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

PREVENT and CONTROL

RESTORE

Risk Factors
• Saliva
• Diet
• Lifestyle

Remineralization strategies

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
Oral Imbalance

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

- WATER: 7.0
- WATER & SUGAR: 7.0
- MILK: 6.8
- FLAVOURED MILK: 6.7
- FLAT MINERAL WATER: 5.3
- SODA WATER: 5.1
- APRICOT YOGURT: 5.1
- BEER & WINE: 4.0
- SPARKLING MINERAL WATER: 3.9
- ORANGE JUICE: 3.6
- APPLE JUICE: 3.4
- GATORADE: 3.1
- DIET COKE: 3.0
- RIBENA: 2.8
- SPRITE & FANTA: 2.7
- POWERADE: 2.7
- COCA COLA & PEPSI: 2.3
- VINEGAR: 2.2
- LEMON JUICE: 2.0
- STOMACH ACID: 2.0
- CAR BATTERY ACID: 1.0
- SWIMMING POOL ACID: 0.0

pH scale:
- More Acidic
- Neutral
- Less Acidic
Oral Health Balance

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

<table>
<thead>
<tr>
<th>Name:</th>
<th>Reference:</th>
<th>Test Date:</th>
</tr>
</thead>
</table>

| Resting saliva | | Stimulated saliva |
|----------------|-----------------|
| **Step 1** Hydration | **Step 2** Viscosity | **Step 3** pH |
| >60 secs | sticky/frothy | 5.0-5.8 |
| 30-60 secs | frothy/bubbly | 6.0-6.6 |
| <30 secs | watery/clear | 6.5-7.5 |

<table>
<thead>
<tr>
<th><strong>Step 4</strong> Quantity</th>
<th><strong>Step 5</strong> Buffering</th>
</tr>
</thead>
<tbody>
<tr>
<td>&lt;3.5 ml</td>
<td>0-5 points</td>
</tr>
<tr>
<td>3.5 ml-5.0 ml</td>
<td>6-9 points</td>
</tr>
<tr>
<td>&gt;5.0 ml</td>
<td>10-12 points</td>
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Either tick the box or write in the result, as appropriate.

Product Code: 0210-100
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”

$Ca^{2+}$

$PO_4^{3-}$
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

** Confidential GC America **
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 500,000 CFU/mL, *within only 15 minutes!*
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 $5 \times 10^5$ 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
OralDNA 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 First Nano sealant. Highest filled at 70%. Strong, wear resistant, and low viscosity.

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

Profluorid L Liquid fluoride varnish with 5% sodium fluoride and calcium 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
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
Colgate Total Toothpaste

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

Colgate Total\textsuperscript{*} 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.\textsuperscript{2,4,5}

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

Triclosan
A highly effective, broad-spectrum antibacterial agent

Copolymer
Forms a physical network that outlasts even anti-plaque therapies.\textsuperscript{2,4,5}

Dead plaque bacteria

Colgate Total\textsuperscript{*} reduces live plaque bacteria for 12 hours.
Ordinary fluoride toothpaste does not.\textsuperscript{6}

Ordinary fluoride toothpaste allows the bacteria that cause gingivitis to grow back.
Colgate Total\textsuperscript{*} reduces the plaque bacteria that cause gingivitis for 12 hours.

\textsuperscript{6}Demonstration of the sustained effect of Colgate Total\textsuperscript{*} on plaque bacteria in an in vitro study, employing a sterile model. Plaque samples were collected at baseline and after 12 hours using confocal laser scanning microscopy. plaque viability significantly decreased at 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.*

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Results of 2 separate, independent 6-month, double-blind trials with 30 participants, each using Colgate Total, compared to ordinary fluoride toothpaste; represent measurements of mean change in gingival bleeding. *P < 0.01 versus ordinary fluoride toothpaste. (Bodkin et al., 1995; Collins et al., 1995)

Colgate Total® significantly reduced supragingival plaque formation vs ordinary fluoride toothpaste.*

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The only toothpaste that is FDA-approved* and ADA-accepted to fight gingivitis.

Colgate Total® approved through the new drug application process to help prevent teeth 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.
**Velscope**

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

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

Click here for more information
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