The reflection coëfficient is given by

$$a = \frac{(Z_2 - Z_1)^2}{(Z_2 + Z_1)^2}$$

Looking up values in the text, we have that

Material	Impedance (kg/m ² s)
Barium titanate	30.8×10 ⁶
Fat (under the skin)	1.34×10 ⁶
(about the same for muscle	
when compared to air)	
Air	429
Water	1.5×10 ⁶

At the transducer/air interface, we have

$$a = \frac{(Z_2 - Z_1)^2}{(Z_2 + Z_1)^2} = \frac{(429 - 30.8 \times 10^6)^2}{(429 + 30.8 \times 10^6)^2} = 0.99994.$$

At the transducer/gel interface, we have

$$a = \frac{(Z_2 - Z_1)^2}{(Z_2 + Z_1)^2} = \frac{(1.5 \times 10^6 - 30.8 \times 10^6)^2}{(1.5 \times 10^6 + 30.8 \times 10^6)^2} = \frac{0.82287}{0.82287} \ .$$

In other words, about 3000 times as much signal transmits into the gel as compared to air:

$$\frac{1 - 0.82287}{1 - 0.99994} = 2952$$

Extra:

Now, we should expect a similar effect at an air body or gel body interface, thereby compounding the problem.