

#### TRAN GONIOWASH

# How to deal with objections?

### I can do the same thing with a standard irrigation cannula.

Rinsing the trabecular with an irrigation cannula is quite possible. However, only the Goniowash and the precision of its spray at 30° allow a deep cleaning of the trabecular which, according to studies, reduces the risk of PEX glaucoma.

### It takes time that I can't charge.

If we consider the Goniowash procedure as a surgical procedure intended to reduce intraocular pressure and therefore the risk of glaucoma, it is normal that it should be charged as a service in its own.

In Switzerland, for example, you can also charge for a trabeculectomy service.

## It's not ecological.

Do you know how many lumen surgical devices actually come out clean from sterilization? According to a German study published some years ago, none of them.

Thus you make or own choice between ecology and patient safety

### It is a stainless instrument, so it is perfectly re-sterilizable.

Epo-Tek 301 Epoxy glue, used to attach the handle and tip together, is not designed to withstand steam sterilization. The tip could detach apart from the handle during the next intervention. Moreover, we don't know what legal risk you're running by doing this.

#### I work in coaxial, how do I proceed?

According to Prof. Mermoud, aspiration is not absolutely necessary, as the BSS flows naturally through the lateral opening. Although the 2 sides-port incision shall facilitate to reach the 360°, you should therefore be perfectly able to perform a deep and effective cleaning of the trabeculum meshwork and thus preventing PEG even using the co-axial technique