



A few words about pricing

Don't be fooled by lower prices. Many of you have come to us looking for ways to reduce your risk for work related injuries. Often the best way to do it is by selecting the proper ergonomic accessories to do the job. You might not think of a chair as a vital tool in the performance of your job but, when it comes to creating a healthy work environment for yourself, it's as important as the seat belt you wore on your way into work this morning.

Any good work station should start with a high quality, ergonomic chair. But, where do you find one? Sound Ergonomics was the first to introduce the HÅG Capisco chair to the ultrasound field. Since then, many have tried to copy us - I guess we should be flattered. The problem is that sonographers see us demonstrating the chair at site evaluations, workshops or trade shows. They'll decide to buy one and go to the internet to check pricing. (Fair enough). They find a chair that looks the same at a lower price and decide to go with it but, too often, it's not the same. Too many times, sonographers tell us they are disappointed with the chair they bought. Our first question is "where did you get it?" "Not from you, I found a cheaper price on the internet."

The fact is that all distributors pay the same for a basic Capisco chair and most are perfectly happy to let it go at that. After all, their only business is to sell you a chair. They never ask how it will be used - ***they don't care!***

The professionals at Sound Ergonomics have more than 60 yrs combined experience in teaching Ultrasound and Ergonomics. Their expertise is actively sought by manufacturers, educators and department managers. We have used our experience to configure the Capisco to give you the best possible performance in the scanning lab. From the use of a higher quality fabrics or the proper height range of the chair down to the type of casters that will work best in your department. But that's not all. Only Sound Ergonomics provides a detailed manual explaining how best to use the chair in various types of exams. Plus, we're always here to answer your questions about ergonomics and scanning. Try getting that from an office furniture store or the internet.

For some of you, price may be the only deciding factor. We understand. Times are tough. If you find yourself in that situation, bring us your quote from the internet or office supply store anyway. We'll match it, and, still give you the manual, and the benefit of our 60 years of experience. You can't lose!

Thank you for choosing Sound Ergonomics

Carolyn & Joan