

January 2018

Dear Purchasing Agent,

Your distributor may have told you the Dale Tracheostomy Tube Holders have been discontinued or are on backorder. This is false. Some distributors may also substitute products that appear to be similar to Dale genuine products without your knowledge (even using the same product name/number in some cases). While initially these may look the same they are not the effective products that were approved to meet and often exceed your quality, performance and regulatory requirements.

When you purchase a Dale product, you are choosing a commitment to quality and patient satisfaction, while limiting the possibility of inferior products from other manufacturers. Dale provides exceptional value-added services and support for every product you purchase.

Product Number	Size	Quantity
240	240 Blue® 2-piece 1" wide band, fits up to 19.5" neck	10 per box
241	241 PediPrints® 2-piece 1" wide band, fits up to 18" neck	10 per box
242	242 PediPrints® 2-piece ¾" wide band, fits up to 9" neck	10 per box
244	244 Blue® 2-piece 1 ½" wide band, fits up to 28" neck	10 per box
200	One Piece Tracheostomy Tube Holder 1-piece 1" wide tapered band, fits 9.5-18" neck	30 per box



If you are asked by your distributor to switch or are told the Dale product is unavailable, please contact me directly at 800-343-3980 ext 121.

Sincerely,

Tara Larkin
Product Manager