



**Before Sonotron Therapy**

The patient is having extreme pain from an attack of postherpetic neuralgia. Her pain specialist has already put her on the highest dose of Gabapentin.

**Immediately After Sonotron Therapy**

Patient smiles. She has been relieved of all pain immediately after treatment by using just the Sonotron. Excellent patient satisfaction.

## Discover **PROVEN EXCELLENCES** in patient care that lies hidden in a Sonotron

- You will get to keep more of your patients
- You will win over their friends and families too
- You will improve your clinic business
- You will be more successful
- You will enjoy a brighter future



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**Before Sonotron Therapy**

The patient has chronic pain at his right shoulder when moving his arm. He cannot lift his right hand above his head.

**Immediately after Sonotron Therapy**

Immediately after the first Sonotron treatment, the patient lifts his right hand above his head. He is happy as he feels no pain while doing it.

## How? Sonotron injects **CONFIDENCE** in your patients

You ask your patient, "Please do something that will momentarily precipitate your pain." She bends her knees. At a certain angle, she grimaces with pain, "Ouch! This is the spot." "Please sit down," you direct her. **You give 45 seconds of treatment** with the Sonotron to the spot at her right knee. Then you request, "Please do the same thing like before." She bends her knees again. She smiles and replies, "**It's less painful now.**"

Immediately, a surge of **confidence** envelopes her. She is **happier**. She becomes more compliant than ever before. You feel happy too that you are doing the right thing for her.

Yes, Sonotron builds **confidence** in this way.

Besides, **patients become more confident in you**. They see you as **advanced** in medical care. A picture of you as being **ahead** of others is encased in their minds.

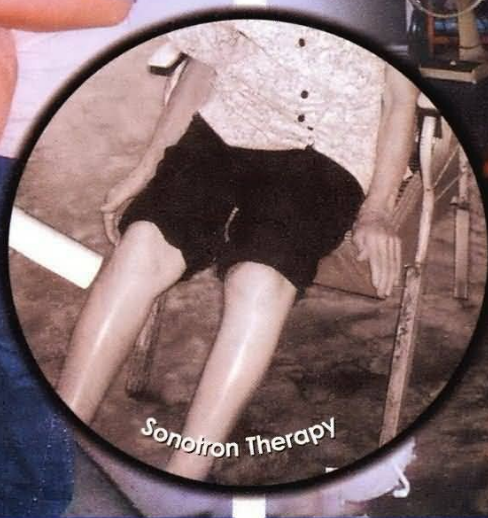
## What doctors say?

- "**Sonotron Therapy has improved my image** especially among the elderly ladies. I have heard some of them saying, 'I like to come to your place because it has something very special. When I visit other doctors they just give me medication and ask me to come back if the pain recurs. And when I go back, they give me the same medication again. But when I come here the pain disappears in just a few sessions.' So whenever they have any pain, the first thing that they think of is me and Sonotron Therapy," said Dr. HH who owns a Sonotron since 1999.
- "Some of my patients asked for Sonotron pamphlets. **When I gave them one, they insisted on having more.** 'I want to give it to my friend,' they said. This shows that they are getting more confident with the therapy. Nowadays, when they hear the sound (of Sonotron), they already know that I'm using the Sonotron in my room. So they have to wait for a while but they don't mind waiting," said Dr. RG who is a Sonotron Owner since 2003.
- "After I bought the Sonotron machine, **I find my expertise has increased.** I can treat a wider range of patients without having to refer them to the hospitals. And the patients are quite comfortable. They feel that it's an easy option for them as well. And the patients know with confidence that they will get well after Sonotron Therapy," said Dr. FM who owns a Sonotron since 2000.



**Before Sonotron Therapy**

The old lady cannot walk by herself because of severe pain at the knees due to osteoarthritis.



**After 6 Sonotron Therapy sessions**

After 6 Sonotron Therapy sessions, the old lady is able to walk by herself with the support of a cane. She looks good.

## WHY? Sonotron delivers Excellent Patient Satisfaction

The therapeutic effects of Sonotron are:

- Rapid
- Prolonged

The treatment is:

- Drug-free
- Painless
- Comfortable
- Non-invasive

Sonotron Therapy has:

- No adverse side effect

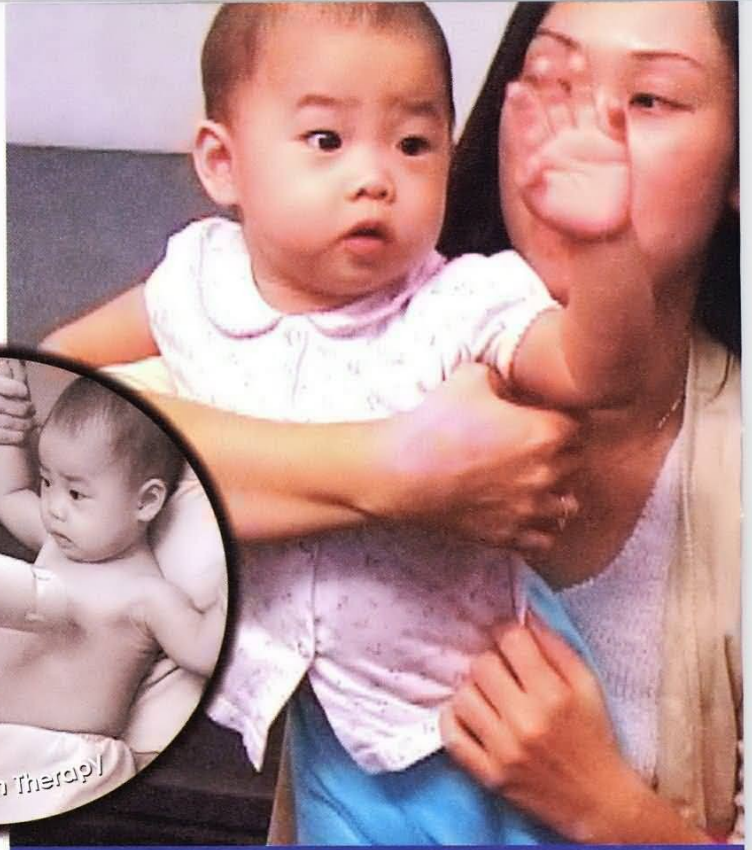
## What doctors say?

- "Yes, all of them are happy for several reasons. First is the relief of pain. Second is the fact that the treatment is not painful. If the patient goes to a 'bonesetter' or some 'bomoh', they will be subjected to massages, pushing, pulling or needling. In every case it's painful. Most of them are very apprehensive. They are already in pain so they don't like treatments that add more pain. When they are treated with Sonotron, the instrument doesn't touch the patient. So the patient doesn't feel any pain. In fact they feel a progressive reduction of pain. So they are very pleased, especially little children. They are quite happy about it because there's no pain, no injection, nothing," said Dr. CSK who owns a Sonotron since 1999.
- "Yes, most of my patients are very happy with Sonotron Therapy. **In fact, they come and ask for Sonotron Therapy only.** They don't want any medicine. They find that, firstly, they don't have to swallow any tablet, and secondly, the pain goes off. Their mobility, range of movement and speed go back to normal almost immediately after the therapy," said Dr. FM who owns a Sonotron since 2000.
- "90% of my patients are happy because Sonotron Therapy provides immediate pain relief. It is cost effective. **It shortens the duration of their sufferings and there is no medication needed.** These criteria have made Sonotron Therapy their preferred choice of treatment. Those who opted for Sonotron Therapy feel that their problems are arrested. **The progress of their joint damage is retarded and there is pain reduction.** Even if the relief can only last for a few months, they are still willing to come back for the therapy. I have been having this type of patients for the past 5 to 6 years and they are doing well," said Dr. TKT who has a Sonotron since 1999.



**Before Sonotron Therapy**

The tired baby, 10 months old, has been not sleeping well for about 2 weeks because of persistent cough. She was treated by a child specialist but without much relief.



**On the 2nd day**

On the next day, the baby appears normal and active. Her coughing has diminished markedly. She slept well the night before and was able to drink her milk.

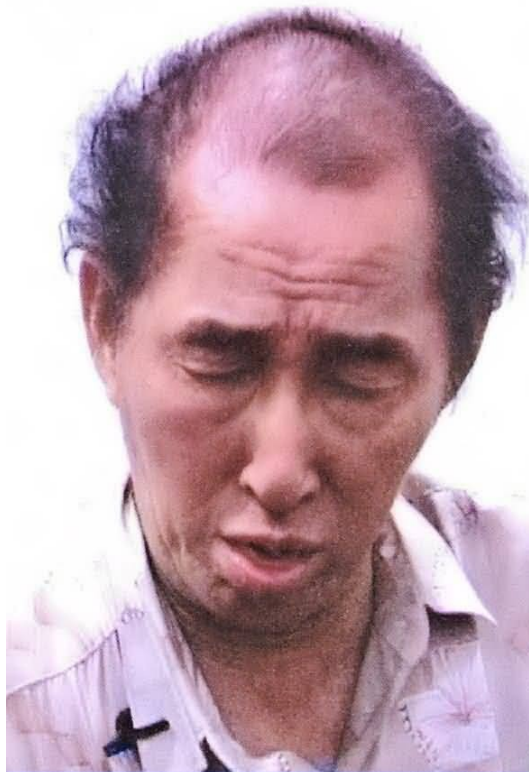
## WHY? Sonotron Therapy is COST EFFECTIVE to your patients

Patients:

- **Save money**, in the long run.
- Benefit by being **healthier** as Sonotron Therapy does not produce any adverse side effect.
- Enjoy an **earlier return** to activities of daily living.

## What doctors say?

- "We switched them off their medicines so **the patients no longer needed to pay for expensive drugs like antibiotics and NSAIDs**. For example, one COX2 tablet costs about RM 3. Sometimes we have to give them two tablets. Let's say the patient takes the medication for 1 week; one day will cost him RM 6 so the cost for one week is already RM 42. I do feel that it (Sonotron Therapy) is cost effective for the patients," said Dr. KBS who is a Sonotron Owner since 1997.
- "There were patients who have been advised to go for spinal surgery for slipped discs, and they came to my clinic for a second opinion and treatment. **Many of these patients improved after Sonotron Therapy**. I think almost nil had to do surgery finally," said Dr. FM who owns a Sonotron since 2000.
- "A particular case that I remember is a patient with chronic sinusitis. She was treated by an ENT specialist who recommended her for an operation that she kept putting off. I told her, 'I don't have magic but I do have Sonotron Therapy.' **She tried 5 sessions and after 3 weeks she called to inform that she was asymptomatic**. She no longer had to take any medicine and could resume her work as a teacher. After that, another 3 teachers from the same school came to me asking for Sonotron Therapy," said Dr. KAM an owner of Sonotron since 2003.



Before Sonotron Therapy

A COPD patient who is too dyspnoeic to lift up his head nor talk normally. He has not slept well for days because of his condition.



During treatment

During treatment, he coughed out quite a lot of yellowish, viscous phlegm from his lungs.



Immediately after Sonotron Therapy

Immediately after Sonotron Therapy, he is able to lift up his head and inhale deeply without coughing. He is also able to talk without difficulty.

## WHY? Sonotron is Drug Free and still works

The reaction of cells to the presence of excess free radicals is the root cause of disorders in humans. Sonotron neutralizes these free radicals. Symptoms from the disorders are removed, almost immediately. It is a drug free process. Patient is happy.

Free radicals are hungry for electrons. They absorb them to neutralize themselves. The Corona Discharge Beam of Sonotron offers such an energy source. It's electrons get attracted to the excess free radicals when applied above the skin of the problem. Neutralization of the charge in radical molecules occurs. Normalization of cell activities develops.

## What doctors say?

- "Those with long term chronic pain were put on painkillers over a period of years. They usually end up with some form of gastritis; some even as far as having stomach ulcers. So they are by and large extremely pleased that there are some other treatments like **Sonotron which can relieve them of pain whereby they don't need anymore painkillers.**" said Dr. CSK who owns a Sonotron since 1999.
- "Many of them have gastritis and they are not able to tolerate NSAIDs. So they prefer to come for Sonotron Therapy, have treatment and then off they go. **After a few sessions of treatment they are back to normal and they are fit to play games or go back to office,**" said Dr. FM a Sonotron owner since 2000.
- "I have patients with bleeding peptic ulcers due to NSAIDs. Most of these patients are very old and they are also having arthritis and osteoporosis. So **they came for Sonotron (Therapy) alone, not taking any drugs and they are happy with it,**" said Dr. FA an owner of Sonotron since 2001.



**Before Sonotron Therapy**

A part of the lower arm of an elderly lady was burnt accidentally by a hot iron.



**After 3 treatment sessions**

After 3 Sonotron Therapy sessions, once every two days, her wound healed beautifully. No scarring. No pigmentation. Also, no medication was applied in between the treatments.

## **WHY?** Sonotron gives **NO** adverse side effect

Sonotron is safe for use by all of your patients.

The Sonotron energy releases only about 0.023 watts of power in tissues. It is formed by a current of about 0.022 ampere RMS with a voltage of 1.06 V. This is equivalent to one sixtieth of the energy that is required to light a Christmas tree lamp. Or, one sixtieth of the energy required to operate a typical electro-surgical unit that is in widespread use today.

Sonotron works by means of a very low radio frequency of 0.43 MHz that's pulsed at a very low sound frequency of 0.001 MHz.

## **How** to use Sonotron?

①



Patient locates difficulty eg. pain

②



You apply 3 Treatment Units ( each 15 sec. )

③



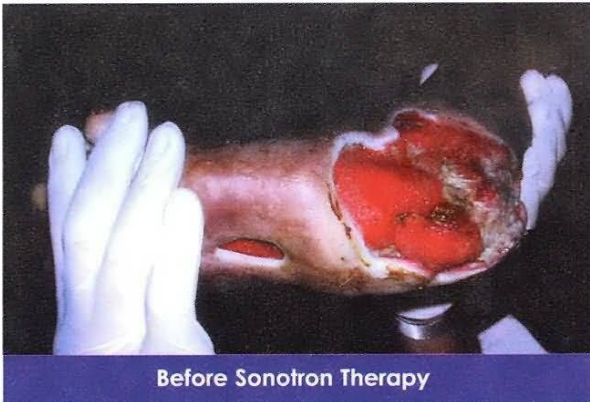
Patient assesses improvement.



The left foot of a 54-year-old diabetic man that was supposed to be amputated. The patient was on a hypoglycemic drug to control his blood sugar level.



After 6 months of Sonotron treatment with saline dressing, once every two or three days, much of the wound has healed beautifully without scarring and pigmentation. No infection occurred during the treatments. The foot was saved from amputation.



A diabetic ulcer of 1 year from the left foot of a 50-year-old lady was presented for Sonotron treatment. The patient was on a hypoglycemic drug to control her blood sugar level.



After 3 months of Sonotron Therapy with saline dressing, much of the wound has closed beautifully without scarring and pigmentation. No infection occurred during the treatments.

**Should you invest  
in Sonotron?**  
or should you not?

*Please turn over ...*

## YES, you should invest in Sonotron if:

1. You have patients, with **chronic pain** in their joints or muscle areas, who had tried all types of medical therapies that didn't help much.
2. You have patients with **neuropathic disorders** that don't seem to respond satisfactorily to treatment with medication or surgical intervention.
3. You have patients who **can't withstand the side effects of drugs**.
4. You have patients who had been diagnosed to have no evidence of damage to their joints or muscle areas but **still suffer from pain despite being on medication**.
5. You have patients who had been **advised to undergo surgery** but would like to try another non-surgical modality of treatment before being operated upon.
6. You have patients who **still suffer from pain after having been operated upon**.
7. You have patients with **chronic asthma** and who are not getting better with medication.
8. You have patients whose **diabetic ulcers** don't seem to respond to drugs and surgical intervention.
9. You have patients who would like to hasten their rehabilitation after an attack of **stroke**.
10. You have patients who have **chronic skin problems** that don't seem to respond to treatment with internal and topical medication
11. You have patients with **chronic gastritis**.
12. You have patients with **chronic migraine** that don't seem to respond to medication and other modalities of treatment.
13. You have patients with acute **sports injuries**.
14. You have patients whose **swollen inflammatory condition** does not seem to respond satisfactorily to conventional medical treatments.
15. You have patients suffering from any other ailment that has been suspected to be caused by the presence of **excess free radicals**.



## What doctors say?

- **"Having a Sonotron is a very good investment.** Initially you have to come up with some money but the money is recovered within one or two years. And in the end, you gain more income for the clinic. And, of course not just the income, **you improve the value of the clinic.** You also improve patient care which is the most important thing for a general practice. And, the patients recover without having to incorporate any surgical intervention," said Dr. FA who owns a Sonotron since 2001.
- "It's a long term investment for my clinic. In terms of professional image, I am better off than my colleagues because I have the Sonotron. I don't have other medical devices. That's why I'm focusing on therapeutic relieving of pain and other sufferings of my patients rather than diagnostic. **Yes, I think Sonotron is a worthwhile investment.** All this while, I don't have alternatives in treatment. What I did was just changing medication. Now the patients have another option of treatment and they are happy with it. I am not happy if my patients are not happy," said Dr. RH a Sonotron Owner since 2000.
- "Like the other doctors, I was skeptical for several reasons. First, of course the price, second was the return, and third which was the most important was the effect of Sonotron on my patients. If it doesn't work, in a way it would jeopardize my practice. They may no longer portray me as a healing doctor but as a burdening doctor. Now **I do think that I am giving the good effects to my patients. I am helping them. It's a very good instrument,**" said Dr. KAM who owns a Sonotron since 2003.
- "Initially when I received your mail, I used to think that surely there's no machine that can do all those things. I was really skeptical. Then as I kept on reading, what really prompted me was when Dr Dass talked about it. He did mention a few cases he had. He hadn't started really using it I think because it was just a month into his buying. But he said that the cases that he was using it for, he did find results. Then **I realized there must be something in this machine,**" said Dr. PN a Sonotron Owner since 2003.
- **"Yes I definitely see a better future with the Sonotron than without it.** With the possibility of no more dispensing of drugs by doctors in the near future, having such a modality, such an extra service in the clinic, it seems to be better for the future. Meaning that if there's going to be one time whereby all medical practitioners will not be allowed to dispense in our practice, then this Sonotron service may become more relevant since it works without the usage of medication," said Dr. TKT who owns a Sonotron since 1999.
- **"I can definitely see that my earnings are more than without the Sonotron machine.** So yes, I'm making a more comfortable living as far as the financial aspects are concerned," said Dr. SS an owner of Sonotron since 1997.
- **"Yes I feel that I have a better future with the Sonotron than without it** because I know I can deliver good treatments to them (my patients). You can also see the results physically and also quite immediately which the conventional way of treatment couldn't do that much," said Dr KBS who owns a Sonotron since 1997.
- **"Yes, I definitely see a very bright future with the Sonotron than without it especially in my field of sports injuries.** After my patients know about Sonotron, once they have an injury, they'll come back for Sonotron treatment because they feel that their problems will be resolved after a few sessions. Usually patients with sports injuries require only 1 session of Sonotron Therapy," said Dr. HH who owns a Sonotron since 1999.
- "It depends on how they (the doctors) feel. On my part, **the machine is not expensive** because the income that can be generated is substantial. In fact if a doctor is fairly good with the machine, he should be able to finish off the leasing amount in just 2 to 3 years, providing that the Sonotron is used to its fullest capacity. **If you have the interest and the skills to use the Sonotron, it is not expensive at all,**" said Dr. TKT who owns a Sonotron since 1999.
- "Of course, nobody will say that Sonotron is cheap but when it comes to business, cost is a minor factor if the product can generate a better income in the long run. For example, if I were to rent a shop house at RM 700 a month but there is no business. However, if I were to rent another one in a more strategic area for RM 2000 and have a better business. You would need to average out by the number of patients you see. The difference between the two places is RM 1300 per month. If divided by thirty days, it comes to RM 40 per day. But, you can see 30 patients more here than there. 40 Ringgit divided by thirty patients is only one Ringgit thirty sen. As such, there's no problem to rent a shop with a higher lease for better business."  
"I used the same analogy for Sonotron. With the Sonotron, you pay quite a lot for the machine to attract more patients. The amount of money generated from these patients can easily cover the leasing fee. So **I think if you look at it from a business point of view there is no problem to buy.** The important thing is that the machine should be good and have quality. That is the bottom line rather than looking at the price," said Dr. KAM who owns a Sonotron since 2003.
- "In the case of Sonotron, it can be bought on a hire-purchase basis. It can be said that you are paying rental for it and eventually the machine is yours. And I find it's quite reasonable because it's not like a car. When you buy a car you have to spend a lot of money on maintenance such as to buy the petrol everyday, servicing, change the tires and batteries and all sorts of things. And that car does not give you any

## What doctors say?

income. It only gives you some pleasure and convenience and you lose thousands of dollars at the end of it. **Whereas in the Sonotron I have found that there is almost no maintenance cost, and the electrical consumption is very low. The financial return is quite reasonable but personally, the satisfaction of being able to use it to cure difficult cases, I find that is more important to me,**" said Dr. CSK who owns a Sonotron since 1999.

- "I told my patients that I bought this machine with the cost of a terrace house and my peer in the next clinic is driving the latest Mercedes. **I don't have a Mercedes but the patients can tell which item is worth buying.** Not only is the Mercedes expensive, you need to spend more money for maintenance and it is not generating any income for your practice. But the Sonotron is generating income provided that you look after it well so that it doesn't get spoilt or anything like that. But I think the Sonotron is very tough," said Dr. KAM who is a Sonotron Owner since 2003.
- "The value of a car depreciates the next day after you bought it. It is different for a house. The value may appreciate for some. It's an immobile property. Car is a mobile thing, anything can happen. **As for the Sonotron, we can use it for so many patients and treating many types of diseases. I think it's a real good investment, and it will bring up the name of our clinics.** We have something new, which many patients have not seen." said Dr. RG who has been a Sonotron Owner since 2003.
- "**Yes, it does give a satisfactory return on my investment, right from the first year itself,**" said Dr. TKT, a Sonotron Owner since 1999.



**Sonotron** - the device that offers an exciting new trend of patient care that is helping doctors to protect themselves against clear and present dangers of modern medicine, and is the budding new opportunity for one to prepare now for the future in order to be better tomorrow than today.

*The comments given by doctors are their personal opinions. They were extracted from a video interview in 2004 with each of them. The doctors have permitted Panmedic to share them with others in the medical profession.*

*Most of the doctors had benefited from the written comments of their predecessors prior to their purchase of Sonotron. In the same way, they would like Panmedic to help potential users of the device.*

*They are hoping that by us doing so, more patients can be offered this extraordinary Sonotron treatment that is seen by them as the missing link of modern medicine for the treatment of clinical disorders.*

*Panmedic wishes to thank all of them.*

*We apologize for abbreviating their names.*

*Sonotron Filling The Missing Link Of Modern Medicine in the 21st century and beyond*

Patients look for instant results. They always hope for this from you. Yes, Sonotron offers this hidden excellence.

### With Sonotron Therapy, patients:

- Feel **good** almost immediately after treatment
- Feel **happier**
- Enjoy **less limitations** in their activities of daily living
- Become **less reliant on others** for assistance
- Can **do things they couldn't do before** like going on vacations, seeing movies, shopping
- Enjoy a more **positive outlook towards life**
- Family members **enjoy more peace of mind and happiness**



# CALL Panmedic 03-79810970 Now

1. For more information, or
2. To order a Sonotron

" This leaflet is circulated to doctors only. "

*Fax this form to:*

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Telephone : 03-7981 0970  
Facsimile : 03-7981 9359

**Dear Sirs:**

*"I wish to discuss with you about Sonotron.  
Please call me. Thank you."*

**Date** : .....

**Time** : .....

**Name** : .....

**Address:** .....

**Tel** : .....

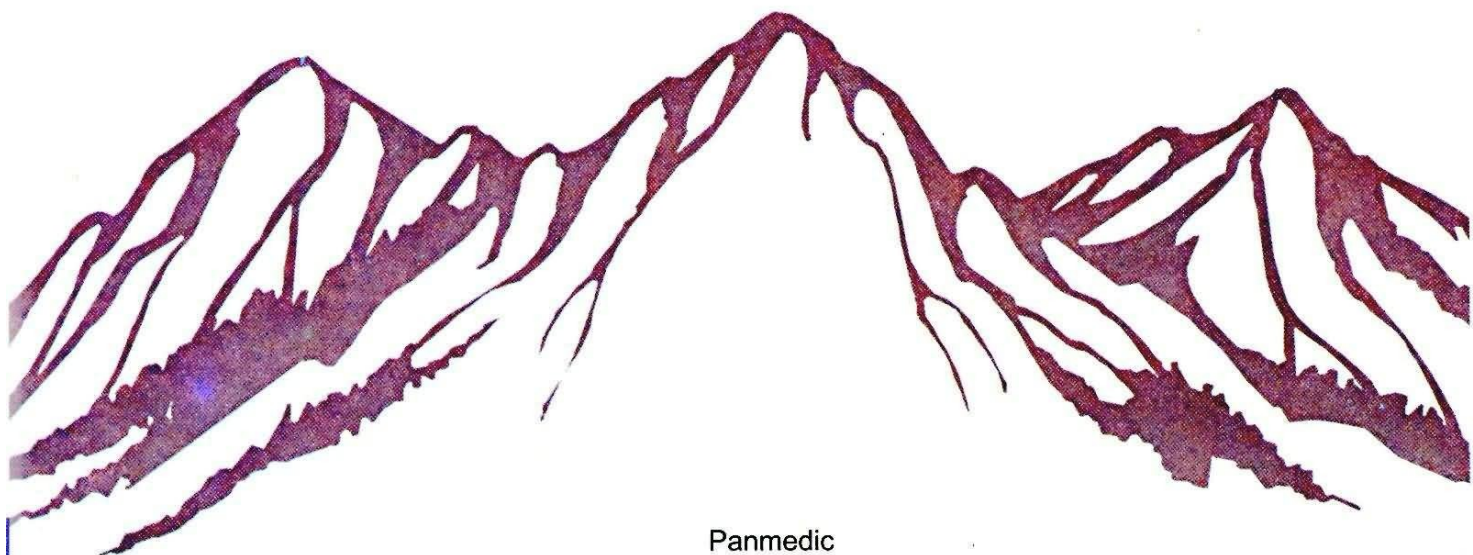
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Be better tomorrow  
than today  
with Sonotron



Panmedic