

★ ★ ★ BATTLE OF THE NASAL AIRWAYS! ★ ★ ★

DOYLE

SEPTAL SPLINT



After Removal: Doyle Clogged

★ ★ VS. ★ ★



KOTLER

NASAL AIRWAY



After Removal: Kotler Clear

DOYLE

KOTLER

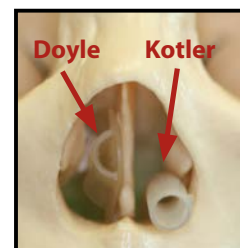
Year Introduced.....	1976	2011
Internal Diameter each Airway	4mm (½ tube)	5mm full tube
Relative Airflow.....	1X	12X *
Access for Clearing if Clogged	Deep Internal	External
Insertion	Must be sutured endonasally	Snap into place, no suture
Time to Insert.....	60 seconds (must suture)	5-10 seconds
Compatible with all Packing	No	Yes
Access to Pharynx for Anesthesiologist.....	No	Yes
Office Removal	Must release sutures	Slides out
Time to Remove	60 seconds.....	5 seconds
Home Irrigation Kit Provided for Insertion	No	Yes
Insurance Payment to Surgeon	No	Yes
Facility Re-imbursement.....	Yes.....	Yes
Patient Satisfaction	?	98% *
Research Paper.....	No	Yes
Website with Referral Panel.....	No.....	Yes

*150-patient clinical study, publication pending.

The Winner: **RELTOK NASAL AIRWAY!**

Doctor, if **YOU** were your patient, which would **YOU** prefer?

\$79 per kit!
(Reg. \$89)



SIDE BY SIDE COMPARISON

api
anthony products, inc.



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View our Kotler video at www.anthonypproducts.com

Kotler Nasal Airway FAQ

1. Q: Is the Kotler Nasal Airway (KNA) a splint or stent?
A: Neither. The KNA is an airway. It's exclusive mission is to provide every nasal/sinus surgery patient a reliable, functioning nasal airway in the immediate post-op period.
2. Q: Any contradictions using the KNA?
A: No. Appropriate after rhinoplasty, septoplasty, turbinate and sinus surgery.
3. Q: How long can the airway stay in place?
A: In the 150 case study, the tubes sat in place for up to 6 days, without any adverse consequences.
4. Q: I don't routinely pack the nose. Why should I insert an airway?
A: Packing, or no packing, the nasal cavities will fill with blood and mucus. This will cause the non-packed patient to be dissatisfied. Since nose-blowing is unwise and generally forbidden in the immediate postoperative period without a guaranteed airway, the patient will resort to breathing through their mouth.
5. Q: If the nose is packed tightly, can the airway device be compressed and rendered inoperative?
A: No. A specific durometer (measure of stiffness) silicone plastic material was selected to rule out such a possibility.
6. Q: Is it possible for the tubes to become blocked?
A: Yes, possible, but correctable. A home irrigation syringe and tip are included in the KNA kit. Patients and caregivers, who follow the "Instructions for Home Care" card, will be able to prevent blockage.
7. Q: Any worries about the tubes "sticking" to intranasal tissue and causing problems in removal?
A: No. Medical-grade silicone is the classic non-stick material. Artificial heart valves and artificial joints are made of the same material. Even SuperGlue® will not stick to the Kotler Nasal Airway.
8. Q: Does the surgicenter or hospital purchase the KNA kit?
A: Yes; analogous to it supplying the anesthesiologist with endotracheal tubes. The facility is responsible for supplying the surgeon with all supplies used in the OR. All consumables should be line-item billed by the facility to the insurer.
8. Q: Will insurers compensate the surgeon for additional service of inserting, positioning, and removal of the airway?
A: Yes. All insurers, including Medicare, have honored a surgeon's fee of up to \$425.00.

Visit our website for complete FAQ
www.anthonypproducts.com
 Keyword: Kotler

KNA Quick Facts

- Allows patients to breathe through the nose whether packed or unpacked.
- Patients no longer experience blocked nasal passages, ear popping, claustrophobia, and anxiety during recovery.
- Simple office removal.
- Topical anesthetic administered into nose makes removal quick and painless.
- Constructed from FDA-standard, latex-free, soft, medical grade silicone plastic.
- Developed by Robert Kotler, MD, FACS of Beverly Hills, CA, a veteran nasal surgeon and faculty member at UCLA.
- Diameters: 5mm (inner); 7mm (outer).
- Supplied sterile with complete operating room and home care instructions.
- Insertion may qualify for insurance payment. Facility bills separately for KNA kit.

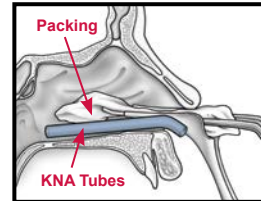
Inserting the Kotler Nasal Airway

STEP 1



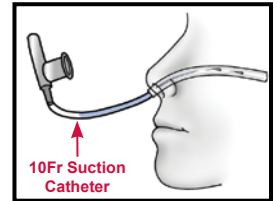
- The KNA is introduced at the conclusion of surgery PRIOR to insertion of packing.
- Use a thin-tip nasal speculum after initial insertion to inspect the nasal interior to ascertain the position of the tubes in the nasal cavity.
- Seat the tube onto the floor of the nose by downward action using the speculum or bayonet forcep. Tubes will "snap" into place on the floor.

STEP 2



- The bridge connecting the two will be flush against the columella.
- The airways maintain the proper position on the floor, lateral to the pre-maxillary bone and medial to the inferior turbinate.
- While the packing is placed, the nasal speculum stabilizes the airway tube.

STEP 3



- After insertion and seating of the KNA, the surgeon passes a 10-French suction catheter through each tube to confirm patency.
- Later, the anesthesiologist uses the same catheter to clear blood and mucus from the throat.

Visit our website for complete PDF in-depth instructions
www.anthonypproducts.com
 Keyword: Kotler

Doctor Testimonials

- The new nasal airway makes sense and it works. Since my patients like it, I like it. **Highly recommended.** — William Binder, MD, FACS, Beverly Hills, CA • Associate Professor, Head & Neck Surgery, UCLA • Diplomate, American Board of Otolaryngology/Head & Neck Surgery
- This nasal airway is one of those nifty, intuitive devices that I am surprised no one had come up with before. — Jennifer Derebery, MD, FACS • Clinical Professor, Otolaryngology • USC Past President, American Academy of Otolaryngology Head & Neck Surgery
- Love your airway stents! — W. Matthew White, MD • Facial Plastic & Reconstructive Surgery • Assistant Professor in Otolaryngology, NYU Langone Medical Center
- I strongly recommend that any surgeon doing nasal, septal or turbinate procedures where any type of nasal packing or stents are indicated, try these very convenient and helpful airways! — Michael D. Storch, MD, FACS • Diplomate, American Board of Plastic Surgery • Fellow, American College of Surgeons
- I liked what I saw. Delivering a better patient experience should be the stock and trade of every MD. — Gary Alter, MD • Assistant Clinical Professor of Plastic Surgery, UCLA • Diplomate, American Board of Plastic Surgery



Visit anthonypproducts.com for more doctor testimonials
 Keyword: Kotler

Home Care

Using the provided syringe and tip, patients or caregivers can easily flush the KNA using tap water. Complete home care instructions included with each Kotler Nasal Kit.

