

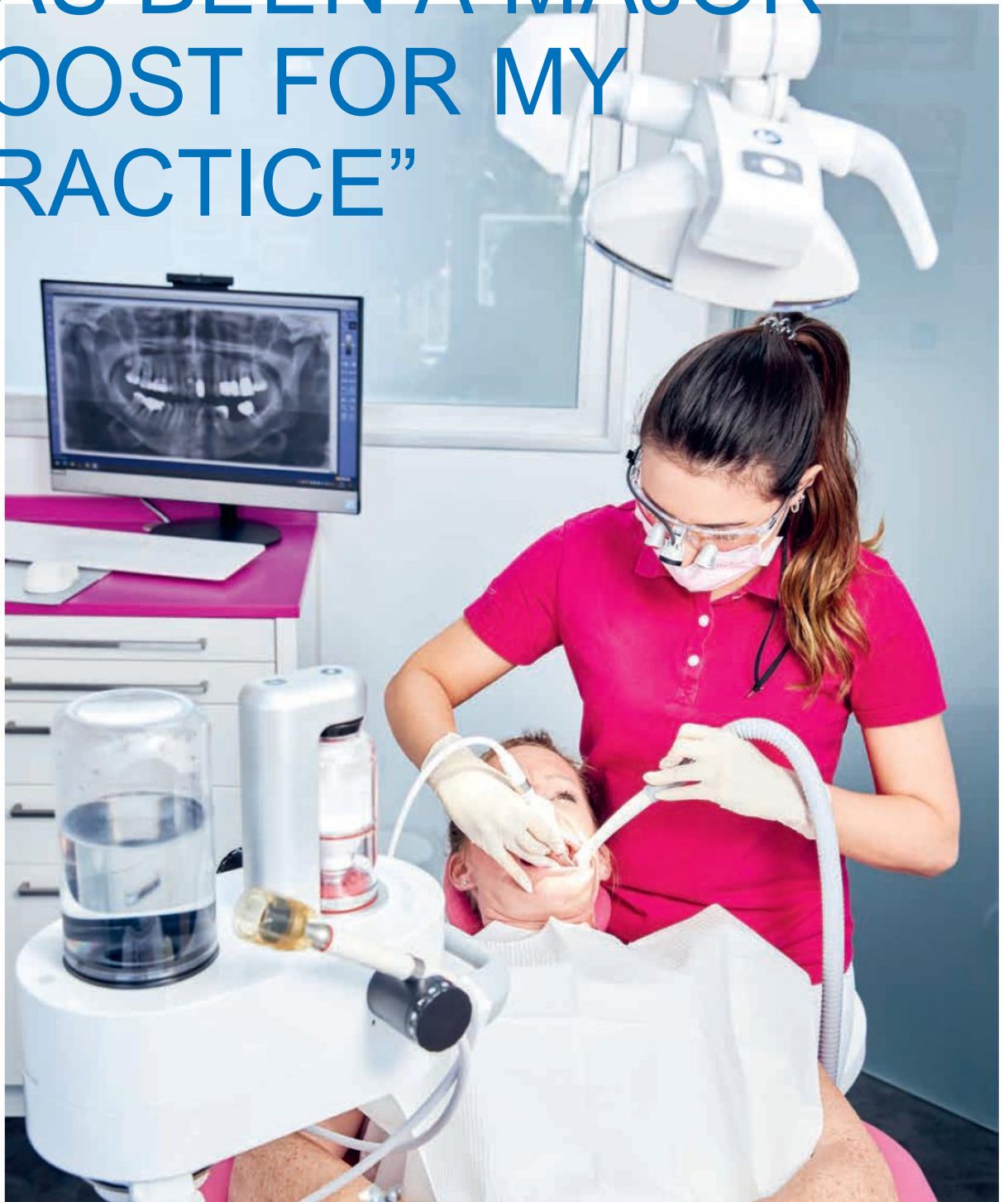
COMPACT

PREVENTION WITH A SYSTEM

Dr. Kathrin Kober has significantly raised the quality and comfort of prevention treatment in her practice.



“THE NEW CONCEPT
HAS BEEN A MAJOR
BOOST FOR MY
PRACTICE”



What good prevention means for health first of all needs to be explained to many patients.

This succeeds in Dr. Kathrin Kober's practice because every member of staff is convinced of the sense of a modern, systematic concept.



“Our clearly structured prevention protocol safeguards treatment quality.” Dr. Kathrin Kober (above) has consistently oriented her practice toward prevention. For this purpose, she has set up two new prevention rooms, with modern combination devices for professional biofilm management.

The health of her patients is Dr. Kathrin Kober's top priority. In her practice in Esslingen am Neckar, which she took over in 2014, she has therefore consistently focused on prevention, since the fall of 2020 with two new prevention rooms. Protecting against caries and periodontitis also contributes to the overall health of her patients. Dr. Kober is convinced about the need for a consistent, clearly structured protocol: "Only in this way can my trained staff and I ensure the high quality of treatment I wish to have."

In the early years, prevention for Dr. Kober and her team entailed the classic "recall hour" as prescribed by Axelsson and Lindhe. The first step was a ultrasonic and hand scaler, then an AIRFLOW® Handy with sodium bicarbonate powder for discolorations, and lastly rotating brushes and bowls with pastes. Dr. Kober's patients were not always enthusiastic: "The mechanical scalers were painful for many, the powder tasted salty, and the pastes were too abrasive and smeared the tooth and restoration surfaces. My team and I agreed that it no longer kept up with the times."

Polishing eliminated altogether

Dr. Kober opted for performing prevention treatment with Guided Biofilm Therapy (GBT). GBT is not a product, it's a clinical concept. Renowned scientists and practitioners developed it together with the Swiss Dental Academy (SDA) training institute and EMS. "Guided" means that the disclosed biofilm is the guide for tooth and mouth cleaning. Dr. Kober: "We always start with disclosing then immediately work with Airflowing. Here we use a very gentle erythritol-based powder." Studies show that this method cleans the surface down to the deepest recesses and also removes early calculus. Mechanical scalers are used less frequently afterwards and for shorter times, hand instruments hardly at all any more, according to Dr. Kober. 'Polishing' with brushes and pastes is eliminated

Modern medical prevention succeeds only with a well-trained team. That's why Dr. Kathrin Kober works closely with her coworkers.



altogether. Most importantly, Airflowing completely removes the disclosed biofilm—even interproximal and up to 4 millimeters into the sulcus. As the German product-testing and consumer advocacy organisation *Stiftung Warentest* showed with test patients, 50 percent of the biofilm remains in the

after the intensive team training in her practice by an expert from the Swiss Dental Academy. "I can say without exaggeration that GBT has been a major boost for my practice."

Dr. Kober set up her new prevention rooms in the fall of last year. Since then they have been well

Practical training convinced the whole team.

important interproximal space using the old method, for example.

The effectiveness of the GBT prevention protocol has been thoroughly scientifically proven. This is why Dr. Kober first acquired a state-of-the-art combination device for Airflowing and virtually painless piezoceramic ultrasonic debridement. But she was really only convinced

utilized. Prior to reconfiguration, she and her staff picked up information at IDS 2019, where professional prevention was offered on-site. "We simply tried it out and experienced at first hand what clinically sophisticated treatment center equipment with a feel-good concept can mean."

Primarily a medical protocol

For patients, professional mechanical plaque removal is first and foremost about beautiful, clean teeth. But according to Dr. Kober, a good prevention protocol is primarily a medical one, which can do much more than just cleaning teeth. Its eight steps, some of which are optional, can be tailored to the particular situation depending on the diagnosis (see article "Guided Biofilm Therapy - why and how" on page 8 - 9). "For example, a recall session with a periodontitis patient who is highly susceptible to inflammation is quite a different matter than in a teenager with fixed orthodontic appliances."

But what do patients say about always having their teeth stained for disclosure to begin with and no longer having their teeth polished at the end? "Our patients are enthusiastic—and almost all of them come to recall without fail." Once inflammation is under control, Dr. Kober's everyday

experience is that treatment can feel like wellness, also a result of the heated irrigation fluid. As far as disclosure is concerned, the magic word for her is “explain”. “We inform our patients that without disclosure, three times more biofilm goes unchecked. After all, they pay for good quality, and even most

New patients are informed about GBT in the first session, and many are soon convinced.

The GBT protocol also influences other necessary treatments in Dr. Kober's view. “My two dental hygienists have significantly increased the quality of prevention. For example, if I treat

Dr. Kober continues to work with Airflowing—despite COVID-19. “The German society for dental and oral medicine (*DGZMK*) has declared effective prevention and periodontal follow-up to be absolutely crucial for oral and systemic health. We don't think that's possible at a good clinical level with hand instruments and polishing pastes.”

It is clear to Dr. Kober that good suction and other measures can effectively reduce microbial load and aerosol formation. This also includes an advanced AIRFLOW® handpiece which releases significantly lower levels of aerosols thanks to the laminar flow.

Switching to the new concept has significantly raised Dr. Kober's practice revenue. COVID-19 was a damper for a short while, but since the summer of 2020 things are back on track: “GBT is the future and for us it's already the present. My patients recognize this, so they feel they're in good hands. “The best decision I could have made.”

“The best decision I could have made.”

prevention skeptics understand this quite intuitively.” Likewise, it is explained why classic polishing is superfluous or even harmful.

Many patients seeking prevention treatment come to Dr. Kober's practice on recommendation. For others, their interest in prevention is aroused by a poster in the waiting room.

patients with fillings or crowns having prepared them in this way, the mouth is free of inflammation, which significantly enhances quality.” The staff are also enthusiastic.

The new instruments can be used more ergonomically than the old ones and take the strain off your wrists, for instance.



Effectively reduce aerosol formation

Diagnose, disclose, train oral hygiene: Long-term oral health and a beautiful smile are best achieved with eye-level communication.

GUIDED BIOFILM THERAPY—WHY AND HOW

Clearly structured procedure, high patient comfort, and optimal results: Guided Biofilm Therapy enables prevention treatment based on the latest scientific research.

Oral biofilm is the most important etiological factor for caries, periodontitis and peri-implantitis, i.e., for over 95 percent of all tooth-related diseases.

Periodontal bone loss affects life quality and is the most frequent cause of tooth loss. Periodontal and peri-implant inflammation also drives up the risk of systemic diseases, such as cardiovascular and respiratory issues, arthritis and diabetes. So the future of oral medicine lies in prevention.

Besides good oral hygiene, regular professional prevention is paramount. Ever since the 'recall hour' established by Axelsson and Lindhe, this has included professional biofilm management (professional tooth cleaning) as well as individually tailored oral hygiene instruction. The recall hour was adapted to current findings with Guided Biofilm Therapy (GBT). GBT follows the PMPR recommendations and the Oral Hygiene Instructions (OHI) from the European Federation of Periodontology (EFP).

Periodontal health—for a better life!

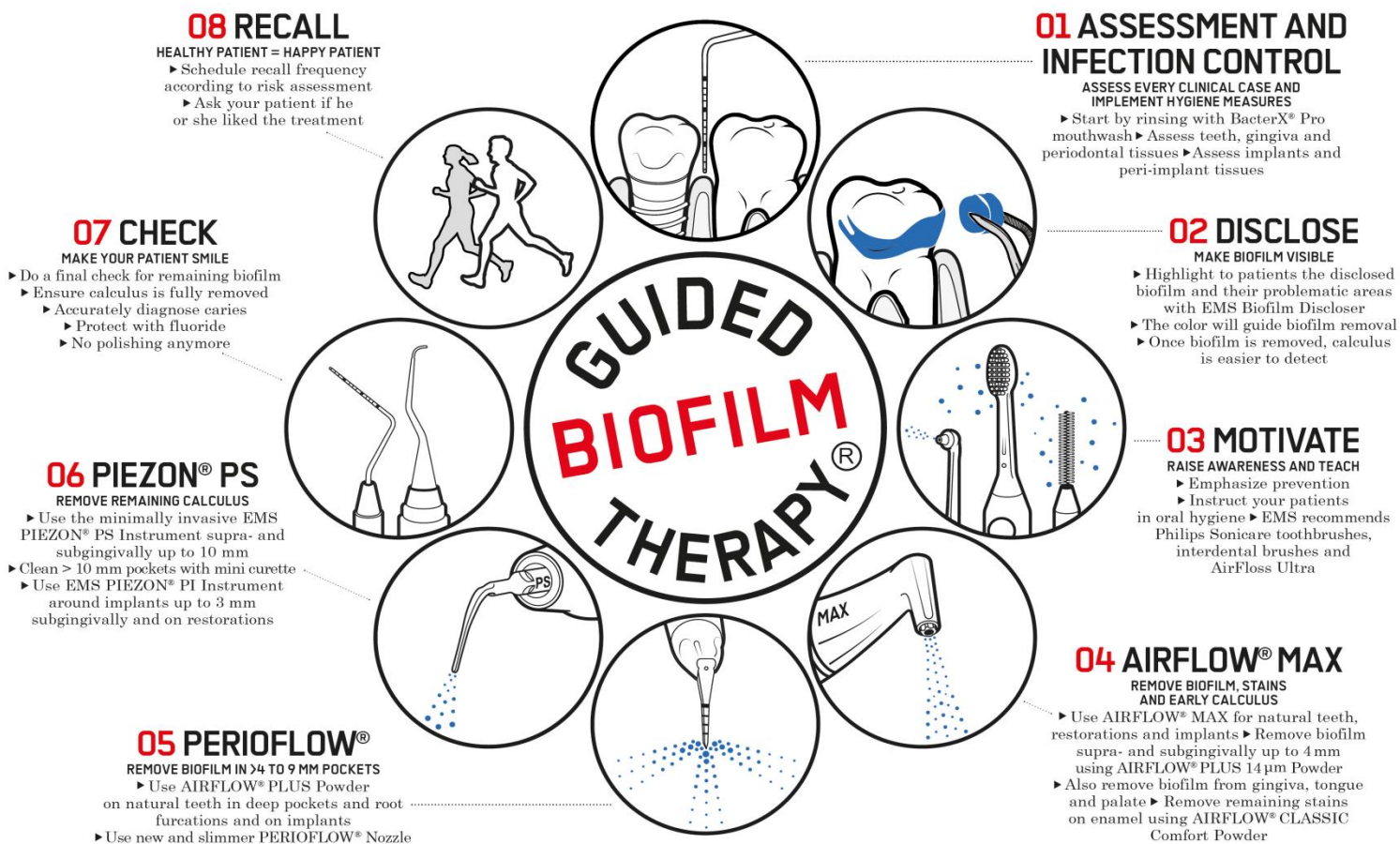
GBT was developed by practitioners and researchers working in close collaboration with EMS and is made up of eight modular treatment steps that build on one another. It is based on the patient's individual diagnosis and risk assessment to achieve optimum results for the patient's

benefit. The treatment is implemented in the least invasive manner while simultaneously ensuring a high degree of comfort and the greatest possible safety and efficiency. GBT is painless and is therefore greatly appreciated by patients—a critical factor for a good recall rate and therefore the success of the practice.

“Game changer” thanks to the latest technologies

The AIRFLOW®, PERIOFLOW®, AIRFLOW® PLUS Powder, Erythritol and PIEZON® technologies with PS Instrument have been developed by EMS in Switzerland over many years at a high level of engineering expertise. Their clinical effectiveness is documented by high-ranking published scientific studies. The latest development is the light and ergonomically optimized AIRFLOW® MAX handpiece. The controlled laminar flow significantly reduces the amount of aerosol as well as the rebound effect from the oral cavity.

The latest products geared to GBT can be found in the product section on pages 16 and 17.



Guided Biofilm Therapy (GBT) is a systematic, evidence-based protocol for oral health prevention, prophylaxis and therapy. It is designed in a modular manner and can therefore be applied to all patients according to the indication.

GBT TRAINING—FOR THE BEST RESULTS

To ensure that GBT is implemented consistently, the Swiss Dental Academy (SDA) offers various courses. Upon request, our precisely trained and experienced GBT trainers can also come to you directly in the practice and train your practice team on site.



Where to find SDA:
<https://de.sda-swissdentalacademy.com>

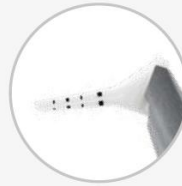
Prevention Master Class courses at Henry Schein Dental



An overview of all courses is available online:
www.henryschein-dental.de/masterclass

AIRFLOW® PROPHYLAXIS MASTER:

- New AIRFLOW® MAX Handpiece: more efficient and safer
- New PERIOFLOW® NOZZLE: even slimmer
- AIRFLOW® PLUS Powder now in the high-quality aluminum drinking bottle



Another innovation from EMS:
GUIDED LAMINAR AIRFLOW® TECHNOLOGY

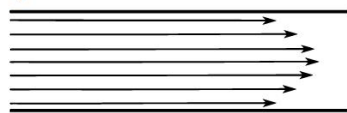


New AIRFLOWING from EMS.

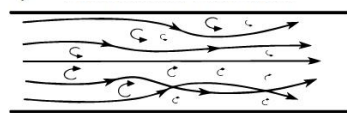
Yet another original from the inventor.

As things stand today, laminar flow (a) provides a better overview than turbulent flow (b). Aerosols can be controlled even better with the new technology and thus be reduced many times over.

a) LAMINAR FLOW



b) TURBULENT FLOW



**GUIDED
LAMINAR
AIRFLOW®
TECHNOLOGY**



The spray with patented Laminar AIRFLOW® technology is even **more efficient, more precise and faster**. It reduces aerosols to a fraction. Thanks to good suction technology, AIRFLOWING has become **even safer and more convenient** in times of COVID.

AIRFLOW® MAX SMART INTRODUCTORY KIT



PACKAGE: €
500 00



PACKAGE OFFER

- + 1x AIRFLOW® MAX Handpiece Set
- + AIRFLOW® PLUS Powder 400 g in an aluminum bottle
- + 1x Biofilm Discloser
- + 20% voucher for GBT practice training

AIRFLOW® MAX SUPER INTRODUCTORY KIT



PACKAGE: €
800 00



PACKAGE OFFER

- + 1x AIRFLOW® MAX Handpiece Set
- + 4x AIRFLOW® PLUS Powder 400 g in an aluminum bottle
- + 2x Biofilm Discloser
- + 20% voucher for GBT practice training

AIRFLOW® PROPHYLAXIS MASTER



Removal of biofilm, discoloration and early calculus, sub- and supragingival

The AIRFLOW® PROPHYLAXIS MASTER guarantees successful and high-quality Guided Biofilm Therapy (GBT). Unique ergonomics, high precision, easy maintenance! Polishers, brushes, and polishing paste can even be eliminated altogether.

Applications:

- AIRFLOW® MAX Sub- and Supragingival
- PERIOFLOW® Perio and Implants
- PIEZON® NO PAIN Sub- and Supragingival



€ **7 495 00**

AIRFLOW® PLUS POWDER



The patented erythritol-based powder is intended for both supragingival and subgingival use—in 90% of cases!

The high quality aluminum drinking bottle replaces the plastic bottle.



PROMOTION 5+1

€ **33 00**
Aluminum bottle 1x 400 g

PIEZON® NO PAIN PS INSTRUMENT



For fine scaling, Perio Slim (PS)

- Suitable for 95% of all cases
- Slim and smooth like a probe
- Linear movement and dynamic power adjustment for the intact tooth surface and intact soft tissue, minimally invasive for the cementum
- Always buy the original—never a copy
- An application with PS only costs around 10 euro cents.



PROMOTION 5+1

€ **99.90**