

# LanCha Textiles

*YOUR SOURCE FOR THE BEST HEALTHCARE TEXTILES!*

## HEALTHCARE PRODUCTS CATALOG

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

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Just a few of our incredible products



Alegra® Premium Comfort Pad—The One & Only

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### 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!***

## **THE LANCHA TEXTILES, INC. 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."

## **WHO IS LANCHA TEXTILES, INC.**

LanCha Textiles, Inc. was formed when Altex Products owners decided to close down the corporation. Lance & Charyl Peifer were determined to put together a company to continue to provide the same quality products to our long time customers. LanCha Textiles prides itself on manufacturing high quality products and offering better service and flexibility to our customers.

LanCha Textiles and all those who work for us will dedicate our time and energy to finding better ways to make our products perform. We will work to find ways to reduce our costs, while maintaining our commitment to quality and US Manufacturing. Although we, like our competitors, must buy some of the components for our products overseas, we are dedicated to manufacturing our finished products in the USA.

LanCha Textiles hopes to expand our product offering to include some standard textile items that we will import based upon a very strict adherence to our higher quality requirements. We plan to offer these products at prices competitive to other importers so that they can be combined with our US manufactured goods for greater freight savings.

LanCha Textiles, Inc. offers the original Alegra® Premium Comfort Pad. Many may remember the Alegra® from Allstate Medical Products. We are the only source for this incredible product.

## 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.

$$\frac{0}{\text{Number of Homes}} \times \frac{0}{\text{Average Beds/Home}} = \frac{0}{\text{Total Beds}} \quad \frac{0}{\text{Total Beds}} \times \frac{0}{\% \text{ Incontinence (50\%)}} = \frac{0}{\text{Incontinent Beds}}$$

$$\frac{0}{\text{Incontinent Beds}} \times \frac{0}{\text{Daily Pad Changes Per Bed}} \times \frac{365}{\text{Total Annual Pad Changes}} = \frac{0}{\text{Total Annual Pad Changes}}$$

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

WASHABLE			DISPOSABLE		
$\frac{0}{\text{Total Annual Changes}}$	/	$\frac{0}{\text{Washings Per Pad or Garments (See Chart Below)}}$	=	$\frac{\#DIV/0!}{\text{Pads or Garments Needed to Meet Annual Requirements}}$	
$\frac{\#DIV/0!}{\text{Necessary Pads or}}$	X	$\frac{\$7.50}{\text{Cost Per Pad or Garments}}$	=	$\frac{\#DIV/0!}{\text{Total Cost of Pads or}}$	
$\frac{0}{\text{Total Changes (From Above)}}$	X	$\frac{\$0.25}{\text{Average Wash Cost Per Pad or Garment}}$	=	$\frac{\$ -}{\text{Total Cost of Laundering Pads or Garments}}$	
$\frac{\#DIV/0!}{\text{Cost of Pads}}$	+	$\frac{\$ -}{\text{Cost of Laundering Pads or Garments}}$	=	$\frac{\#DIV/0!}{\text{Total Estimated Cost of Washables}}$	
$\frac{0}{\text{Total Changes}}$	X	$\frac{1}{\text{Uses Per Pad or Garments}}$	=	$\frac{0}{\text{Pads or Garments Needed to Meet Annual Requirements}}$	
$\frac{0.00}{\text{Necessary Pads or Gar-}}$	X	$\frac{\$0.28}{\text{Cost Per Pad or Garments}}$	=	$\frac{\$ -}{\text{Total Cost of Pads or}}$	
$\frac{0}{\text{Necessary Pads or Gar-ments}}$	X	$\frac{\$0.12}{\text{Average Disposal Cost Per Pad or Garment}}$	=	$\frac{\$ -}{\text{Cost of Disposal}}$	
$\frac{\$ -}{\text{Cost of Pads or Garments}}$	+	$\frac{\$ -}{\text{Cost of Disposal}}$	=	$\frac{\$ -}{\text{Total Estimated Cost of Disposables}}$	

### 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

# BATH LINEN

## ECONOMY BATH LINEN

International  
Bath Towels



LANCHA TEXTILES NOW OFFERS A FULL LINE OF TERRY BATH LINENS. THESE ECONOMICALLY PRICED PRODUCTS ARE MADE OF 100% 10S COTTON TERRY, THIS PRODUCT WILL MATCH UP WELL TO THE OTHER ECONOMY ITEMS AVAILABLE ON THE MARKET TODAY. WE ARE CONFIDENT THAT IF YOU COMPARE OUR 10S COTTON TERRY PRODUCTS TO THOSE OF YOUR CURRENT SUPPLIER, YOU WILL FIND THAT OURS ARE SLIGHTLY NICER AND BETTER MADE. GIVE LANCHA TEXTILES A CHANCE TO PROVE THAT OUR PRODUCTS OFFER THAT LITTLE SOMETHING EXTRA AND YOU WILL NOT REGRET YOUR DECISION..

ORDER SOME TODAY!

ITEM #	SIZE	PRODUCT WEIGHT	PRODUCT	FABRIC BLEND	CASE PUT UP	CASE WEIGHT
3V-1050102	12X12	.5LB/DZ	WASHCLOTH	10S 100% COTTON	200 DZ	105LB
3V-1075102	12X12	.75LB/DZ	WASHCLOTH	10S 100% COTTON	100 DZ	77LB
3V-1100102	12X12	1LB/DZ	WASHCLOTH	10S 100% COTTON	100 DZ	105LB
3V-2225102	15X25	2.25LB/DZ	HAND TOWEL	10S 100% COTTON	50 DZ	115LB
3V-2275102	16X27	2.75LB/DZ	HAND TOWEL	10S 100% COTTON	25 DZ	72LB
3V-3400102	20X40	4LB/DZ	BATH TOWEL	10S 100% COTTON	25 DZ	105LB
3V-3450102	20X40	4.5LB/DZ	BATH TOWEL	10S 100% COTTON	25 DZ	115LB
3V-3500102	20X40	5LB/DZ	BATH TOWEL	10S 100% COTTON	25 DZ	128LB
3V-3550102	20X40	5.5LB/DZ	BATH TOWEL	10S 100% COTTON	25 DZ	141LB
3V-3600102	22X44	6LB/DZ	BATH TOWEL	10S 100% COTTON	25 DZ	154LB
3V-3800102	24X48	8LB/DZ	BATH TOWEL	10S 100% COTTON	10 DZ	83LB
3V-3100102	24X50	10LB/DZ	BATH TOWEL	10S 100% COTTON	10 DZ	105LB

LANCHA TEXTILES PRIDES ITSELF ON THE QUALITY OF THE PRODUCTS WE SUPPLY, WHETHER WE MANUFACTURE THEM OR WE DISTRIBUTE SOMEONE ELSE'S PRODUCT. WE HAVE WORKED HARD TO SET UP A PRODUCT LINE ON OUR BATH LINENS THAT WILL MEET YOUR NEEDS AT A COMPETITIVE PRICE. IF YOU ARE COMPARING OUR 10S WASHCLOTH TO ANOTHER DISTRIBUTOR'S PRODUCT, YOU WILL FIND OURS IS JUST THAT LITTLE BIT BETTER. WE WILL BE OFFERING TWO ITEMS THAT YOU WON'T SEE IN EVERYONE'S LIST OF PRODUCTS. WE OFFER AN INEXPENSIVE, BUT INCREDIBLY SOFT PRODUCT CALLED THE "SOFT SPUN". THIS PRODUCT IS PRICED SLIGHTLY HIGHER THAN THE STANDARD 10S, BUT THAT LITTLE BIT OF DIFFERENCE WILL SEEM AS NOTHING ONCE YOU HAVE THIS IN YOUR HAND. THE OTHER PRODUCT IS OUR "PLUSH SPUN" OUR ULTIMATE TERRY PRODUCT LINE. THESE PREMIUM PRODUCTS ARE MADE USING COMBED COTTON RATHER THAN THE MORE TRADITIONAL RING SPUN USED IN OTHER DISTRIBUTORS OFFERING. FOR THOSE WHO HAVE CUSTOMERS WHO WANT A SOFT, PLUSH TOWEL OR WASHCLOTH AND ARE WILLING TO PAY A LITTLE BIT MORE, OUR ULTIMATE "PLUSH SPUN" IS FOR YOU.

# BATH LINEN

## SOFT SPUN BATH LINENS



LANCHA TEXTILES NOW OFFERS A FULL LINE OF TERRY BATH LINENS. THESE ECONOMICALLY PRICED PRODUCTS ARE MADE OF OUR SPECIAL "SOFT SPUN" BLENDED TERRY CLOTH, THIS PRODUCT IS SOFTER THAN A PREMIUM RING SPUN PRODUCT, BUT WITH LESS DENSITY. THIS PRODUCT CAN EASILY REPLACE A MORE EXPENSIVE 16S OPEN END PRODUCT WHILE IMPROVING YOUR CUSTOMERS SATISFACTION LEVEL OR YOU CAN SELL IT IN PLACE OF THE 10S ECONOMY PRODUCT AND SHOW YOUR CUSTOMERS A VERY SIGNIFICANT UPGRADE AT A VERY COMPETITIVE PRICE. WE ARE CONFIDENT THAT IF YOU COMPARE OUR SOFT SPUN TERRY PRODUCTS TO EITHER THE ECONOMY PRODUCTS OR 16S OPEN END PRODUCTS SOLD BY YOUR CURRENT SUPPLIER, YOU WILL FIND THAT THE SOFT SPUN IS A BETTER PRODUCT. GIVE LANCHA TEXTILES A CHANCE TO PROVE THAT OUR PRODUCTS OFFER THAT LITTLE SOMETHING EXTRA AND YOU WILL NOT REGRET YOUR DECISION..

ORDER SOME TODAY!

ITEM #	SIZE	PRODUCT WEIGHT	PRODUCT	FABRIC BLEND	CASE PUT UP	CASE WEIGHT
3V-1070104	12X12	11OZ/DZ	WASHCLOTH	86/14 BLEND SOFT SPUN	200 DZ	105LB
3V-1075104	12X12	.75LB/DZ	WASHCLOTH	86/14 BLEND SOFT SPUN	100 DZ	77LB
3V-1100104	12X12	1LB/DZ	WASHCLOTH	86/14 BLEND SOFT SPUN	100 DZ	105LB
3V-2225104	15X25	2.25LB/DZ	HAND TOWEL	86/14 BLEND SOFT SPUN	50 DZ	115LB
3V-2300104	16X27	3.0LB/DZ	HAND TOWEL	86/14 BLEND SOFT SPUN	25 DZ	72LB
3V-3400104	20X40	4LB/DZ	BATH TOWEL	86/14 BLEND SOFT SPUN	25 DZ	105LB
3V-3500104	20X40	5LB/DZ	BATH TOWEL	86/14 BLEND SOFT SPUN	25 DZ	128LB
3V-3550104	20X40	5.5LB/DZ	BATH TOWEL	86/14 BLEND SOFT SPUN	25 DZ	141LB
3V-3600104	22X44	6LB/DZ	BATH TOWEL	86/14 BLEND SOFT SPUN	25 DZ	154LB
3V-3800104	24X48	8LB/DZ	BATH TOWEL	86/14 BLEND SOFT SPUN	10 DZ	83LB
3V-3100104	24X50	10LB/DZ	BATH TOWEL	86/14 BLEND SOFT SPUN	10 DZ	105LB



# BATH LINEN

## PREMIUM RING SPUN BATH LINEN



LANCHA TEXTILES NOW OFFERS A FULL LINE OF TERRY BATH LINENS. THESE PREMIUM RING SPUN TERRY PRODUCTS ARE MADE OF 86/14 16S COTTON/POLYESTER BLENDED TERRY, THIS PRODUCT WILL MATCH UP WELL TO THE OTHER PREMIUM RING SPUN ITEMS AVAILABLE ON THE MARKET TODAY. WE ARE CONFIDENT THAT IF YOU COMPARE OUR PREMIUM RING SPUN TERRY PRODUCTS TO THOSE OF YOUR CURRENT SUPPLIER, YOU WILL FIND THAT OURS ARE WHITER AND HAVE A BETTER HAND. NOTE THAT WE DON'T OFFER A "16S BLENDED" BATH LINEN SECTION. THIS IS BECAUSE WE HAVE FOUND THAT OUR SOFT SPUN PRODUCT IS SOFTER AND WILL LAST AS LONG AS THE ECONOMY BLENDED PRODUCTS OFFERED BY OTHER COMPANIES. ALL OF OUR BATH LINENS ARE BETTER MADE. GIVE LANCH A TEXTILES A CHANCE TO PROVE THAT OUR PRODUCTS OFFER THAT LITTLE SOMETHING EXTRA AND YOU WILL NOT REGRET YOUR DECISION..

ORDER SOME TODAY!.

ITEM #	SIZE	PRODUCT WEIGHT	PRODUCT	FABRIC BLEND	CASE PUT UP	CASE WEIGHT
3V-1100163	12X12	1.0LB/DZ	WASHCLOTH	86/14 PREMIUM RING SPUN BLEND	50 DZ	53LB
3V-2300163	16X27	3.0LB/DZ	HAND TOWEL	86/14 PREMIUM RING SPUN BLEND	10 DZ	33LB
3V-3550163	20X40	5.5LB/DZ	BATH TOWEL	86/14 PREMIUM RING SPUN BLEND	10 DZ	58LB
3V-3650163	22X44	6.5LB/DZ	BATH TOWEL	86/14 PREMIUM RING SPUN BLEND	10 DZ	68LB
3V-3800163	24X48	8.0LB/DZ	BATH TOWEL	86/14 PREMIUM RING SPUN BLEND	5 DZ	43LB
3V-3105163	24X50	10.5LB/DZ	BATH TOWEL	86/14 PREMIUM RING SPUN BLEND	5 DZ	55LB



LANCHA TEXTILES OFFERS TWO QUALITY BATH BLANKETS FOR YOU TO OFFER YOUR CUSTOMERS THE RIGHT CHOICE. WE OFFER A STANDARD 1.4LB BATH BLANKET AND WE OFFER A PREMIUM, 1.8LB BATH BLANKET. WE ONLY OFFER OUR BATH BLANKETS IN 100% COTTON BECAUSE BATH BLANKETS SHOULD BE ABSORBENT, AND A 100% COTTON BATH BLANKET IS GOING TO BE TWICE AS ABSORBENT AS A 50/50 BLENDED BATH BLANKET..

ORDER SOME TODAY!.

ITEM #	SIZE	PRODUCT WEIGHT	PRODUCT	FABRIC BLEND	CASE PUT UP	CASE WEIGHT
3V-8709014	70X90	1.4LB EACH	BATH BLANKET	UNBLEACHED 100% COTTON	24 EA	36LB
3V-8709018	70X90	1.8LB EACH	BATH BLANKET	UNBLEACHED 100% COTTON	24 EA	46LB

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# BATH LINEN

## HERRINGBONE KITCHEN TOWELS



LANCHA TEXTILES NOW OFFERS A FULL LINE OF HEALTHCARE LINENS. WE OFFER THREE BASIC KITCHEN TOWELS IN OUR CATALOG. THESE THREE CHOICES WILL MEET THE REQUIREMENTS OF MOST OF THE HOSPITALS AND NURSING HOMES OUT THERE. IF YOU HAVE A REQUEST FOR A DIFFERENT SIZE OR WEIGHT, GIVE LANCHA TEXTILES A CALL AND WE WILL QUOTE YOU A PRICE ON THE OTHER, LESS COMMON SIZES AND WEIGHTS. GIVE LANCHA TEXTILES A CHANCE TO PROVE THAT OUR PRODUCTS OFFER THAT LITTLE SOMETHING EXTRA AND YOU WILL NOT REGRET YOUR DECISION..

ORDER SOME TODAY!

ITEM #	SIZE	PRODUCT WEIGHT	PRODUCT	FABRIC BLEND	CASE PUT UP	CASE WEIGHT
3V-1202602	15X26	20OZ/DZ	KITCHEN TOWEL	RED STRIPE	100 DZ	130LB
3V-1202603	15X26	20OZ/DZ	KITCHEN TOWEL	BLUE STRIPE	100 DZ	130LB
3V-1242602	15X26	24OZ/DZ	KITCHEN TOWEL	RED STRIPE	100 DZ	155LB

## HUCK TOWELS



LANCHA TEXTILES NOW OFFERS A FULL LINE OF HEALTHCARE LINENS. WE OFFER HUCK TOWELS IN TWO SIZES IN WHITE AND ONE SIZE IN CEIL BLUE AND MISTY GREEN. THESE FOUR CHOICES WILL MEET THE REQUIREMENTS OF MOST OF THE HOSPITALS AND NURSING HOMES OUT THERE. IF YOU HAVE A REQUEST FOR A DIFFERENT SIZE OR WEIGHT, GIVE LANCHA TEXTILES A CALL AND WE WILL QUOTE YOU A PRICE ON THESE OTHER, LESS COMMON SIZES AND WEIGHTS. GIVE LANCHA TEXTILES A CHANCE TO PROVE THAT OUR PRODUCTS OFFER THAT LITTLE SOMETHING EXTRA AND YOU WILL NOT REGRET YOUR DECISION..

ORDER SOME TODAY!

ITEM #	SIZE	PRODUCT WEIGHT	PRODUCT	COLOR	CASE PUT UP	CASE WEIGHT
3V-9153024	15X30	24OZ/DZ	HUCK TOWEL	WHITE	100 DZ	155LB
3V-9163228	16X32	28OZ/DZ	HUCK TOWEL	WHITE	100 DZ	180LB
3V-9183247	18X32	24OZ/DZ	HUCK TOWEL	CEIL BLUE	100 DZ	155LB
3V-9183245	18X32	24OZ/DZ	HUCK TOWEL	MISTY GREEN	100 DZ	155LB

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

# BATH LINEN

## PREMIUM BAR MOPS



**RIBBED COTTON BAR MOPS**



**CENTER STRIPE BAR MOPS**

ITEM #	SIZE	PRODUCT WEIGHT	PRODUCT	FABRIC BLEND	CASE PUT UP	CASE WEIGHT
3V-1024102	17X20	24OZ/DZ	STD WHITE	TERRY OR RIBBED	100 DZ	155LB
3V-1028102	17X20	28OZ/DZ	STD WHITE	TERRY OR RIBBED	100 DZ	178LB
3V-1030102	17X20	30OZ/DZ	STD WHITE	TERRY OR RIBBED	100 DZ	190LB
3V-1030112	17X20	30OZ/DZ	GREEN STRIPE	TERRY OR RIBBED	100 DZ	190LB
3V-1030113	17X20	30OZ/DZ	BLUE STRIPE	TERRY OR RIBBED	100 DZ	190LB
3V-1032102	17X20	32OZ/DZ	STD WHITE	TERRY OR RIBBED	100 DZ	203LB
3V-1032162	17X20	32OZ/DZ	GOLD STRIPE SUPER TUFF	HEAVY DUTY CONSTRUCTION	100 DZ	203LB