



TOTAL Cost Savings Benefits:

Savings not reflected within the Purchasing Price when compared to other wipes and sprays.

✓	Reduce and/or eliminate additional replacement and repair costs of transducers, keyboards, touch screens and monitors.
✓	Eliminate potential Patient Shock Liability.
✓	Eliminate poor image quality due to dropout.
✓	Reduced wipes use: SONO Ultrasound Wipes moisture level & size ensures 1 wipe cleaning.
✓	Eliminate Voided Warranties and Service Agreements.
✓	Safe to handle without gloves

Using SONO will save you money in the end!

Even if your current disinfectant wipes cost you \$0.06/wipe and SONO costs \$.10/wipe, the difference in a lab that does 10 studies a day would be approximately \$30/month and \$360/year.

The average cost of a transducer is around \$7,000.

Using SONO can save you an average of \$7,000/ultrasound unit at the end of the year.



SONO is the only disinfectant wipe that has been tested to not damage your transducers and equipment.

For information and pricing, ask for ITEM CN17297

cone instruments

Your First Call for Medical Imaging Supplies

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Proudly Made in the USA

EPA approved and meets OSHA's Bloodborne Pathogen Standard 1910.1030



Competitive product reference sheet
Cost Analysis: SONO Wipes versus....

***PDI Sani-Cloth / Clorox / Caviwipes:**
When comparing price please note:

1. Most wipes are smaller in size and use a lower quality cloth (requires multiple wipes to be used)
2. Cannot be used to clean the monitors or touch screens on the ultrasound units
3. Have not been tested on Ultrasound units
4. Do not deodorize

*Data shows that technicians use multiple smaller wipes at each occurrence and these wipes dry out much faster than SONO Ultrasound Wipes.

***T-Spray: (DISCONTINUED)**

1. The quantity of towelettes used after to clean the cables, probes and ultrasound unit
2. Not recommended for use on monitors and touch screens
3. Only kills 24 pathogens
4. Does not deodorize
5. Does not clean dirt which can lead to fungi

***Transeptic Spray:**

1. Has 70% alcohol and will cause cracking on the plastic and cable. Causes lens damage which leads to dropout.
2. Not an EPA approved disinfectant
3. Not recommended by the manufacturer
4. Does not deodorize

*Customers must order and stock two or three SKU's, plus the inconvenience of using multiple products to clean, disinfect and deodorize.

Made SPECIFICALLY for Ultrasound!

PRODUCT COMPARISON	SONO [®] ULTRASOUND WIPES	Competitive wipes
Pathogen claims	47	20-44
Safe to handle without gloves	✓	✗
Tested on most major ultrasound manufacturers	✓	✗
LCD/touch screen safe	✓	✗
Ergonomic package designed specifically for ultrasound equipment	✓	✗
Anti-slip packaging	✓	✗
Won't damage equipment	✓	✗
Large 7x10 wipe size	✓	✗
Cuts internal costs for OEM's, asset management companies, biomedical departments, when repairing transducers	✓	✗
Eliminates customer confusion on which wipe to use	✓	✗
The only disinfectant wipe made specifically for and tested on Ultrasound equipment and transducers	✓	✗

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