Gutta Percha Trimmer

The quick and easy way to cut the end off GP points

Cordless for optimum flexibility and convenience, it is extremely lightweight, which helps minimise operator fatigue, and is extremely fast and easy to use. Enabling clinicians to accurately and precisely cut the ends off gutta percha points, the kit comes complete with a handle, four interchangeable cutting tips, a handlepiece holder, two rechargeable batteries and a battery charger.

For further information telephone Quality Endodontic Distributors Ltd on 01733 454999, email sales@qedendo.co.uk, see www.qedendo.co.uk or contact your local QED Salesperson.

QED’s NEW Gutta Percha Trimmer is just one of the new endodontic innovations detailed within their NEW Endodontic Catalogue and featured on www qedendo.co.uk, the online version.

Endodontic Distributors Limited

New Gutta Percha Trimmer

The quick and easy way to cut the end off GP Points

With over 20 years endodontic expertise, Quality Endodontic Distributors Limited have recently introduced a NEW Gutta Percha Trimmer which cuts the end off gutta-percha points at the touch of a button, it is generating a lot of interest from our endodontic colleagues and clinicians alike.

Cordless for optimum flexibility and convenience, it is extremely lightweight, which helps minimise operator fatigue, and is extremely fast and easy to use. Enabling clinicians to accurately and precisely cut the ends off gutta percha points, the kit comes complete with a handle, four interchangeable cutting tips, a handlepiece holder, two rechargeable batteries and a battery charger.

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**Synergy® D6**

The patient’s aesthetic outcome is our key priority - with Synergy® D6 we take you from the first impression to the final result. This unique aesthetic, matchless fluoride release, and marginal adaptation make Synergy® D6 the perfect choice for all your composite needs.

**Advantages**
- **Small particle size for superior flow**
- **Low water sorption**
- **High color retention**
- **Superior aesthetics**

**Indications**
- **Direct composite restorations**
- **Direct composite veneers**
- **Direct composite crowns and bridges**

**Preparation**
- **2mm** for local anaesthetic
- **4mm** for local anaesthetic with vasoconstrictor
- **6mm** for local anaesthetic with vasoconstrictor

**Technical data**
- **Translucency 3.5**
- **Dentin shade**
- **Natural tooth shade**
- **Vitrified shade**

**References**
- **Mark Chapman**
- **Dr. John Smith**

**Contact**
- **Tel:** 01234 567890
- **Email:** mark@velopex.com
- **Website:** www.velopex.com

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**Mark Chapman**

The price includes calibration and installation by a Velopex service technician. For further information please contact GC UK Ltd on 01908 218999, e-mail gcuk@btinternet.com or visit our website www.gcuk.com.

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**Raysafe**

Radiation Quality Assurance tool – for daily checking

The simple, fast and accurate way to ensure your equipment is performing to the highest standards.

**Features**
- **Fast and easy to use**
- **Accurate and reliable readings**
- **Compact and lightweight**

**Benefits**
- **Increased patient safety**
- **Reduced radiation exposure**
- **Improved workflow**

**Contact**
- **Tel:** 01234 567890
- **Email:** info@raysafe.com

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**Munroe Sutton**

Dental Plans are a tried and tested solution to affordable dental care, offering discounts to patients while maintaining profitability for the practitioner. Patients pay a nominal monthly fee to join the Plan and then receive 20% off most treatments from a participating dentist, and are able to pay at the time of treatment. Munroe Sutton offers the perfect solution for making dental care affordable and for all ages. Munroe Sutton is a proven provider of dental plans for patients who are finding themselves having to budget carefully during a recession.

**Contact**
- **Tel:** 0800 234 3518
- **Email:** info@munroesutton.co.uk/dentist

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**Techceram**

**Techceram Announce Lava Loyalty Scheme**

Techceram Ltd is delighted to announce details of their Lava Loyalty Scheme, developed in association with SMIF ESE.

Every time you place a Lava Restoration you will be积分, via your Laboratory, with a credit incorporating the appropriate number of Lava Loyalty labels. The labels can be redeemed for a range of options including Lava Loyalty Points for each unit of the restoration.

Lava Loyalty Points can be redeemed against a wide range of options including 3M Espe products, £100 Professional Development Course Five Sponsorships, Customised Lava Promotional Materials, Lava Demonstration Models and even a Flat Screen TV including a Lava Patient DVD.

Similarly patients will soon be able to register their Lava 5 year guarantee by visiting the www.techceram.com website.

In addition to the Lava Loyalty Scheme for Dentists, Techceram also offer a unique “Quality Feedback Card” system which ensures that full traceability is available.

For further information please contact Techceram Ltd on 01274 416664 or visit our website www.techceram.com.
DENTAL TRIBUNE

Industry News

Specialist Expertise from the ASPD
How to access top quality, professional level expertise from a company that understands the challenges of modern dental practice?
The Association of Specialist Providers to Dentists (ASPD) comprises highly reputable businesses across wide ranging specialties, providing a range of professional services and products to meet the specific needs of individual dental practices.

Membership with the ASPD means more than a signature and an invitation only. Prospective members must undergo a rigorous application process and each member has the unique quality that they are all confident to recommend each fellow member to you.

ASPD companies have access to the resources and expertise of their fellow members, so complicated situations can be resolved by combining the strengths and experience of more than one advisor, a distinct advantage of engaging a professional who specialists in working with dentists.

For further information on the ASPD, its members and services, call 0800 458 6775 or visit www.aspd.co.uk

Gentle and Effective Cleaning with Curaprox
Curaprox are providers of high quality oral healthcare products and know that clean teeth and healthy gums means happy patients.

Using the right toothbrush is the first step in effective preventative care, and hard bristles can cause gum damage. In response, Curaprox have developed a range of soft bristle brushes for gentle, yet effective cleaning.

C3590 - With 3590 filaments, this intermediate brush will clean effectively while the patient learns to exert less pressure, helping to keep the gum-line healthy.
C35490 - The softest and most dense number of bristles in the series. No risk of gum trauma as only small amount of pressure is needed.

By using the recommended soft bristle Curaprox brushes, patients will immediately see an improvement in their oral health, whilst protecting their gum trauma as only smallest amount of pressure is needed.

For more information please visit www.curaprox.co.uk or call 01480 862084

Quality for your patients
Biterite – The experts who deliver to make a life you can fit in. Gentle, aesthetic treatment and results for any budget

Biterite is the UK’s leading provider of affordable orthodontic treatment. Our aim is clear: to advise, provide and deliver the best experience for your patients.

Biterite guarantees everything it sells for three years and delivers the goods within ten working days.

Biterite also guarantees nothing is sold for three years and delivers the goods within ten working days.

The lightweight Eyeguards from Hogies clearly offers the best protection for your eyes.

For more information please call John Jessop of Blackwell’s Supplies on 0225 7221457 or visit www.bite-rite.co.uk

Learn how to separate yourself from the competition
The British Academy of Cosmetic Dentistry has pleased to announce the next meeting, to be held on the 23rd of April 2010.

James Gooolnik, President of the British Academy of Cosmetic Dentistry will provide the guidance necessary for practitioners to create their own Dental-Branched Experience as a way of standing out from the competition.

Explaining the importance of branding, how and when to brand and how to convert potential into revenue, delegates will benefit from the knowledge and experience of two leading figures in corporate dentistry.

For over 12 years Chris Barrow has been a consultant, trainer and coach to the UK dental profession, and can offer a wealth of experience having delivered a business-coaching programme to over 400 UK dental practices.

President of the BACD, James Gooolnik is also the owner and founder of Bone Lane Dental Group. Voted London Practice of the Year in 2006, James has gone on to establish his own training company, Smiles by James Ltd, as well as the electronic training, Smilestop.

For more information or a booking from please contact Suzy Rowlands on 0228 241 832 or email suzy@baccd.com

Clearing a Deep View
Hegies eyewear is well known for its provision of uncompromised safety enhanced with stylish design. Now the Hegies Plus Eyeguard range features the new improved soft edge design.

The high quality polycarbonate lenses have enhanced scratch, fog and solvent resistance on both sides, as well as a resilient water-repellent coating. These make the Hegies Eyeguards easy to keep crystal clear, even when using infection control products.

Made from medical grade silicone and stainless steel, the nosepiece is fully adjustable for optimum positioning and incredibly comfortable to wear.

As well being stylishly designed and available in a range of colours, the Hegies Eyeguard range offers you comfort and airflow, helping to prevent the lens fogging and the view clear.

The lightweight Eyeguards from Hegies clearly offers the best protection for your eyes.

For more information please call John Jessop of Blackwell’s Supplies on 0225 7221457 or visit www.bite-rite.co.uk

BDA British Dental Conference and Exhibition 2010
The British Dental Conference and Exhibition (20 - 22 May 2010 at the ACC, Liverpool) is a vital diary date for all dental professionals who are looking for inspiration for your practices.

The conference programme includes sessions on:

Preventable and predictable occlusion in everyday practice
Dental decontamination in England: complying with HTM 01-05
Is your skin treatment competitive?

The exhibition will see all the industry’s most prominent suppliers and a number of new entries to the market so will also be a chance for delegates to explore hundreds of new products and technologies.

For more information on the conference and exhibition, register online at www.bda.org/conference or call 0845 10 66 625.

Is your skin treatment competitive?
Association for Facial Aesthetics benchmarks revivals growing competition
CODE – The Association for Facial Aesthetics has just published the results of its annual survey of facial aesthetics treatment and prices. The survey, which was completed by over 80 members of the AFA, has been designed to give an insight into the costs faced by patients and their dentists.

Interestingly, though, this year’s results reveal a much wider disparity between the highest and lowest fees being charged for botulinum toxin treatment compared with last year with the fees for three areas of treatment ranging from £167 to £3,172 and one area of treatment being offered for as little as £97.

The full report is issued free to CODE AFA members. For more information about the report or more about the AFA visit http://www.aesthetic-academy.co.uk, email info@aesthetic-academy.co.uk or phone 01404 254 354. To watch videos on facial aesthetic treatments visit the YouTube channel padaco2000.

Protect your practice today with DentalAir
Dentalia is the only specialist British company that supplies oxygen clean compressed air systems to dental clinics and private practices. Dentists wishing to revolutionise their compressed air systems will benefit greatly from entering into a relationship with Dentalia:

By not maintaining a compressed air system, dentists are running the risk of having serious pathogen enter into the systems. Internal or external compressor systems could be harboring potentially lethal pathogens. High levels of moisture and the presence of mineral oil is a drying ground for bacteria, hazardous not only to patients but practice staff as well.

Enter into the most productive relationship of your career with Dentalia and provide your patients with clean, pathogen free air during procedures. Rely on the best expert and technical support with regular updates to keep you informed.

Call Dental Air on FREEPHONE 0800 542 7124 and ask for a FREE Practice Manager’s Guide, or visit www.denital.co.uk
DENTSPY listens to Professor Steele

Practitioners have always shared the belief that prevention is better than cure, and with Professor Steele recently receiving a knighthood this belief is further reinforced. The Cavitron™ ultrasonic scaler system is number one in the market for a reason; it effectively removes subgingival biofilm to help to improve periodontal health. The Cavitron can be used with a variety of inserts, including the new Cavitron™ THINsert for subgingival root surface debridement, to improve patient comfort.

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The Cavitron™ THINsert for subgingival root surface debridement, to improve patient comfort.

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For more information about DENTSPY Czechoslovakia, visit www.dentsplyczech. co.uk.

BDI Online CPO Statistics Show Steady Rise

Recent figures have shown that the BDI Online CPO courses are becoming more popular for this year there have been 78,193 visits to the site, up from 71,000 in 2008.

Currently, there are over 1,400 registered users, with approximately 0,600 log-in per month from 5,500 individuals. The most popular location of users is the UK, followed by Australia and then the US units respectively, but the site has been accessed from 135 countries around the world.

In total, 51,656 pages have been viewed.

These statistics provide an interesting view on how dental practitioners from around the world are using the BDI Online CPO website to fulfill their requirements for verifiable CPD.

UCL Eastman CPO offers a wide range of on-site opportunities to support all areas of clinical practice from traditional short hands on courses to innovative CPD challenges. The UCL Eastman Dental Institute is also committed to providing access to lifelong learning through a wide range of flexible-learning Certificate, Diplomas and Master’s courses.

For more details about the UCL Eastman Dental Institute, Please visit www.eastman.ucl.ac.uk or telephone 0207 7913 1399

Working with proven specialists will help to achieve the best results for your budget

Genus has been applying workplace partnering concepts to its innovative practice design, refurbishment and new build projects since 1992, and has refined this unique approach to meet the high expectations of today’s dental, who need a stylish, well-planned environment in which to treat their patients. Genus is a leader in that field, and is one of the few companies which is helping to develop strong communication with the involved parties, with this approach, Genus ensures:

• The best results and improved designs • Projects completed to budget • Implementation and commissioning • Cost effectiveness • Quality assurance • A non-adversarial approach making the most of resources and skills

Working with proven specialists in the trade to produce excellent bespoke practice, Genus really does deliver.

For more information, contact Genus on 01582 404484 or email chris.dunne@genuineuk.co.uk

www.genusdentaires.co.uk

DENTSPY Czechoslovakia

Recently developed and launched in the USA with phenomenal success, DENTSPY’s world leaders in scaling inserts, are now available designed for the new Cavitron™ THINsert™ to the UK, with a tip diameter 40% thinner than the existing Simrice insert, this new tip allows excellent access in all areas, superior biofilm removal and greater patient comfort.

The insert works with any 30/32 Cavitron ultrasonic scaler to reach inter-proximal surfaces, concavities and the tight tissue attachment, without losing the tactile sensation you rely upon.

Developed with the input and reviewed by distinguished dental professionals, the THINsert has received much support already. Testimonials received include:

• ‘I couldn’t believe how well I could access areas that were almost impossible to reach before’
• ‘Excellent adaptation to furcations and in-furcations’
• ‘I love it! I want it now one!’

The new THINsert is available to purchase from your dental supplier. For more information, please call freephone +44 (0)800 072 3313 or visit www. dentsply.co.uk

Experience Matters

We seek experience and expertise, in all aspects of day to day life. It seems obvious but you wouldn’t ask your doctor to help with a tax return, nor would you make an appointment with an accountant if you were feeling ill. Each profession brings expert knowledge to different areas, and the dental industry is no different.

Ian has gained a wealth of experience in almost thirty years in the dental industry. He began on the engineering side, overseeing installations and service maintenance, before teaching in schools, and has refined this unique approach to meet the high expectations of today’s dental practitioners, who need a stylish, well-planned environment in which to treat their patients. Genus is a leader in that field, and is one of the few companies which is helping to develop strong communication with the involved parties, with this approach, Genus ensures:

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DENTSPY’s extensive access across lengths and total open length of the canal enables treatment of complex cases including those complicated by the presence of accessory canals.

For more information, or to book an appointment with your local DENTSPLY Specialist, call (0800) 072 3313 or visit www. dentsply.co.uk

Practice Matters

• Prevention and management of sedation complications
• Treatment planning and pain management
• Patient assessment and clinical examination

With the input and reviewed by distinguished dental professionals, the THINsert has received much support already. Testimonials received include:

• ‘I couldn’t believe how well I could access areas that were almost impossible to reach before’
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• ‘I love it! I want it now one!’

The new THINsert is available to purchase from your dental supplier. For more information, please call freephone +44 (0)800 072 3313 or visit www. dentsply.co.uk

For more information, or to book an appointment with your local DENTSPLY Specialist, call (0800) 072 3313 or visit www. dentsply.co.uk

Commencing May 2010, the UCL Eastman Dental Institute and the University of the Western Cape offer the next course ideal for dental or medical practitioners with little or no previous experience in sedation, as well as those wanting to update their knowledge and skills.

The emphasis of the course is to equip clinicians with the knowledge, skills, and the confidence to provide effective and safe sedation for their patients. The speakers are all leaders in their field with a practical knowledge of what to cover. Topics to be covered include:

• Patient assessment and clinical examination
• Behavioral management techniques
• Treatment planning and post management
• Prevention and management of side effects
• Basic life support • resuscitation and medical emergencies
• Pharmacology of sedation

For more information, please contact the Course Administration Team on 020 7793 1234 or email cpd@eastman.ucl.ac.uk
Superior Sterilisation – SpectraM6

A leading infection control solution provider, 1:1:1 Dental delivers dental professionals with advanced autoclaves and washer disinfecters, fully compliant to HTM41 guidelines.

1:1:1’s groundbreaking SpectraM6 autoclave features:

• True Air Detection System – User executed test cycle, a predetermined volume of air can be detected and is integral during sterilising phase.

• Redundancy Engineered Industrial Cycle Validation System – Dual independent temperature and pressure sensors give optimum cycle reliability and performance.

• Safety and Sensing Systems – System sensor, automatic temperature resetting and pressure cut out systems operate to rapidly shut down the cycle in areas that require user attention.

• Fully Sanitised Waste Tank – Easy to remove large onboard waste tank, cooling system ensures waste is cooled to a safe temperature.

A unique chamber fittings system with volumetric water dining, gaseous and economic chamber filling, SpectraM6 stackable design enables machines to be fully sanitised and mounted and operated one without the other without assistance.

For more information, or for a FREE compliance survey, please call Joys on 0845 241 5776 or email info@ydental.com

www.yydental.com

Fleachgy® – Get your hands on the most successful instruments

Ergonomically designed with soft-grip silicone handles, Fleachgy® hand instruments fit perfectly in your hand. With a wide grip at the working end and a narrow centre, the design helps stop hand fatigue and prevent ‘pinching’ of the handle, thus improving grip and rotational control.

Fleachgy’s® tips are replaceable, so should one break or be over sharpened, they can be easily replaced.

The complete range of DENTSPLY Fleachgy® products are guaranteed to simplify and simplify the operation of even the most demanding procedures.

For a limited time DENTSPLY is offering a promotion on Fleachgy® hand instruments: buy 5 and get 1 free (copy invoice to DENTSPLY please see web site for address).

The whole range is available to view online at www.dentsply.co.uk, or for more information, book an appointment with your local DENTSPLY Product Specialist by calling 0800 011 3313.

1:1:1

Fleachgy

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Fleachgy

New Year Saving with Snappy

The key for Dental Professionals treating children this year is to find that happy medium where the patient can be given valuable items this year without causing unnecessary delays in the waiting room.

Snappy restorative GIC from Kemdent can save significantly on treatment times, meaning the patient can enjoy shorter dental visits whilst retaining quality dentistry.

Diamond Snappy GC is a walk in and place kit, gainfully releases fluoride, leaves no bitter after taste and sets in less than 2 minutes from a start of mix of 3.5:1, has no resistance to saliva as soon as it’s mixed and is large enough to manage large cavities in decalcified teeth. It comes in a natural white shade with translucency continuing to improve within 24 hours.

The perfect solution for lovely children visiting the dentist in 2010.

Special offer: Buy 2 Snappy packs and receive 1 box free. Quote ref N51.

Offer valid until 31st February 2010

For further information or to place order call Joe or Helen on 01703 770280 or visit our website www.kemdent.co.uk

Don’t Clean Mirrors, Use Everclear

The first dental mirror that self-cleans, Everclear from Nuview is a groundbreaking Swiss design that uses the latest precision micro-technology to create a tool dentists can trust to perform and clean quickly.

Everclear uses a high optical-polish mirror that spins away spray and debris to provide continuous visibility. Powered by a quiet fan and powered by rechargeable batteries everclear makes cleaning of the mirror simple.

The advantages of Everclear are obvious:

• Visual acuity is increased and time is saved with no repetitive cleaning.

• Ergonomically balanced with a comfortable, non-slip stainless steel handle.

• Long lasting, rechargeable batteries, with an extra battery on charge ensuring continuous performance.

Providing uninterrupted clinical clear image reflections, the Everclear dental mirror is a revolution in dental technology and an essential daily tool for every dentist.

For more information please contact Nuview on 01453 793695, email info@nuview-ltd.com or visit www.nuview-ltd.com

Hands on Training: The Sixth Annual BACD Conference

Delegates of the sixth annual BACD at the EICC in Edinburgh were introduced by Munro Sutton to a truly world class Patient Referral Plan to successfully grow their patient base and encourage referring clients.

Munro Sutton was proud to sponsor the 2009 BACD and delighted with the success of the conference. Delegates to the Munro Sutton stand were introduced to the first step towards growing their practice with full appointment books, cost-effective treatment plans, happy patients and the support of a world leader in highly effective patient referral plans.

For more information please call 0800 244 3508 or visit www.munroesutton.co.uk

 Rugby

Access to More Patients with Munro Sutton

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Industry News 57
The Kent Implant Studio is welcoming dentists from all over the country to an open evening at the Maidstone studio on March 2, 2010, from 6.30 pm.

Principal dentist Dr Shashi Olitt will be available to speak with throughout the evening, and he can advise on the ways in which working alongside the Kent Implant Studio can benefit your practice.

- The highly-skilled team are happy to work as an extension of your own practice team, either at the Kent Implant studio or at your practice.

- The Kent Implant Studio works hard to build long-lasting, ongoing relationships with referring dentists, and as such ensures that patients are always returned to the referring surgeon when surgery is completed, ready for any further treatment and regular check-ups.

- Both referring dentists and their patients have access to excellent advice, treatment options, support and information for the duration of the treatment.

For further information on the Kent Implant Studio or to obtain a referral pack and Dental Nurse Courses please contact 01622 671 265.

Innovative HTM 01-05 compliant Disinfection Solutions for Dentists Nuinev is constantly working to improve our Continu range to make it easier for dental professionals. HTM 01-05 has led to a re-thinking of infection control procedures and Nuinev has responded with a number of new products.

Anti Microbial Dental Impression Materials which disinfect in situ, at source using Continu to mix the alginate rather than water to effectively inhibit bacterial and fungal growth for several weeks without any shrinkage or distortion. Such bottle and pour materials meet the HTM 01-05 compliant criteria.

The Continu alcohol free hand wash and sanitising foam products are now available in sealed dispensers which can be mounted on the wall to return in 6 months to ensure the team can check on the treatment and chat with the patient about their visit.

EndoCare works as a part of your team to deliver outstanding successful treatment and a level of customer care that is exceptional.

For more information about EndoCare or to receive your free referral pack please call 020 7224 0999 email reception@endocare.co.uk or visit www.endocare.co.uk

EndoCare – Working to ensure patients the ultimate in care and expert specialist treatments!

Many dentists have trusted the specialist team at EndoCare to treat and care for their patients for a number of years and have found the process ‘effortless’ and ‘stress-free’.

EndoCare are at the forefront of their field in terms of technology and training. The most important element for the practice is to focus on the human factor, the feel at a satisfaction of the patient is a priority as well as maintaining relationships with referring practitioners.

Clinical Director Michael Sultan calls the EndoCare team “dedicated to ensuring your patients’ well-being”. As part of their aftercare service, EndoCare also schedule a free appointment for you to return in 6 months to ensure the team can check on the treatment and chat with the patient about their recovery.

For more information about EndoCare or to receive your free referral pack please call 020 7224 0999 email reception@endocare.co.uk or visit www.endocare.co.uk

Well organised meeting, which has convinced me to join the BACD. I look forward to the next meeting.

‘A very friendly group of dentists.

‘Very high quality of speakers and presentation.

‘Dr S Weinberg was a very entertaining speaker. Lecture material and speaking topics were particularly useful.

‘Great congress, good speakers, interesting topics’.

The BACD aims to provide all dental healthcare professionals interested in cosmetic dentistry with a forum where they can meet and share their knowledge. The Academy promotes excellence through education and actively encourages professional development.

For more information contact Surj Rowlands on 0207 612 4166 or email info@bacd.com www.bacd.com

The Smile-on team are always working to ensure that the programmes are relevant and up to date. Live web events such as webinars and online conferences Bespoke learning solutions for all clinical staff Interactive learning products such as e-learning packages to meet all HTM 01-05 has led to a re-thinking of infection control procedures and Nuinev has responded with a number of new products.

Anti Microbial Dental Impression Materials which disinfect in situ, at source using Continu to mix the alginate rather than water to effectively inhibit bacterial and fungal growth for several weeks without any shrinkage or distortion. Such bottle and pour materials meet the HTM 01-05 compliant criteria.

The Continu alcohol free hand wash and sanitising foam products are now available in sealed dispensers which can be mounted on the wall to return in 6 months to ensure the team can check on the treatment and chat with the patient about their visit.

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Highly effective, accurate and predictable implant treatment. Facility helps to ensure accuracy and can help to avoid unpleasant surprises during implant placement. Using the royalty-free 3D software VisualDent, 3D virtualisation of the patient’s anatomy and the software help you to measure and locate precisely the implantation. The software uses an advanced algorithm to create a virtual implant which can then be validated.

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For full information about Facilitate, contact your local Astra Tech sales specialist or give us a call on 0195 450 0500 or e-mail infouk@astratech.com

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