Housing, Round, 30 ea			BE 6082	AccuFit® Adhesive Housing, Round		
BE 6071	TruSeal® Contour Adhesive Housing, Oval, 30 ea			BE 6083	AccuFit® Adhesive Housing, Oval		
BE 6072	TruSeal® Contour Adhesive Housing, Standard, 30 ea			BE 6084	AccuFit® Adhesive Housing, Oval Extra		
BE 105SEZ5	HME System 7-Day Trial Kit (Includes TruSeal®)				N/A		
BE 7700	ChatterVox® Portable Voice Amplification System				N/A		
BE 7710-R2	ADDvox-7™ Watt Personal Voice Amplifier				N/A		
TA 5000	Self-Help for the Laryngectomee, by Edmund Lauder				N/A		
TA 7000	Looking Forward...The Speech and Swallowing Guidebook				N/A		
SA 0924	Unit Dose Saline Solution, box of 24				N/A		

InHealth Technologies  
1110 Mark Avenue  
Carpinteria, CA 93013-2918 USA

[www.inhealth.com](http://www.inhealth.com)  
Toll-Free: 800.477.5969

FOLLOW US ON:

