

# THE TETRA TIMES

SEPTEMBER 2026 NEWSLETTER

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## STOCK MY SHELVES



## THE TETRA DIFFERENCE

Dear Friend,

There are a lot of companies that sell healthcare products.

At Tetra, we have always believed our responsibility goes much further than that.

For more than three decades, The Tetra Corporation has built its business around a simple principle: **create innovative products, support the medical professionals who dispense them, educate the patients who use them, and stand behind what we sell.**

That is what I call **The Tetra Difference.**

We made a deliberate decision years ago to keep our products in the hands of medical professionals. We don't want the relationship to end when a product leaves our facility. We want it to begin in your practice—with education, professional guidance, and a conversation between doctor and patient.

We also believe innovation matters.

Our goal has never been to simply offer another version of something already sitting on a shelf. We look for ways to improve formulations, delivery systems, ingredients, packaging, education, and ultimately the experience of both the physician and the patient.

But products alone don't define a company.

**People do.**

The Tetra Difference is also the representative who knows your practice. It's the person who answers the telephone when you have a question. It's the educational material that helps you explain a product to a patient. It's our commitment to listening when you tell us what you need—and doing our best to respond.

And increasingly, it is about giving you better tools.

That's why I'm particularly pleased about the new educational videos featured in this month's *Tetra Times*. They are designed to make patient education easier and help create meaningful conversations within your practice. It's another small example of something we've believed for a very long time:

**An educated patient is more likely to become an engaged patient.**

After all these years, I remain enormously proud of what Tetra has become. But I'm even more excited about where we're going.

We will continue to innovate.

We will continue to educate.

We will continue to support the medical professionals who have placed their trust in us.

And we will continue to earn that trust—one doctor, one practice, and one patient at a time.

**That's The Tetra Difference.**

Thank you for allowing us to be part of your practice.

With appreciation,  
**George A. Cioe**  
President & CEO  
The Tetra Corporation



## Supplement Red Flags & Green Lights: A Clinical Cheat Sheet

Walk down any pharmacy vitamin aisle, and you are faced with a wall of colorful promises. But for your patients battling neuropathy or joint degradation, generic over-the-counter supplements often fail. They utilize cheap, inactive ingredients that pass directly through the digestive system without ever reaching the damaged tissue.

Help your patients read labels like a medical professional. Here is what to avoid and what to demand for true cellular recovery.

### RED FLAGS: What to Avoid

Generic manufacturers frequently prioritize profit margins over clinical efficacy, leading to formulas that actively hinder recovery.

**Inactive Synthetic Vitamins:** Cheap supplements require complex enzymatic conversion. Many patients lack these specific enzymes, meaning their bodies waste metabolic energy processing vitamins for minimal therapeutic benefit.

**Dangerous Megadosing:** More is not better. Massive doses (particularly of Vitamins B6 and B12) can actively backfire. Excessive B6 is clinically known to induce toxic sensory nerve damage, worsening neuropathy symptoms.

**Isolated Ingredients:** The body does not heal in a vacuum. Single-ingredient formulas lack the crucial amino acids and trace minerals required for proper cellular absorption.

### GREEN LIGHTS: The Medical-Grade Standard

When evaluating a formula for nerve health, joint support, or dermatological repair, look for these clinical markers of efficacy:

**Bioactive Nutrient Delivery:** Superior formulations bypass the body's conversion process entirely. Look for pre-converted ingredients like **Benfotiamine** (a highly absorbable, fat-soluble B1) and **L-methylfolate** for immediate nerve repair.

**Synergistic Antioxidant Defense:** Effective repair requires coordinated defense. Seek out **Alpha-Lipoic Acid (ALA)**, **Resveratrol**, and **Astaxanthin** working in tandem to crush cellular inflammation.

**Direct Structural Scaffolding:** Vitamins alone cannot rebuild failing ligaments or brittle nails. A comprehensive formula includes **Hydrolyzed Keratin**, **Collagen**, and **Hyaluronic Acid** to physically restore tissue and joint lubrication.

**Balanced Nutritional Profiles:** Instead of reckless megadosing, look for precisely calibrated therapeutic doses with essential co-nutrients like **Choline** and **Inositol** for safe, long-term metabolic support.



\*This statement has not been evaluated by the Food and Drug Administration. This product is not intended to diagnose, treat, cure, or prevent any disease.

## EDUCATION SPOTLIGHT

Interested in supplements that deliver as promised?  
Check out **Alaplex™** and **CoLig-10™** in the videos below!



### Alaplex™ Video

**Alaplex™** represents a novel, comprehensive solution for nourishing the nerves of the peripheral nervous system. It is formulated with a synergistic combination of key nutrients.

[Watch Our Video](#)



### CoLig-10™ Video

**CoLig-10™** represents a comprehensive solution for supporting healthy ligaments and tendons. It combines key nutrients, including collagen, hyaluronic acid, antioxidants, vitamins, and amino acids.

[Watch Our Video](#)

## Empower Your Practice with Tetra



For over three decades, **Tetra Corporation** has created pioneering healthcare products dispensed exclusively through medical doctors. We help physicians add value to their practices while drastically improving patient outcomes.

**Ready to stock medical-grade solutions?** Visit our brand-new website for patient education materials or contact our customer service team at **800-826-0479!**

[Learn More About Our Products!](#)

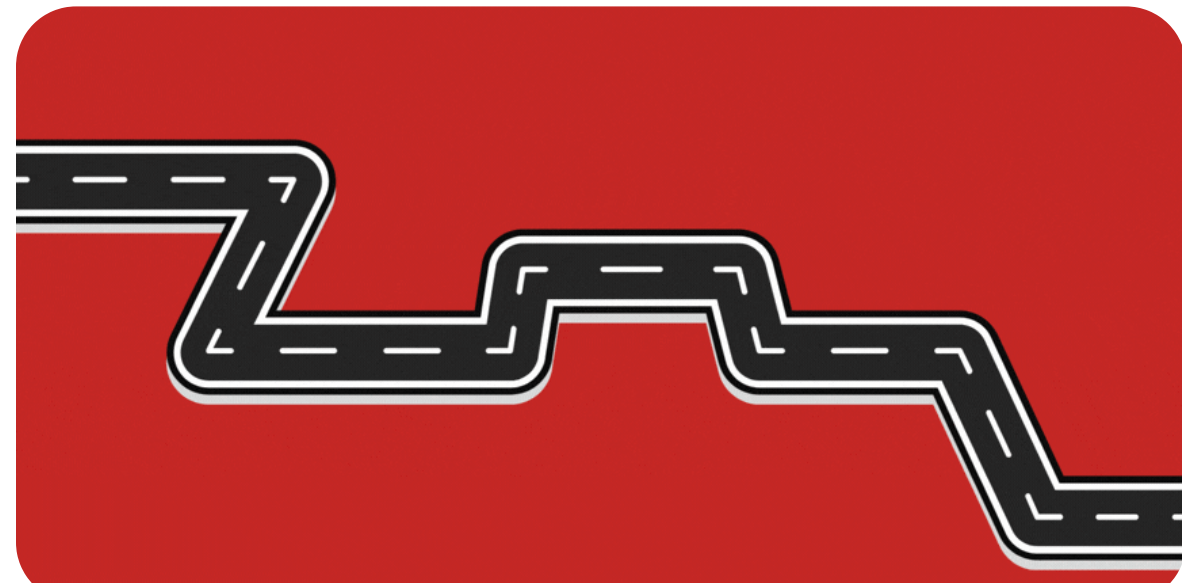
We have recently uploaded our series of professional, patient-facing product videos directly to the Tetra portal. Running these brief educational clips in your reception area allows your patients to learn about these treatments while they wait.

Spark valuable clinical conversations, streamline your appointment times, and make educating your patients easier than ever. Log in to our Physicians Portal and download your free copies of our educational videos for your waiting room today!

[Take Me to My Physicians Portal](#)

## TETRA ON THE ROAD

Click below to find our most up-to-date conference and vendor schedule!



[Check Out Our Schedule](#)

## REP REAL-TALK

Meet Megan Duke! Megan has been part of the Tetra Corporation team for nearly four years, serving as the Regional Sales Manager for Texas. She enjoys meeting people, building meaningful relationships, and being part of a team that makes a difference in the lives of patients.



Outside of work, Megan loves to travel and spend quality time with family and friends. She's a big reader, enjoys Pilates and horseback riding, and loves getting together for trivia and game nights. She also has a habit of picking up new hobbies simply because she enjoys learning something different. Lately, she's been enjoying playing piano and baking.

Megan will be at the Texas APMA conference on September 23rd-27th. Stop by her booth and come say hi, and learn all about our amazing products.

## WHAT PEOPLE ARE SAYING ABOUT US

### Doctor Experience



Dr. Thomas Salmon

*"I began utilizing Alaplex about 2-3 years ago, and a tremendous difference this has made for my patients."*

[Watch Dr. Salmon's Testimonial](#)



**Guaranteed Anti-fungal Treatment**

[Share Your Experience with Tetra](#)

TheTetraCorp.com

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