



Bullfrog™ Watertight Surgical Fabric – Sell Sheet Animal Hospital Supply 888-874-0595



PURPOSES/USES OF THIS TYPE OF PRODUCT:

1. Wrap for instruments for autoclave sterilization
2. Pulled from roll, folded and placed in instrument tray, autoclaved for use as patient surgical drape (hole cut by surgeon)
3. Requirements for this product
 - Impermeable to fluid strikethrough
 - Fold without tearing (on instruments/trays)
 - Drape smoothly on uneven surfaces of patient's body

HOSPITAL TARGETS – ALL! EVEN THE SMALLEST PERFORM SPAYS AND NEUTERS...



Surgical Roll
(Covidien Argyle #2345)

ADVANTAGES

- Market leader; used for years
- Recognizable fabric (Wetlaid/paper)
- Cheaper than Poly Drape

DISADVANTAGES

- Worse barrier – paper
- More costly than Bullfrog (by at least \$6-7 per roll)
- Dirty cardboard box – harbors germs as it is shipping carton



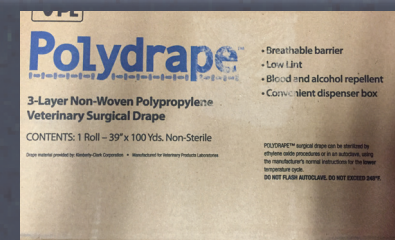
(Animal Hospital Supply #10-000)
PVS #078929071

ADVANTAGES

- Lower Cost = Better Margin and customer savings
Distributor Cost \$57.11
- Better Barrier – three-ply "SMS" yet superior draping
 - Spunbond (soft)
 - Meltblown (barrier)
 - Spunbond (soft)
- Human standard for barrier
- Identical to Poly Drape fabric/material/length of roll
- OR-approved dispenser box with 99% fewer germs than cardboard particulate of competitors

PERCEIVED DISADVANTAGES

- End-user change from one fabric to another
- "Used (other product) for years..."



Poly Drape
(Vet Products Labs #300)

ADVANTAGES

- Better Barrier – three-ply "SMS" yet superior draping
 - Spunbond (soft)
 - Meltblown (barrier)
 - Spunbond (soft)
- Human standard for barrier
- Identical to Bullfrog material

DISADVANTAGES

- More costly than Bullfrog (by at least \$10 per roll)
- Dirty cardboard box – harbors germs as it is shipping carton