

Fall Newsletter 2024



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Welcome to the Tetra Newsletter

This past summer was a busy one for our team. In just a few short months, we saw the successful launch of our [Joba Silk®](#), [NeverWet®](#), and [Myrrhage®](#) products, and we couldn't be prouder of the results we're already seeing.

As we expand on prior success and strike out in new directions, we'd also like to take this opportunity to thank all the hardworking doctors who make such accomplishments possible.

The fact is, we couldn't do what we do without the in-depth collaboration of our medical partners, who contribute to every win in more ways than one. By sharing your stories, relating patient experiences, and describing outcomes in detail, you've made our offerings and services better than ever. Your acceptance of Tetra's uniquely effective products demonstrates what's possible when teamwork and ingenuity combine, and we look forward to future endeavors together.

Who knows what other exciting things autumn will bring? Keep an eye out for future updates, product reveals, and more courtesy of the team at Tetra.

Sincerely,
George A. Cloe



Product Highlight

The Telemedicine One-Ship Program Is Here to Stay!

COVID-19 required adaptation and adjustments from the entirety of the working world, and [The Tetra Corporation](#) was no exception. Despite the hardships of that time, however, there was the occasional triumph of ingenuity under pressure; in some cases, necessity bred invention, creating silver linings that endured long after the pandemic itself wound down.

One example? Tetra's **Telemedicine One-Ship Program!** Conceived to help doctors limit their exposure risk during lockdown, the program's initial goal was alleviating costs, reducing time invested, and limiting travel required.

The Telemedicine One Ship Program helped us address pressing concerns without compromising our commitment to avoiding online sales. **Now, because it has remained both convenient and popular with patients and doctors alike, we're pleased to say that we will be keeping the Telemedicine One Ship Program in place for the foreseeable future.**



With the program's continuation, **patients who live in warmer climates during the winter can still access the products they need.** Practitioners who would rather avoid inventory management will also be pleased that this option remains!

Shipped products are **sent directly to patients at standard office prices**, and **practitioners will receive a deposit for their normal net proceeds** that go directly into their accounts.

We're always invested in finding new ways to make life easier for healthcare practitioners and the patients they serve. To learn more about the One-Ship program, please feel free to **contact us at your earliest convenience**.

Speaking of convenience, if you'd like to learn more about our product lines or the process of placing an order, you can find all that and more in our product guide [here](#).

Tetra Tip

Satisfaction Guarantee
Our Satisfaction Guarantee Is the First of Its Kind and Best in Class!

In the pharmaceutical industry, change can be slow in coming. The team at Tetra knows that better than most, having [developed unique patents and a direct-to-doctor model that challenge and reinvent certain aspects of the status quo](#). However, one facet of our approach demonstrates this pioneering, adaptable spirit more than most: our **satisfaction guarantee**.

It all began with [Formula 3®](#), a product we were so confident in that we backed it with the **pharmaceutical industry's first ever patient direct money-back guarantee**. Since then, we've extended that same guarantee to all of our products:

- Our money-back guarantee is unique, but it's just one part of the picture.
- For **patients**, we also offer immediate **product replacement**, no questions asked.
- For practices, we're happy to replace out-of-date product. No fuss, no issues.

At Tetra, we're not interested in selling our products online. We never have, and we never will.

That said, and in keeping with our commitment to safe, reliable, transparent practices, there are a few things we'd like you to bear in mind:

- For our guarantee to take effect, **proof of in office purchase is required**.
- [Formula 3®](#) and [Formula 7®](#) are limited to **2 purchase refunds**.
- **All other products** are limited to **1 purchase refund**.



Our guarantee expresses the complete confidence we have in all our products, and we hope it helps others understand just how effective Tetra's offerings really are. Consult the information in *italics* below for some additional considerations, and rest assured: when you buy from Tetra, you're purchasing results *and* peace of mind.

Tetra's guarantee is valid for US residents only. Limit of one refund per person, household, or address. Duplicate claims will not be accepted. [The Tetra Corporation](#) reserves the right to rescind, revoke, or amend this guarantee without further notice and at [The Tetra Corporation's](#) sole discretion. [The Tetra Corporation](#) reserves the right to refuse any refund where fraud or illegal activity is suspected.

A Word From The Road

Our Upcoming Conference Schedule

Tetra travels far and wide, and we've got plenty of conferences and shows coming up throughout the fall season. Below, you'll find a helpful guide to where we'll be!

Colorado Foot & Ankle Society
October 18-19 2024
Greenwood Village, CO
[Learn More](#)

APMA Region One Conference
October 25-26 2024
Waltham, MA
[Learn More](#)

Maryland Podiatric Medical Association
October 16 2024
Location TBD
[Learn More](#)

Goldfarb Clinical Conference
November 7-10 2024
King of Prussia, PA
[Learn More](#)

CPMA 2024 Annual Symposium
November 1-2 2024
Manshantucket, CT
[Learn More](#)

NY25 Podiatric Clinical Conference
January 23-26 2025
NYC, NY
[Learn More](#)

NAIL TALK®

Tetra's Drug Manufacturing vs Compounding – The Key Differences

Compounded drugs are not FDA-approved. This means that FDA does not verify the safety, effectiveness or quality of compounded drugs before they are marketed. Compounding under Sections 503A and 503B of the Federal Food, Drug, and Cosmetic Act (FDCA) differs from regular drug manufacturing in several aspects, including regulatory oversight, practices, and requirements:

[Read More](#)

Employee Spotlight

RAMON TORRES

Favorite Movie:
All action movies!

Hobbies:
Going to the gym, watching movies

Favorite Music:
Oceans (Where Feet May Fall) by Hillsong United

Signature Meal:
Steak with mofongo

Hear What Ramon Has to Say in Spanish

Hear What Ramon Has to Say in English

I've been selling pharmaceutical products for 30 years, the last 7 of them with Tetra. It's exciting to work with new physicians, helping them offer effective alternatives for their patients.

I live in Puerto Rico with my wife, Norma, and my son, Diego. We enjoy visiting new countries and eating in new places. I'm feeling blessed!

Doctor Testimonial

DR. STEFAN FELDMAN

★★★★★

Dr. Feldman's patient had just one fungal toenail. She ended up trying numerous treatments, all to no avail. She was given one sample tube of [Formula 7®](#) and three months later, she enjoyed the results so many other patients experienced

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