



Highlighting Preventive & Diagnostic Products

Presented by

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Regional Manager - Special Markets

Highlight New and Leading Edge Products

Using Materials from the Manufacturers

Applications for Children

Applications for Adults (aging population)



What Comes To Mind When You Hear

Minimum Intervention?

Diagnodent? Waterlase? Fissure Burs?



Procedures and Products to help

- *Identify Risk*
- *Control and Prevent Disease*
- *Restore with MI Techniques*

Minimal Intervention Dentistry (MID)
MEDICAL MODEL
of Oral Disease Control

- * Caries is an infectious disease*
- * Treat the disease AND the symptoms*

IDENTIFY

Risk Factors

- Saliva
- Diet
- Lifestyle

PREVENT and CONTROL

Remineralization
strategies

RESTORE

Surgical intervention
after disease is controlled
with biomimetic materials

Poor Oral Hygiene *Richard, Mountain Dew (24 cans/day)*

MI Caries Management Treatment



REMIN -MI Paste Fluoride, Chlorhexidine
CONTROL - Fuji IX Extra
RESTORE - Veneers

Matthew Maurer D3, 2003

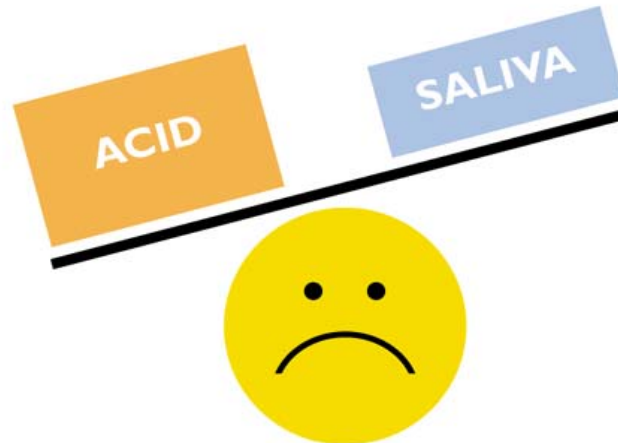
Oral Imbalance



Prof. L. Walsh

When saliva is not fully protecting your teeth we have demineralisation (minerals lost from the teeth)

*Resulting in:
sensitivity
erosion/wear
caries*



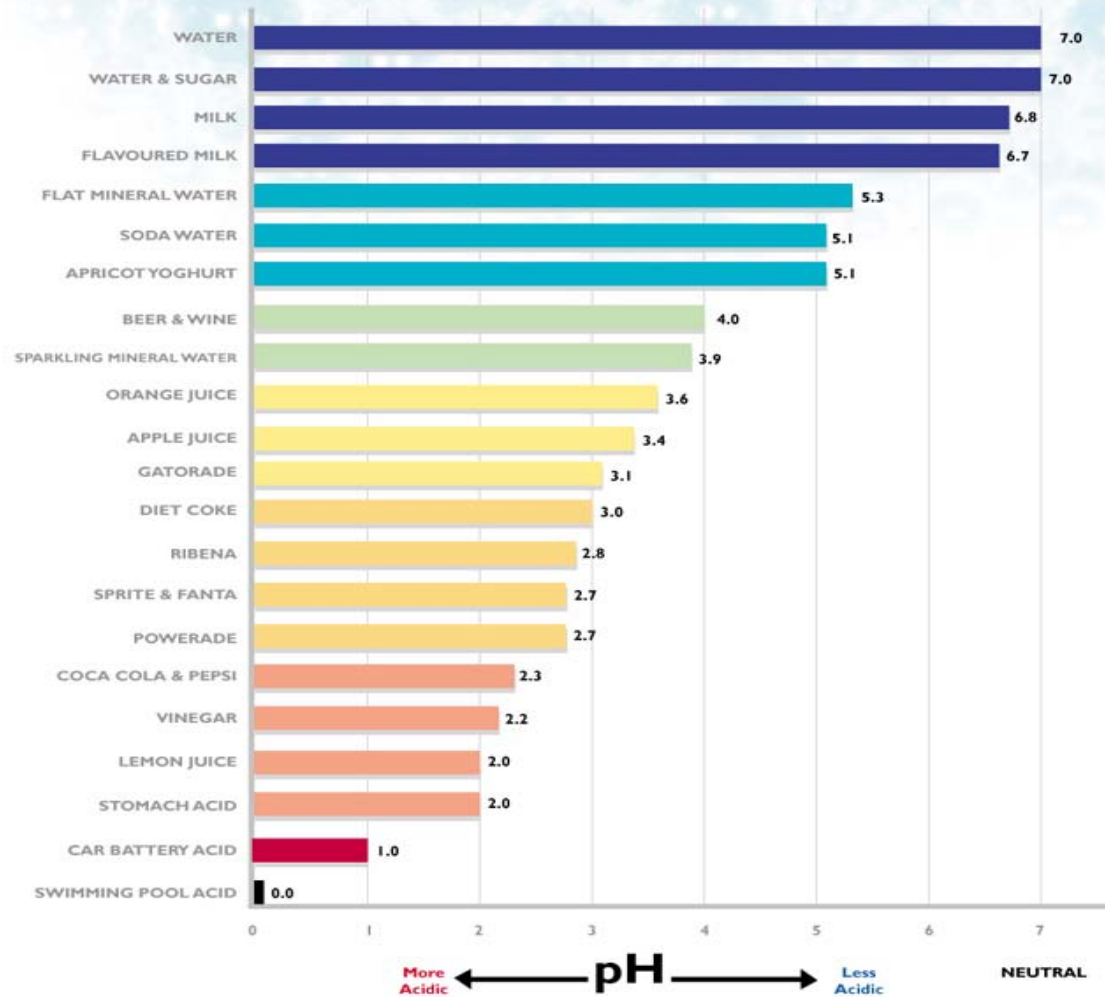
DEMINERALISATION
(Damage)



REMINERALISATION
(Repair)

Acidity (pH) of Common Drinks

The lower the pH, the stronger the acid



Oral Health Balance

When saliva is healthy we have remineralisation (minerals absorbed into the teeth)



ACID

SALIVA



DEMINERALISATION
(Damage)



REMINERALISATION
(Repair)

Identify

Saliva Check Buffer-Strep Mutans

A simple, 10 minute chairside test
helps determine the
Quality, Quantity, pH and Buffering Capacity
of Saliva

Understand the patient's oral environment!



Your Results

It is important to understand

- RED = Reduced protective properties and preventative measures are necessary
- YELLOW = A warning sign for saliva
- GREEN = Healthy saliva

Steps 1 - 3 are related to lifestyle

Steps 4 - 5 are related to salivary gland function

Saliva Test Results

Name: _____ Reference: _____ Test Date: _____

Resting saliva			Stimulated saliva		
Step 1 Hydration	Step 2 Viscosity	Step 3 pH	Step 4 Quantity	Step 5 Buffering	
>60secs <input type="checkbox"/>	sticky/frothy <input type="checkbox"/>	5.0-5.8 <input type="checkbox"/>	<3.5ml <input type="checkbox"/>	0-5 points <input type="checkbox"/>	●
30-60secs <input type="checkbox"/>	frothy/bubbly <input type="checkbox"/>	6.0-6.6 <input type="checkbox"/>	3.5ml-5.0ml <input type="checkbox"/>	6-9 points <input type="checkbox"/>	●
<30secs <input type="checkbox"/>	watery/clear <input type="checkbox"/>	6.8-7.8 <input type="checkbox"/>	>5.0ml <input type="checkbox"/>	10-12 points <input type="checkbox"/>	●

'GC'

Either tick the box or write in the result, as appropriate. Product Code: 0210-100

Control MI Paste

CPP- ACP (Recaldent) *Milk Protein Derivative*

CPP – ACP binds to plaque, protein and bacteria, targeting acid production

Phosphate – binds to and buffers acid

Calcium – binds to fl and tooth structure



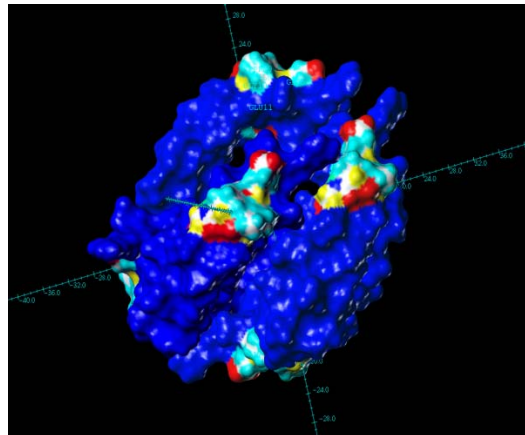
CPP - Casein Phosphopeptide – the *secret ingredient*. A sticky protein that localizes and binds ACP (Amorphous Calcium Phosphate) to tooth structure.

CPP – Casein Phosphopeptide

“Milk Protein Derivative”

UNIQUE to MI PASTE

“Sticky”





MI Varnish™

5% Sodium Fluoride Varnish ▪ 2% CPP-ACP



MI Varnish™ is a fluoride varnish that has a desensitizing action when applied to tooth surfaces

MI Varnish™ also contains RECALDENT™ (CPP-ACP)

The application leaves a film of varnish on tooth and allowing visual control and verification

MI Varnish™ & MI Paste™/Plus™

5% Sodium Fluoride Varnish • 2% CPP-ACP



In Office



At Home

If a patient has high caries, use MI Varnish in the office and instruct the patient to continue daily care with regular use of MIP/P, to boost the calcium and phosphate, at home.

Fluoride is an important tool in the fight against caries, but it also needs to be boosted by calcium and phosphate supplement to maintain a healthy oral environment!

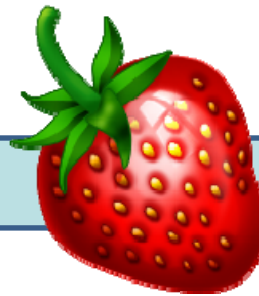
Unit Dose Packaging



One unit dose package contents:

- 0.5mL/0.55g
- 50 unit dose packages
- 50 disposable brush

- Flavor – **Fresh Strawberry**



1mL of MI Varnish contains : 50mg of sodium fluoride

Features

- It can be used for the treatment of dentinal hypersensitivity.
- It contains RECALDENT™ (CPP-ACP) and Fluoride.
- Remineralization and acid-resistance effects are expected.
- It has excellent translucency.
- It remains on the teeth surface longer than conventional fluoride varnishes.



Testimonials by MI Varnish Evaluators

- *“Flow was great, did not drip or stick”*
- *“Strawberry flavor was mild and pleasant – not overwhelming so can be used on a wide range of patients”*
- *“The high viscosity and smooth texture of the product made it very easy to handle”*
- *“Did not create a color change on the teeth, high patient acceptability”*



GC Tri Plaque ID Gel™

Tube contains 40g(36ml)

US Suggested Retail: \$21.85

CANADA Suggested: \$22.75 CAD

SKU: 004273



STORAGE

Store in a cool dry low humidity area away from direct sunlight (8-25° C).

SHELF LIFE

Shelf life: 3 years from date of manufacture.





INTRODUCING!

Saliva Check Mutans

Fast and easy reading Streptococcus mutans detection kit for chair side use

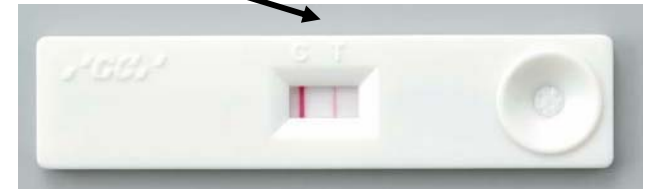


Saliva-Check Mutans

- Product description
 - *Streptococcus mutans* is known to be the **prime** etiologic agent of human dental caries.
 - A patient who has more than 500,000 CFU/mL of *S.mutans* in saliva has a high caries risk.
 - Saliva Check Mutans was developed to define with high precision if the concentration of *S.mutans* in saliva is inferior or superior to 500,000CFU/mL, ***within only 15 minutes!***



Test device



Saliva-Check Mutans

- **Simple**
 - Chair-side detection kit.
 - No special equipment required, just a timer
- **Fast**
 - Provide results in 15 minutes for high risk patients who have over 5×10^5 CFU/mL of S.mutans
- **Accurate results**
 - Saliva-Check mutans only detect S.mutans
 - Enhances patient motivation & education!



U.S. Trends Supporting The Need For Improved Anti-Caries Toothpastes

- Aging population
- Exposed roots
- Medications causing dry mouth
- Calcium phosphate market growing
- Minimally invasive dentistry
- CaMBRA (risk assessment)
- Need for reliable products (remineralization and caries prevention)



Clinpro™ 5000

With Innovative Tri-Calcium Phosphate

5000 ppm NaF dentifrice
formula with Tri-Calcium
Phosphate



Clinpro™5000

1.1% NaF Dentifrice with Tri-Calcium Phosphate

Clinpro 5000 formula with Tri-Calcium phosphate provides:

- Improved remineralization; hardens surfaces more effectively
- Improved fluoride uptake
- Improved reversal of white spot lesions
- Gentle cleaning, gentle whitening
- Low abrasion for exposed root surfaces
- Very Pleasant Vanilla Mint flavor

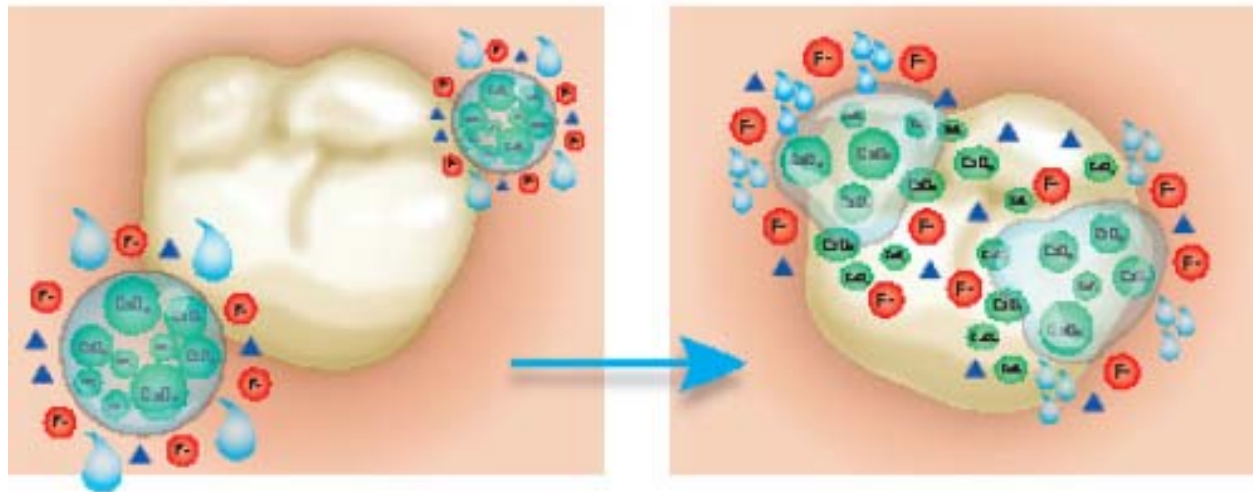
Innovative **Clinpro™ 5000** formula
with Tri-Calcium Phosphate

Chemistry that makes the difference

- In many products, fluoride, calcium and phosphate when packaged together will bind, rendering it less effective in building fluorapatite
- Clinpro™ 5000 formula keeps fluoride, calcium and phosphate separate until it comes into contact with saliva during brushing
- The barrier breaks down and makes the fluoride, calcium and phosphate readily available to deposit on the tooth surface to create fluorapatite

Innovative Tri-Calcium Phosphate

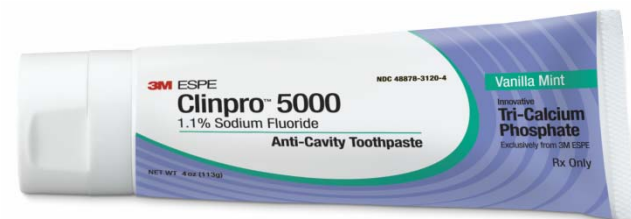
Simplified:



Saliva activates the calcium compound, breaking down the protective coating and releasing calcium at the tooth surface

Instructions for Use:

- Use once daily in place of conventional toothpaste
- Apply thin ribbon or “Pea” sized dose
- Brush for at least 2 minutes
- After brushing, adults should expectorate
- For patients age 6 to 16: brush, expectorate, rinse
- Do not for use for pediatric patients under 6 years
- Do not swallow
- Repeated ingestion of high levels of fluoride may cause dental fluorosis
- Prescription only



Clinpro™5000

Summary of Features and Benefits

- 1.1% Sodium Fluoride Anti-Cavity Toothpaste
- Contains an Innovative Tri-Calcium Phosphate Ingredient
- Promotes superior remineralization—strengthens teeth better
- Generates greater fluoride uptake—delivers more fluoride to the tooth
- Reverses white spot lesions
- Gentle and effective cleaning for exposed root surfaces



OraDNA Testing

- Periodontal testing helps increase periodontal therapy case acceptance and subsequent product utilization
 - **MyPerioPath**® establishes bacterial risk and guides therapy based on specific bacteria & load
 - **MyPerioID**® **PST**® establishes genetic risk and helps guide your therapy based on IL-1
- The OraRisk® HPV test is a non-invasive, easy-to-use screening tool to identify the type(s) of oral HPV, a mucosal viral infection that could potentially lead to oral cancer. OraRisk® HPV enables the clinician to establish increased risk for oral cancer and determine appropriate referral and monitoring conditions.



VOCO Preventative Products



Remin Pro



Grandio Seal



Profluorid Varnish



Profluorid L

Voco Preventives

Features & Benefits

Remin Pro Triple protection in one product. Contains Fluoride, Xylitol, and Hydroxyapatite.

Grandio Seal wear First Nano sealant. Highest filled at 70%. Strong, resistant, and low viscosity.

Profluorid Varnish First Lower viscosity, transparent white, with 4 great flavors. fluoride varnish with a caramel flavor. Kids love it!

Profluorid L calcium process. Liquid fluoride varnish with 5% sodium fluoride and deposits. Does not interfere with the bleaching process.

Riva Protect

- Glass Ionomer moisture tolerant pit-and-fissure sealant
- Great for high risk patients
- Studies have shown it is great protector for partially erupted teeth
- Contains- ACP (amorphous calcium phosphate)- studies shown this remineralizes and strengthens enamel.
- Research shows caries static effects



Your Smile. Our Vision.

Radii Plus/Diagnostic Attachment

- ✓ Radii Plus 5 year warranty
- ✓ Stays charged for 3 h 20 min = 1200 ten sec cures.
- ✓ Super durable, light weight
- ✓ Get more than just a curing light diagnostic tip quick inexpensive way to detect clinical problems
- ✓ Diagnostic Attachment
Transilluminating white visible light
Detects fractures & caries
Can be used on patients who can not get x-rays



Your Smile. Our Vision.

Colgate Total Toothpaste

Colgate Total® Gum Defense fights gingivitis

Provides 12-hour protection from the bacteria that cause gingivitis. Ordinary fluoride toothpaste does not.^{2,3}

Colgate Total® is uniquely formulated with triclosan, a broad-spectrum antibacterial agent and a copolymer, plus fluoride. The triclosan/copolymer adheres to the teeth, gingiva, cheeks, and tongue.^{2,4,5}

The triclosan/copolymer protective shield lasts for 12 hours, even after eating and drinking.^{2,4}



Triclosan
A highly effective, broad-spectrum antibacterial agent

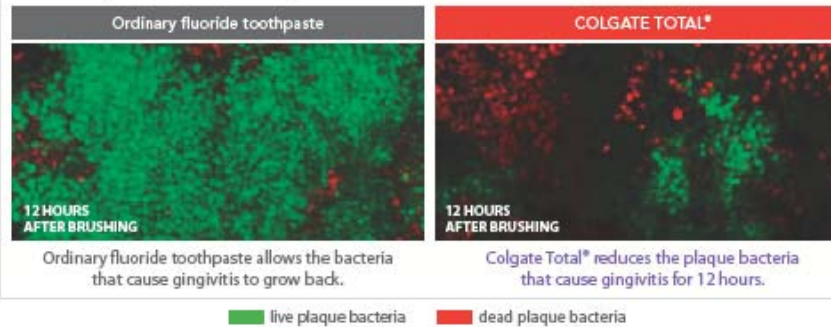
Copolymer
Forms a physical network that entraps and stores triclosan



Dead plaque bacteria



Colgate Total® reduces live plaque bacteria for 12 hours. Ordinary fluoride toothpaste does not.⁶

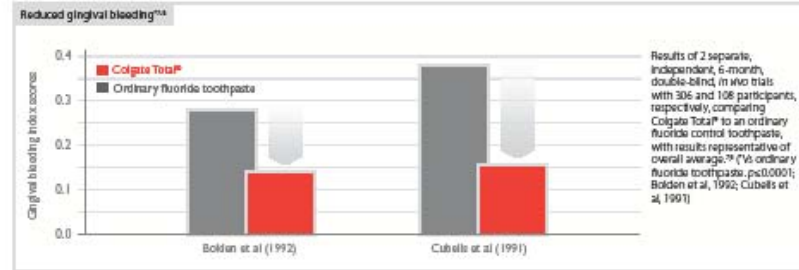


Demonstration of the sustained effect of Colgate Total® after a single brushing procedure in an in vitro intra-oral plaque viability model. Plaque samples were analyzed at baseline and after 12 hours using confocal laser scanning microscopy. Plaque viability significantly increased over the 12-hour period with ordinary, non-antibacterial toothpaste.

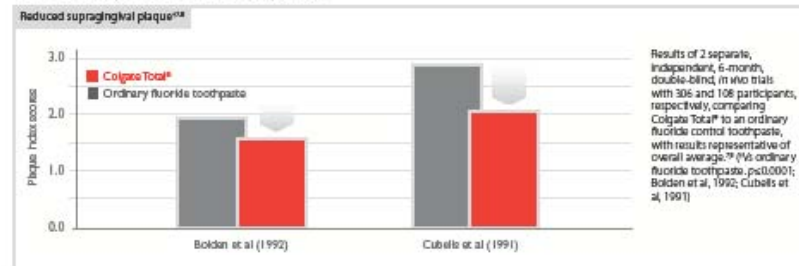
Colgate Total Toothpaste

Clinically proven to protect your patients' gums from gingivitis better than ordinary, non-antibacterial toothpaste.

Colgate Total® significantly reduced gingival bleeding vs ordinary fluoride toothpaste^{7,8}



Colgate Total® significantly reduced supragingival plaque formation vs ordinary fluoride toothpaste^{7,8}



The only toothpaste that is FDA-approved[‡] and ADA-accepted to fight gingivitis.



[‡]Colgate Total® is approved through the New Drug Application process to help prevent cavities, gingivitis, and plaque.

Identafi by Star



The **Identafi** system uses the Identafi Multi-Spectral Fluorescence and Reflectance technology to enhance visualization of mucosal abnormalities. Identafi is multispectral using three different color wave lengths to make it easier to identify lesion morphology and vasculature



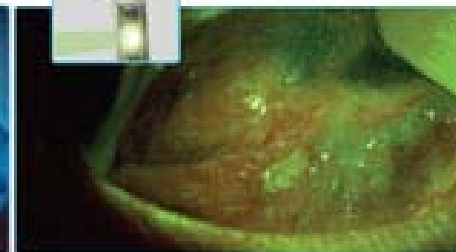
White light

Conventional examination of tissue is performed using a highly concentrated white light.



Violet light

Patented 405nm Violet light enhances normal tissue's natural fluorescence; however, suspicious tissue will appear dark in color due to loss of fluorescence.



Green-Amber light

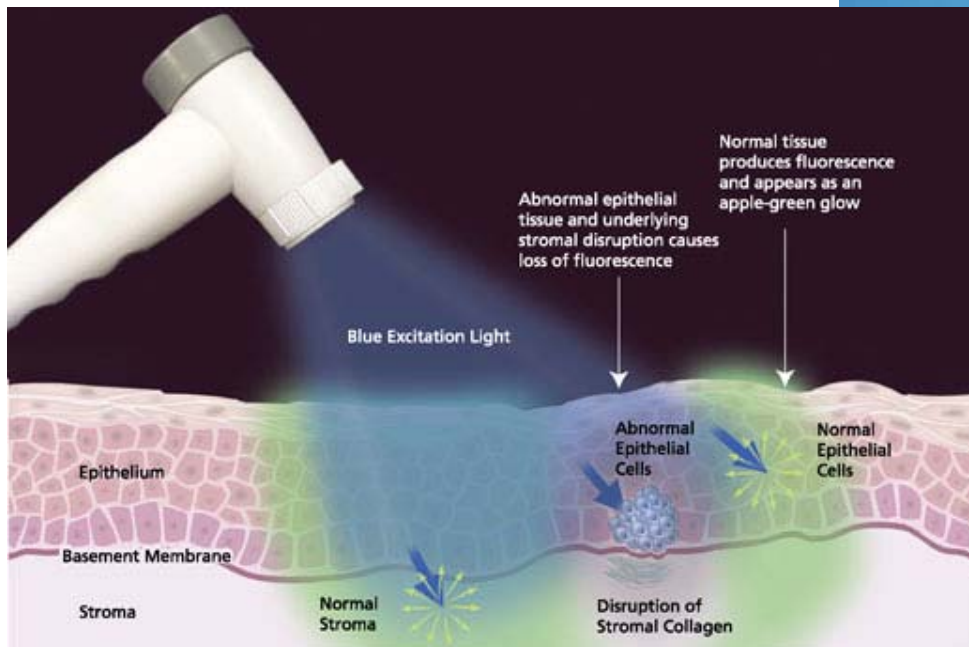
Unique Green-Amber light helps observe the difference between normal and abnormal tissue's vasculature.

Velscope

Helps identify oral lesions that may not be visible to the naked eye

Very Simple Protocol

- Implemented as part of the intra- and extra-oral exam
- Only takes 1-2 minutes
- Completely non-invasive
- No rinses or dyes
- Compatible with standard digital cameras for photo-documentation



Along with oral dysplasias, Velscope helps identify viral, fungal and bacterial infections Inflammation from a variety of causes (including lichen planus and other lichenoid reactions) Squamous papillomas, Salivary gland tumors.

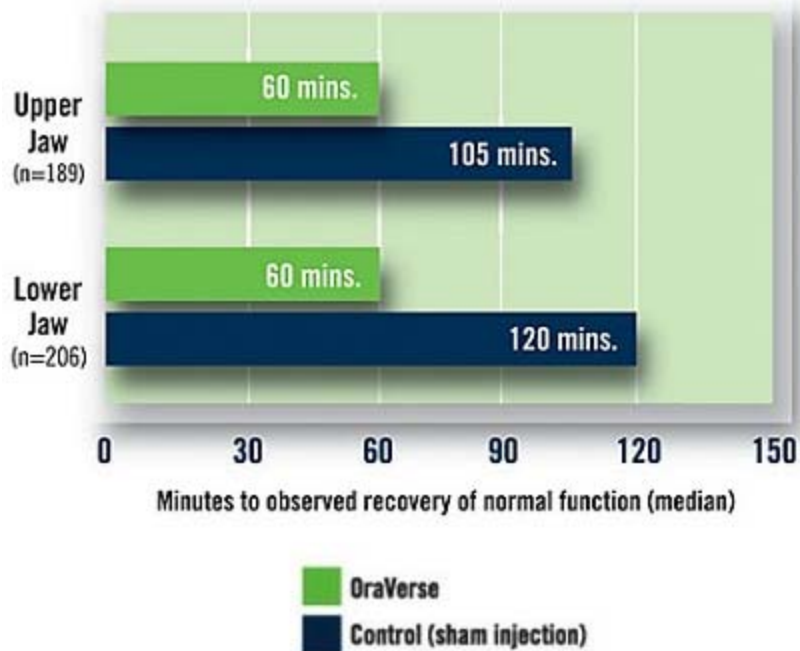
Guru Educational Software

- Teaches patients of all ages about their dental care.
- Animation sequences
- Can be loaded on Ipad or laptop to Provide education in non-traditional Settings
- Already in Spanish and English
- Able to record custom messages in any language
- Help standardize messages given by educators, promotoras



Septodont

OraVerse®
Phentolamine Mesylate



OraVerse is indicated for the reversal of soft-tissue anesthesia, i.e., anesthesia of the lip and tongue, and the associated functional deficits resulting from an intraoral submucosal injection of a local anesthetic containing a vasoconstrictor.

It is not recommended for children under 6 years of age or weighing less than 33 lbs

Patients administered OraVerse return to function twice as fast as those who are not.

Fluoride Varnishes and Sealants

So Many! So little time!

Many Manufacturers make Fluoride Varnishes and Sealants.

Most essentially good, but brand names add extra ingredients and benefits

Private label and Cost-effective choices

You determine qualities, features and performance that works for you.

Sealant Products
tested (CRA) that
showed excellent
results:

3M

Dentsply

Heraeus Kulzer

Ultradent

Voco

