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New Product for Drains

Tools to Help Sell

New Easy Ship Order Form

Price Increase Effective 9/1

August 24,
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Focusing on the most current news from
United Laboratories, Inc.

UNITED *in* FOCUS



current topics >>>

New Price Pages

As notified previously we are implementing price increases on September 1, 2023.

This is not an across-the-board increase, but affects a number of product groups and approximately 70 items.

With the special mailing heading your way this week, you're getting printed copies of the changes. To ease updating your Price Books, we are sending a full set of the liquid chemical price pages (items 000 to 2007). This does not include the front section with GSA pricing or the Accessory and Equipment sections.

In addition to the hard copies, the updated price files are added to the StorySlab/InTOUCH sales app for your convenience.

Are you waiting on purchase orders from your customers? Encourage them to complete their orders before the increase. Also, use the increase to close on new sales orders today.

New Drain Product

Grow Your Drain Sales with BIOSPOR-E

Are you a fan of medical shows and movies?

We've all heard the hero surgeon call out, "Suction!" But, have you ever wondered where the fluids being sucked out go?



There are many types of fluid waste suction systems used in operating rooms, laboratories and autopsy suites that contain the fluid during procedures. For disposal after procedures, the equipment is typically disinfected with the biological fluids being discharged into utility sinks and drains that go to the sanitary sewer.

This creates a unique problem in

the drains; and an opportunity for you and United to provide a safe solution.

The biological discharge from the suction equipment often contains blood, human proteins and other organic matter that encourages the development of biofilm in the drains.

The biofilm buildup in the drains can often lead to blockages and backups.

Needless to say, no one wants to deal with this type of backup that might have



health hazards involved.

The costs of these types of backups can be compounded:

- Lost time and money;
- Possible health hazards;
- Delays in OR turnarounds.

New Product Continued >>>

United 722SF BIOSPOR-E Provides Solution with Zero Harm

A White Paper on biofilm that was published through the National Library of Medicine covers research that indicates this type of “medical” biofilm can be broken down with the right mix of beneficial bacteria and enzymes. To that end, we are please to introduce a new product with the right mix:

United 722SF BioSPOR-E

This Earth Smart® Certified formulation contains a specific blend of bacterial strains (“BIOSPOR”) and enzymes (“-E”) that targets the degradation of long-chain fatty acids, human proteins and other organic matter found in biological fluids.

Packaged specifically for use with the SureFlo Dosing System, this drain maintenance system works to meet **United’s Goal of Zero Harm** for operating room, laboratory, autopsy and pathology drains.

What is Zero Harm?

United’s Goal - Zero Harm:

- For Employees and Patients –
 - Use of system minimizes contact with product;
 - System eradicates buildup in the drains eliminating unwanted contact with the biofilm and biological fluids.
- For the Environment – With safe **Earth Smart® Certified** product formula.
- For the Drains – Blend of beneficial bacteria and enzymes will not harm plumbing.
- For the Budget – Reduces lost time and money associated with drain backups by keeping the drains free flowing. The lost time is particularly costly with operating room turnovers and delays.

Packaged for SureFlo and Sold with Easy Ship

United 722SF is packaged in single gallons for use with the SureFlo Dosing System. Like other SureFlo products, it is sold in cases of 3, single gallon containers to coordinate with our Easy Ship program and delivery schedules.

This Easy Ship agreement will start with an initial shipment containing one SureFlo Dosing System (you select A2015 or the battery operated A2015B) and 3 each 722SF gallons. Once installed this provides your customer with 3 months of product. Additional shipments will be timed to go out every 12 weeks, with another 3 gallons (3 months) of product.

With our special Easy Ship sell sheet and order form, you can walk your customer through the program showing them that the equipment use is free, the service/product changeouts are free, the shipping cost is free. That all adds up to free running drains and savings!



Where can you sell United 722SF?

There are numerous places to sell this new product. The biggie of course is multiple departments of hospitals: operating rooms, autopsy, and pathology labs. Also, consider funeral homes and university research labs. You get the idea.

Selling Tools:

In this week’s special mailing you will be receiving a few items to help you sell this new product:

1. New two-sided cat sheet, with out-takes from the White Paper noted earlier.
2. White Paper excerpts from the National Library of Medicine.
3. United’s 722SF Easy Ship Sell Sheet/Order Form (SF 722SF).
4. Product label.
5. Product SDS.
6. New Zero Harm/722SF Sales Brochure.

All the details will be posted to:

- unitedlabsinc.com
- unitedlabsmdsupply.com
- StorySlab/inTOUCH

Know what else is exciting about this new product for Easy Ship?

Pushing for sales now can help you grow your Drain Maintenance product sales to earn points for Points Beyond. Selling Easy Ship can also help earn points for Points Beyond now and in the future.

