

(Address)

June 5, 2020

Dear Dr. (Last Name),

If you have eliminated tourniquet use from your knee arthroplasty cases, you've taken an important step in maximizing the well-being of your patients. Faster recovery, reduced post op-pain and opioid use are just some of the documented benefits.

As you know, a major challenge with Tourniquetless TKA is achieving an optimal "cement technique" due to the additional fluid debris present in the bone and at the implant interfaces. The **CarboJet® CO₂ Bone Preparation System** addresses this challenge and enables surgeons to perform TKA without a tourniquet without compromising their cement technique. In fact, by using CarboJet and eliminating the tourniquet, cement penetration can actually be improved. This was demonstrated in a recent *Journal of Arthroplasty* study by Meneghini et al (enclosed) which compared a group with no tourniquet and with CarboJet versus a group with tourniquet and without CarboJet.

In addition to facilitating Tourniquetless TKA, **CarboJet** is an important tool for any cemented arthroplasty as it is very effective at removal of lipids/fatty marrow elements from the bone bed while also ensuring a dry interface.

As detailed in the enclosed packet, **CarboJet's unique benefits include:**

- **Increased cement penetration into the cancellous bone matrix and increased bone-cement interface strength as compared to saline lavage alone** (*Goldstein 2007 Improvement of cement mantle thickness with pressurized CO₂, ISTA; Stanley 2010 Bone-cement interface strength using two preparation techniques, Hand Surg; and Meneghini 2019 The Effect of Tourniquet Use and Sterile CO₂ Bone Preparation on Cement Penetration in Primary TKA, J Arthroplasty*).
- **Ability to gain access into the posterior areas of the knee** to achieve improved bone bed cleaning and drying in both TKA and UKA procedures. Also effective in cemented TSA and THA.
- **Decrease in the incidence of intraoperative embolic events** (*Lassiter 2010 Intraoperative embolic events with use of pulsatile saline versus CO₂ lavage, ORS*).
- **CarboJet** is affordable, fast and simple to use, and has a long clinical history of safe use.

We invite you to perform a no-charge **CarboJet** trial on an upcoming case so you can experience the "deep cleaning" benefit that **CarboJet** provides. Contact Kinamed today to schedule your free **CarboJet** evaluation.

Sincerely,



Robert Bruce
VP, Global Marketing & Product Strategy

Scan to view online content,
including Dr. Meneghini's CCJR
Winter 2019 presentation.



Please complete the form below and return to us for more information.

- ☐ Please contact me by phone: _____ by email: _____
- ☐ Speak to (scheduler name) to schedule a demo or trial. _____
- ☐ I have an upcoming case where I would like to try the **CarboJet** system: (DOS) _____

Scan & email to contact@kinamed.com or Fax 805.384.2792 or Call 800.827.5775