

2019 SUMMER PROMOTIONS



Dental Office Design:
**CHOOSING
EQUIPMENT**

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The Fundamentals
of Dental Practice
Success

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KANSAS CITY

ST. LOUIS

DENVER

DES MOINES

OMAHA

SPRINGFIELD

WICHITA

GOETZE
d e n t a l

FEATURED PRODUCTS

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By 3M

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ADVANCEDENTAL

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NOW AVAILABLE!

Advance Dental Products by
Goetze Dental

SUMMER PROMOTIONS

JULY 01 - SEPTEMBER 30

FOUR EASY WAYS TO ORDER

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PLEASE NOTE:

Goetze Dental is not responsible for any typographical errors in the price or descriptions of items featured in this flyer. Prices subject to change due to manufacturers' price increases. Visit goetzedental.com/your-resources for the most up-to-date pricing.

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desktop ordering application



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e-commerce ordering option



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OUR PLEDGE

— TO THE —

PRIVATE PRACTICE

100% of our energy and resources will continuously center on the products and services we offer to the privately held dental practice through integrity, education, innovation, and customer service.

We stand united with the artists, the scientists, and the explorers of the dental community, whose sole interest of providing exceptional patient care never fades.

SERVICES

Goetze Dental

A Family Tradition of Excellence

Totally transparent pricing >>

Unbeatable selection >>

Excellent service >>

UPS Next day dental supply shipping to most locations >>

Your source for all Quala products >>

Goetze Dental is a family-owned business serving practices just like yours since 1884.

We proudly serve over 10,000 dentists in nine Midwestern states and our centrally

located Kansas City distribution center allows us to ship supplies to most practices within one day. Visit your local showroom to see the latest offerings of equipment and technology. The Kansas City showroom has the largest selection in the Midwest.

+ DENTAL SUPPLIES

Authorized dealer for over 300 top dental supply brands



Four Easy Ways to order:

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- >> Fax: 800.552.7791
- >> Phone: 800.692.0804
- >> GoetzeOnline.com

+ EQUIPMENT & TECHNOLOGY

Experienced Dental Equipment Specialists and Technology Technicians are masters at integrating software, hardware, dental equipment and dental technology.

- >> 2D & 3D Radiography
- >> CAD/CAM
- >> Cabinetry
- >> Caries Detection
- >> Chairs
- >> Compressors and Vacuum Systems
- >> Delivery Units
- >> Digital Impressioning
- >> Digital Sensors
- >> Handpieces
- >> Intraoral Cameras
- >> Lighting
- >> Servers & Workstations

— AUTHORIZED DEALERS —



+ REPAIR SERVICE

- 1:1 ratio of Service Technicians to Outside Sales Representatives
- All Service Technicians are factory trained
- Handpiece Repair Department - call for FREE handpiece repair kit
- Large inventory of rental equipment including the largest inventory of rental sterilizers

+ DESIGN SERVICES

- Experienced, full-service design and installation teams will help build your dream office or update your existing space
- Partnered with a number of leading dental practice architects and contractors in the Midwest

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800.692.0804

since 1884

Advancing the Quality of Dental Care Products



Advance
Dental Products Available Soon!

- Multi-Use **Diamonds**
- Single-Use **Diamonds**

Please contact your Goetze Dental sales representative for more details on future Advance Dental Products!



Topical Anesthetic Gel

Contains 20% Benzocaine for maximum strength pain relief while fast working to quickly relieve patient discomfort. Available in six great tasting flavors.

Bottle 1oz

Cherry.....	575018
Mint.....	575019
Piña Colada.....	575020
Bubble Gum.....	575021
Strawberry.....	575022
Raspberry.....	575023

Ea \$6.75



Premium Non-Woven Sponges

- Unique rayon/polyester blend
- Provides maximum absorbency
- Less adhesion to wounds for faster healing
- Soft, Smooth, Strong, Virtually lint free
- Ideal for sustained patient use, disinfecting, general cleaning
- 4 ply non-sterile

2" x 2"

Case/5000.....	097805
Ea \$75.00	

4" x 4"

Case/2000.....	097837
Ea \$90.66	



Lidocaine HCl 2%

with Epinephrine 1:100,000

Features:

- No-methylparaben formulation to avoid allergic reactions on sensitive patients.
- 100 percent latex free components to help reduce allergic responses.
- Terminal sterilization of product/cartridges for safe use.

Box/50.....	577673
Ea \$40.00	



Plastic Cups

Horizontal embossed grip for easier dispensing and holding. Double rolled lip for easy separation. Can be used with any 5oz dispenser.

5oz Cups Case/1000

Blue.....	191885
Dusty Rose.....	191880
Silver Gray.....	191887
White.....	191880

Ea \$28.45



Both Econoback and Polyback Towels come in a wide variety of colors!

Econoback Towels 3-Ply

Highly absorbent tissue specially treated to enhance wet strength and tear resistance, and a bonded layer of poly film. Reinforced edge to provide strength for Towel clips.

2-ply tissue with 1-ply poly (3 ply bibs)

19" x 13" - Case/500

Aqua	198252
Beige.....	198257
Blue	198260
Dusty Rose.....	198266
Green	198254
Lavender.....	198263
Peach.....	198264
Silver Gray.....	198268
White.....	198255
Yellow	198261

Ea \$30.71

Polyback Towels 4-Ply

Highly absorbent tissue specially treated to enhance wet strength and tear resistance, and a bonded later of poly film. Reinforced edge to provide strength for Towel clips.

3-Ply tissue with 1-ply poly (4 ply bibs)

19" x 13" - Case/500

Aqua	198269
Beige.....	198270
Blue	198275
Dusty Rose.....	198292
Green	198280
Lavender.....	198282
Peach.....	198288
Silver Gray.....	198294
White.....	198285
Yellow	198290

Ea \$34.39



HEAVY
weight paper!



Bracket Tray Covers

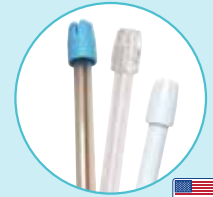
Heavy weight paper impedes the flow of moisture, minimizing liquid seep-through, protecting the covers and unit beneath the tray.

Ritter- "Size B" (8.5" x 12.25")

Box/1000

Blue	198350
Dusty Rose.....	198347
Green	198422
Silver	198358
White.....	198360

Ea \$29.32



Saliva Ejectors

Provides optimal suction without aspirating tissue using a unique wire-reinforced tube, which maintains any desired configuration. Latex Free



Pkg/100

White / White tip.....	197510
Clear / Blue Tip.....	197508

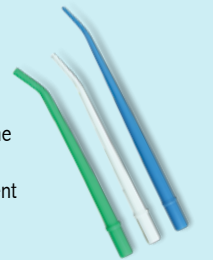
Ea \$4.68



Air/Water Syringe Tips

- Rounded edge for maximum patient comfort
- Convenient dispenser bottle keeps work area clear and assists in preventing cross-contamination
- Rounded non-scratch end to minimize wear and tear of O-ring in hand piece

Bag/250..... 576916
Ea \$27.64



Surgical Aspirator Tips

- Designed to fit all high-volume evacuation systems
- 30° angle for maximum patient comfort
- Made of rigid opaque plastic

Bag/25

1/8" White	576914
1/4" Green	576915

Ea \$5.99



Combo Tip Evacuators (HVE)

Double-ended design with both a vented and non-vented end on the same tip. Latex Free



Pkg/100..... 198174
Ea \$7.26



Nitrile Gloves

Powder-Free

Advance nitrile gloves are soft, flexible and resilient, lightweight but strong, conforms to your hand. These latex-free, powder-free gloves offer the most natural fit available in the market today.

Box/300

X-Small.....	575044
Small.....	575045
Medium.....	575046
Large.....	575047
X-Large.....	575048
	Ea \$14.74

Chloroprene Gloves

Powder-Free

Advance CR Aqua Chloroprene exam gloves are made from non-latex, polychloroprene synthetic polymer and offer all of the benefits of latex, but none of the allergen problems associated with latex. Textured finish provides excellent wet or dry gripping ability. Aqua color.

Box/200

X-Small.....	575257
Small.....	575258
Medium.....	575259
Large.....	575260
X-Large.....	575261
	Ea \$13.99

General Purpose Cleaner

Non-ammoniated concentrated liquid formula employs surfactants and anti-corrosive additives to safely and thoroughly clean instruments prior to sterilization. Phosphate-free.

Gallon.....	575655
	Ea \$19.75

Tartar & Stain Remover

Powerful, ready-to-use ultrasonic solution to remove stains from dentures, partials, appliances. Also removes temporary cement.

Gallon.....	575656
	Ea \$19.75

Temporary Cement Remover

Strong ready-to-use ultrasonic solution to remove temporary cement.

Gallon.....	575657
	Ea \$19.75

Premium Level 1 Earloop Mask

Procedural mask with soft white facial tissue inner layer, fluid resistant outer facing, and a front (outside) earloop attachment to eliminate potential irritation. Filtration efficiency of 99.5% at 1 micron. Latex Free.

Box/50

Blue.....	195215
Pink.....	195220
Lavender.....	195018
	Ea \$8.83

Self-Sealing Autoclave Pouches

Autoclavable self-sealing, blue tinted, see-through pouches. Easy-to-read color changing arrows are indicators for chemical vapor, steam or gas sterilization. Utilizes a triple seal plus a fourth "Secure Seal" at the chevron.

Box/200

2.25" x 4".....	57685	
	Ea \$9.24	
2.75" x 9".....	575073	Ea \$11.20
3.5" x 5.25".....	575074	Ea \$11.72
3.5" x 9".....	575075	Ea \$11.14
5.25" x 10".....	575077	Ea \$16.14

Economy - Box/500

3.5" x 9".....	575076
	Ea \$27.04





Easy removal
with no residue
left behind!



Light Handle Cover

Specially designed barriers effectively cover equipment with near custom fit.

Box/500 T-style

4"x5¾" **575327**
Ea **\$13.75**

Syringe Sleeve

Syringe sleeves have pre-cut openings for easy application. Made of clear poly material that protects instruments from cross-contamination.

Box/500

2½"x10" **575326**
Ea **\$9.95**

X-Ray Cover

Specially designed barriers effectively cover equipment with near custom fit.

Box/250

15"x26" **575328**
Ea **\$21.95**

Chair Cover

Tapered design conforms neatly to patient chairs, covering chair back.

Box/225

27½"x24" **575324**
Ea **\$23.48**

Tray Sleeve

Back-flip closure ensures tray is completely covered
Made of a clear poly material that protects tray from cross-contamination.

Box/500

10½"x14" **575325**
Ea **\$16.95**

Universal Cover Film

4"x6" perforated sheets with non-adhesive side edges for easy removal. Specially formulated adhesive leaves no residue behind. Helps to prevent cross-contamination. Convenient dispenser box contains 1 roll of 1200 perforated 4"x6" sheets.

Roll/1200

Clear **575330**
Blue **575329**
Ea **\$14.95**

Temporary C & B Material 10:1 Ratio

Syringeable bis-acryl composite for chairside provisional restorations. Available in 3 shades: A1, A2, A3. All are delivered in 76g (50mL) cartridges designed to fit on a 10:1 style automix gun. Ten waste saver tips are included per kit.

50mL Cartridge with 10 tips

A1 **575295**
A2 **575296**
A3 **575297**
Ea **\$83.07**



Denture Boxes

- One-piece "hinged" lid provides easy access to contents inside
- Sturdy, colorful plastic helps protect dentures from damage
- Deep soaking well fits both uppers and lowers at the same time
- Flat bottom provides area for writing "Return in found" information
- Assorted colors 3¾" x 3" x 2⅜"

Pkg/12 **577907**
Ea **\$13.19**

Retainer Boxes

- Clamshell design with easy to open/close "snap-lock"
- Sturdy, colorful plastic helps protect retainer from dust and damage
- Vented top and bottom holes allow box to "breathe"
- Flat bottom provides area for writing "Return if found" information
- Assorted colors 3" x 3⅜" x 1⅞"

Pkg/12 **577908**
Ea **\$12.12**





Ideal For:

- Occlusal registration
- Copying transfers
- Primary impressions with bite trays



High Performance Bite Registration Material

Formulated to have a light, mousse-like consistency ideal for occlusal registration, copying transfers and primary impressions with bite trays. Our material has excellent durometer or hardness preventing distortion in disposable trays, specifically the 'triple trays. Unique our Bite Registration approaches zero resistance allowing for unmodified natural movement of the jaw. The non-flowing, thixotropic formula stays in place and will not drip, run, or sag.

Bite Registration Kit w/Tips - 50ml
Each pack contains (2) 50ml cartridges & (6) 6.5mm mixing tips

Regular Set

Work Time 2:00 Intraoral Set 1:00
Unflavored **575100 Ea \$26.20**

Fast Set

Work Time 0:30 Intraoral Set 1:00
Unflavored **575101 Ea \$26.20**
Vanilla **575102 Ea \$26.20**

Super Fast Set

Work Time 0:30 Intraoral Set 0:30
Unflavored **575099 Ea \$26.20**
Vanilla **575103 Ea \$26.20**

Rigid Bite - Fast Set

Unflavored **575104 Ea \$26.20**

Clear Bite - Fast Set

Unflavored **575105 Ea \$27.95**

Multi-Color Disposable Impression Trays

Perforated

- Disposable premium impression trays made of high quality, rigid, transparent plastic
- Strategically perforated trays allow easy modification with dental bur to accommodate implants
- Can be heated and molded for a custom fit
- Bright color-coded body for quick and easy identification during procedure
- Easy to apply I.D. labels included in every bag
- Non-sterile

Large Perforated Yellow - Bag/12

#1 - Upper **575279**
#2 - Lower **575280**

Medium Perforated Blue - Bag/12

#3 - Upper **575281**
#4 - Lower **575282**

Small Perforated Orange - Bag/12

#5 - Upper **575283**
#6 - Lower **575284**

Quadrant Perforated Green - Bag/12

#7 - UL/LR **575285**
#8 - UR/LL **575286**

Anterior Perforated Pink - Bag/12

#9 - Upper **575287**
#10 - Lower **575288**

Assorted Perforated

Bag/12 **575289**
Ea **\$4.25**

Premium 3 Way Impression Bite Trays

Color Coded

- Disposable Advance bite trays precisely capture the master impression, counter impression, and bite registration in one procedure
- Rigid frame with nylon webbing to ensure accurate bite
- Ergonomically designed thumb grip aids in placement and removal
- Patent Pending grooves provide superior material retention

Box/12

Posterior (Blue) **575277**
Sideless (White) **575275**
Anterior (Purple) **575276**
Quadrant (Yellow) **575274**
Assorted Sizes **575278**
Full Arch (Pink) **575273**
Ea **\$6.75**



Peppermint Flavor



Pulp Vitality

Refrigerant Spray

For use of thermo testing tooth vitality.
Peppermint Flavor



6oz Spray **575267**
Ea **\$17.90**

Advance dental products carry our 100% no-questions-asked, money-back guarantee. We want you to be completely satisfied with your purchase of Advance dental products. If for any reason you are not completely satisfied with an Advance dental product, we will completely refund your purchase price.



Pre-bent Multipurpose Dispensing Tips

Dispensing Tips are pre-bent to the proper angle and have a blunt end for patient comfort. Great for placing sealants, etchants, cements and other flowable materials. Secure Luer lock, universal color coding for easy identification



Tips - Pkg/100

18ga - Pink.....	575290
(Cavity liners, Bases & Composites)	
20ga - Yellow.....	575291
(Composites & Sealants)	
20ga - Black.....	575292
(Composites & Cements)	
22ga - Gray.....	575293
(Sealants, Etchants & Cements)	
25ga - Blue.....	575294
(Etchants)	
Ea \$8.12	

Etching Gel 37% Phosphoric

Formulated for maximum working and handling characteristics.



Syringes (1.2ml) with 12 Tips	
Pkg/4.....	577676
Ea \$11.84	

Syringes (1.2ml) with 25 Tips	
Economy Pkg/12.....	577677
Ea \$30.44	

Syringes (25ml) with 50 Tips	
Jumbo Pkg/2.....	577679
Ea \$36.50	

Pre-bent Tips (25ga) - Blue	
Pkg/20.....	577681
Ea \$8.50	

3cc Empty Refillable Syringes	
Pkg/5.....	577678
Ea \$12.50	



Fluoride Trays

Fluoride trays are color-coded for easy identification and are disposable for your convenience. The Single Arch trays are made of soft, light foam for patient comfort and have a convenient handle for easy placement and removal. The Dual Arch trays have a fill line that helps reduce gel overflow and have locking handles for easy placement and removal.

Single Arch - Pkg/100

Small.....	575028
Medium.....	575029
Large.....	575030
Ea \$39.99	

Dual Arch - Pkg/100

Pedo.....	575024
Small.....	575025
Medium.....	575026
Large.....	575027
Ea \$39.99	



Propyl Paste

Mint w/Fluoride - Box/200

X-Coarse.....	575114
Coarse.....	575113
Medium.....	575107

BubbleGum w/Fluoride - Box/200

Coarse.....	575115
Medium.....	575108
Fine.....	575112

Raspberry w/Fluoride - Box/200

Coarse.....	575117
Medium.....	575116

Assorted w/Fluoride - Box/200

Coarse.....	575110
Medium.....	575109
Ea \$24.99	



Disposable Prophyl Angles

Latex Free

Straight-body style in pink with a webbed cup that is soft and latex-free. This angle features a screw-type cup, allowing for stability. Fits comfortably and securely in the hand for hard-to-reach areas, while maintaining a favorable paste-holding capacity.

Soft Gray Cup

Box/100.....	575078
Ea \$44.99	
Box/500.....	575079
Ea \$184.99	

Firm White Cup

Box/100.....	575080
Ea \$44.99	
Box/500.....	575081
Ea \$184.99	





**Advance Technical
Adult 30 Tuft**

Assorted: 4 assorted colors

Box/72..... **578066**
Ea **\$45.12**



**Compact Super Row Bristles
Adult 35 Interdental Cut Tuft with
Super Grip**

Assorted: Dark Purple, Dark Blue, Teal, Orange

Box/72..... **578067**
Ea **\$32.30**



**FlexBrush Clean
Adult 40 Tuft Interdental Cut**

Assorted: Dark Blue, Red, Dark Green, Yellow

Box/72..... **578062**
Ea **\$30.88**



**Super Tip Bristle
Adult 38 Tapered Tuft**

Assorted: Yellow, Red, Dark Blue, Dark Green

Box/72..... **578063**
Ea **\$32.50**



**Advance Compact Micro Tip
Adult 33 Tuft**

Assorted: Blue, Green, Pink, Purple

Box/72..... **578068**
Ea **\$47.50**



**Dual Action Ergo Grip
Gum Stimulator and Tongue Cleaner
Adult 36 Tuft**

Assorted: Dark Pink, Bright Blue, Vibrant Green, Orange

Box/72..... **578069**
Ea **\$32.30**



**Criss-Cross Easy Grip
Adult 41 Tuft**

Assorted: Bright Purple, Bright Blue, Green, Dark Pink

Box/72..... **578070**
Ea **\$32.30**



**Compact Opaque Straight
Handle
Adult 35 Soft Rounded Tuft**

Assorted: Purple, Dark Blue, Dark Green, Orange

Box/72..... **578065**
Ea **\$47.50**

YOUTH BRUSHES



**Ladybug Grip
Infant 24 Soft Tuft**

Assorted: 4 assorted colors

Box/72..... **578061**
Ea **\$29.26**

YOUTH



**Advance Color Youth
Age 8+ 32 Tuft**

Assorted: Two Tone colors

Box/72..... **578060**
Ea **\$32.38**

YOUTH



**Child's Sparkle Ergo Grip
Ages 5-7 27 Rounded Tuft**

Assorted: 5 assorted two-tone colors with sparkles

Box/72..... **578059**
Ea **\$31.45**

YOUTH



**Clear Grip with Indicator
Adult 38 Tuft**

Assorted: Blue, Dark Green, Orange, Bright Purple

Box/72..... **578057**
Ea **\$47.50**



**Triple Action Sport Grip
Adult 32 Tuft Interdental with
Tongue Cleaner and Power Tip**

Assorted: Green, Purple, Red, Blue

Box/72..... **578058**
Ea **\$37.38**



Advance BASIC Great Value on Everyday Products!

BASIC Non-Woven Sponges

- Soft, viscose/poly blend, non-woven material for increased patient comfort.
- Economical alternative to cotton.
- No chemical additives to avoid allergic reactions.
- Non-sterile



Non-Sterile - 2" x 2"
Case/5000..... **575070**
 Ea **\$39.99**

Non-Sterile - 4" x 4"
Case/2000..... **575071**
 Ea **\$43.99**

BASIC Bracket Tray Covers

High quality paper tray cover.



Ritter - Size "B"

(8.5" x 12.25") Case/1000
 White..... **561033**
 Ea **\$24.86**

BASIC Level 1 Earloop Face Mask

Level 1 protection for low-risk procedures. Ideal for patient appointments and exams.



- Inner and outer layer constructed for fluid resistance, with ultrasonically sealed, soft, stretchy, latex-free earloops for superior comfort.
- Adjustable nosepiece for custom fit and easy breathing.

Level 1 Mask - Box/50
 Blue **575007**
 Pink..... **575006**
 Lavender..... **575008**
 Ea **\$6.25**

BASIC Level 3 Earloop Face Mask

Level 3 Mask - Box/50
 White..... **575009**
 Ea **\$8.50**

BASIC Cotton Rolls

Pliable, non-linting super absorbent rolls made from 100% cotton. They do not adhere to mucous membranes and will retain their shape and strength when wet.



Non-Sterile #2 Medium
Case/2000..... **577297**
 Ea **\$18.75**

BASIC Self-Sealing Sterilization Pouches

- Dual External Indicators, Built-in Internal Indicator
- Blue-Tinted, Transparent Film
- Triple Seal & Heat Processed
- Wide Self-Seal Adhesive Strip



Box/200
 2.25" x 4" **576806**
 Ea **\$5.99**

2.75" x 9" **576807** Ea **\$9.99**
 3.5" x 5.25" **576811** Ea **\$10.48**
 3.5" x 9" **576812** Ea **\$9.75**

5.25" x 10" **576814**
 Ea **\$14.25**

7.5" x 13" **576815**
 Ea **\$37.50**

Economy Pkg/1000
 2.75" x 9" **576809** Ea **\$45.75**
 3.5" x 9" **576813** Ea **\$46.50**

Basic Curved Handle Adult 38 Soft Tuft Rounded

Assorted: Dark Blue, Dark Purple, Dark Green, Orange
Box/72..... **578056**
 Ea **\$28.14**



Basic Compact Head Straight Handle

Young Adult 26 Soft Tuft
 Assorted: Orange, Red, Dark Blue, Aqua
Box/72..... **578053**
 Ea **\$27.08**



Basic Child's Curved Handle Ages 3-5 23 Soft Tuft

Assorted: Red, Green, Blue, Purple, White
Box/72..... **578055**
 Ea **\$20.00**



Basic Straight Handle Adult 39 Rounded Tuft

Assorted: Red, Dark Blue, Dark Purple, Dark Green
Box/72..... **578054**
 Ea **\$25.71**



Basic Twist Compact Adult 27 Tuft

Assorted: Red, Green, Blue, Purple
Box/72..... **578064**
 Ea **\$29.26**



Advance BASIC GREAT VALUE on Everyday Products!





Sutures

Super sharp siliconized needles for repeated passage through tissue. Needles are drilled-end to ensure smooth transition from the needle to the material and maximizes the needle attachment strength. Packaged in a double sterile pouch for sterile transfer, in color-coded suture boxes with a front dispenser. Packaged 12 per box.

Silk = Light Blue, Chromic Gut = Beige, Plain Gut = Yellow

18" Plain Gut Sutures with Needle

Needle Style	Needle Code	Suture Code	Usage	Material	Needle Description	Suture Size	Suture Length	Item #
	C-6	AD00071 591B	Absorbable	Plain Gut	3/8 circle -19mm reverse cut	4/0	18"	575058
	C-31	AD00065 594B	Absorbable	Plain Gut	1/2 circle -24mm reverse cut	3/0	18"	575056

Ea \$32.65

18" Chromic Gut Sutures with Needles

Needle Style	Needle Code	Suture Code	Usage	Material	Needle Description	Suture Size	Suture Length	Item #
	C-6	AD00558 558B	Absorbable	Chromic Gut	3/8 circle -19mm reverse cut	4/0	18"	575061

Ea \$40.54

18" Silk Braided Sutures with Needles

Needle Style	Needle Code	Suture Code	Usage	Material	Needle Description	Suture Size	Suture Length	Item #
	C-6	AD00066 781B	Non - Absorbable	Silk - Black Braided	3/8 circle -19mm reverse cut	4/0	18"	575057
	C-6	AD00072 784B	Non - Absorbable	Silk - Black Braided	3/8 circle -19mm reverse cut	3/0	18"	575059
	C26	AD00062 778B	Non - Absorbable	Silk - Black Braided	1/2 circle -15mm reverse cut	3/0	18"	575053
	C-31	AD00064 785B	Non - Absorbable	Silk - Black Braided	1/2 circle -24mm reverse cut	3/0	18"	575055

Ea \$27.57

27" Plain Gut Sutures with Needles

Needle Style	Needle Code	Suture Code	Usage	Material	Needle Description	Suture Size	Suture Length	Item #
	C-6	AD00822 554B	Absorbable	Plain Gut	3/8 circle -19mm reverse cut	3/0	27"	575065

Ea \$33.19

27" Chromic Gut Sutures with Needles

Needle Style	Needle Code	Suture Code	Usage	Material	Needle Description	Suture Size	Suture Length	Item #
	C-6	AD00636 559B	Absorbable	Chromic Gut	3/8 circle -19mm reverse cut	3/0	27"	575064
	C-6	AD00635 560B	Absorbable	Chromic Gut	3/8 circle -19mm reverse cut	4/0	27"	575063

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Standard Operatory: **FG** - Friction Grip **RA** - Right Angle **SS** - Short Shank **HP** - Hand Piece

	Round					Pear				Inverted Cone			Straight/Flat End Plain		Straight/Flat End Cross Cut		
SIZE	1/2	2	4	6	8	2P	4P	330	332	33 1/2	35	37	56	57	556	557	558
FG 10PK		575222	575223	575224	575225			575221			575219						575217
FG 100PK		575165						575159			575162		575163	575164	575160	575161	
RA 10PK		575178	575177	575176	575175												
RA 100PK		575154															
FG SS 10PK								575227									575226
FG SS 100PK								575215									

	Straight Round End Plain	Straight/Round End Cross Cut	Taper Flat End Plain	Taper Flat End Cross Cut	Amalgam Prep	Metal Cutter				Surgical Length							
SIZE	1157	1557	1558	169	701	245	2	330	557	1557	2	4	6	557	558	701	702
FG 5PK											575211	575212	575213	575214		575208	575210
FG 10PK		575155			575218	575220	575173		575174								
FG 100PK						575158	575172	575171		575170							
FG SS10PK																	
FG SS 100PK																	

	Trimming and Finishing																
SIZE	7006	7008	7204	7379	7404	7406	7408	7642	7664	7802	7803	7901	7902	7903	8404 20 Blade	9006 30 Blade	9008 30 Blade
FG 5PK	575202				575204	575205	575200			575199	575198	575197	575196				

	Trimming and Finishing			
			Safe End	
SIZE	9406	9903	SE 9-10 10 Blade	SE 9-20 20 Blade
FG 5PK	575194	575195		

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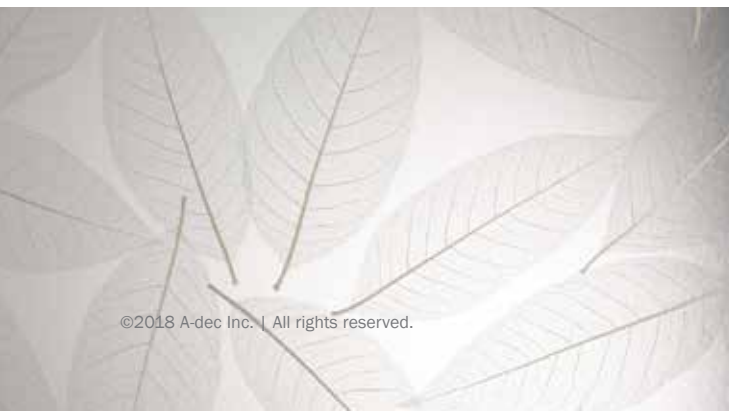
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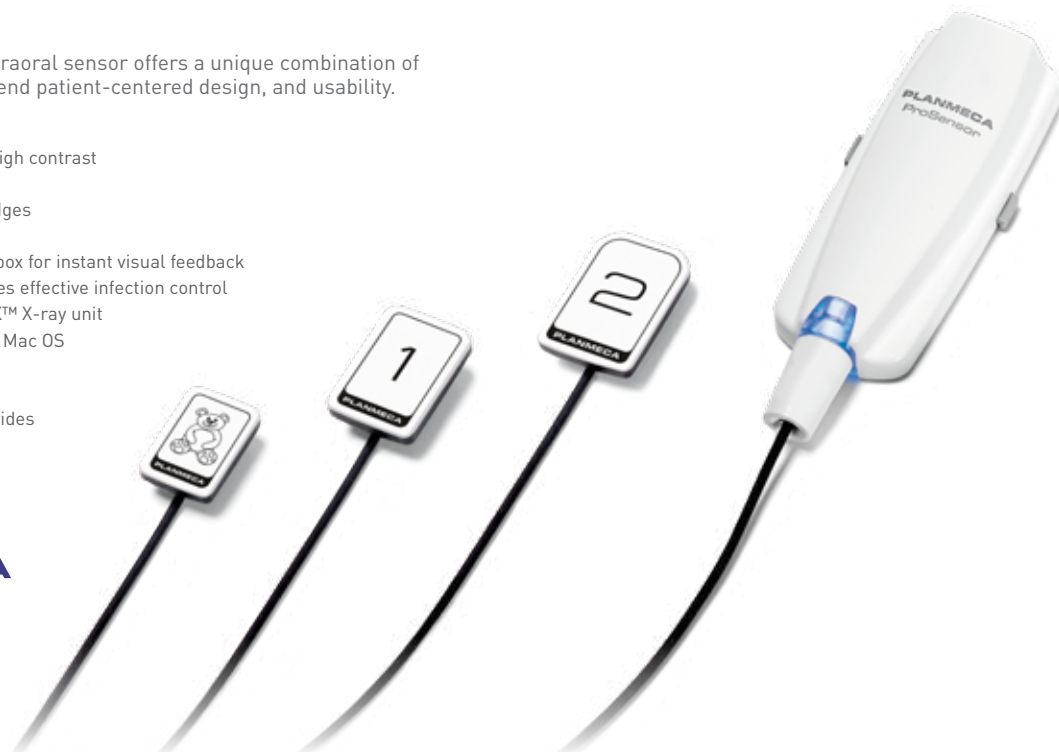
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Dental Office Design: **CHOOSING EQUIPMENT**

BY INGA PAUL,
SENIOR INTERIOR DESIGNER

The importance of dental equipment is obvious; these are the tools you use every day to serve your patients and run your practice. With the advances in dental technology and diagnostic tools, there are more choices now than ever before. As you plan your new practice, now is the time to evaluate your current equipment and compare it against new options.

Things to Consider When Buying Dental Equipment

When planning a dental office design project, there are endless questions to navigate about equipment:

- How can I calculate my return on investment for new equipment?
- Which manufacturers carry lines that fit my vision, goals, and budget?
- Is there new equipment available today that would help me better serve my patients?

Your Goetze Dental Equipment Specialist will guide you through all of your questions and more. Here are some of the things to consider when buying dental equipment.

What Equipment and Technology are Available Today?

For most doctors, the first step when choosing equipment is to learn what types of equipment and technology are available today. If you have never actively searched for equipment— or it has been more than a few years since the last time you did— the variety of options may astound you. There are several high-quality brands that each carry multiple lines of every piece of equipment.



Above: This operator received new A-dec equipment.

It's not just the variety that is amazing; new equipment has opened the door to brand new services and unprecedented ease-of-use. From CAD/CAM milling to provide same-day restorations to 3D radiography, doctors can manage all of their services on a single platform that ensures everything works together seamlessly.

Equipment Audit and Analysis

After exploring the full range of equipment options, conduct an audit and analysis of your existing equipment. The purpose is to find inefficiencies in the way you currently run your practice. Inefficiencies could stem from old, slow equipment, or the way you perform specific procedures.

Often (and especially when a doctor is first starting their career), procedures are adapted to the equipment they have available. In your new office, you can choose equipment based on the way you want to practice.

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DESIGN GUIDE AT GOETZEDENTAL.COM

Existing Equipment vs. Investing in New Equipment

Decisions around investing in new equipment may feel overwhelming. Delaying your investments could keep money in your pocket now, but sticking with your current equipment might cost you in other ways:

- **Repairs.** Old equipment will cost you money every time you have to call for maintenance, not to mention the cost of downtime for your practice.
- **Inefficiencies.** Some of your old equipment might be slowing you down without you even knowing it. New developments in technology provide an enhanced patient experience and improve diagnostic and treatment capabilities.
- **Limited Services.** If you want to start offering higher value services like implants and same-day crowns, you will need new equipment that enables these procedures.

- **Lack of Uniformity.** Having different sets of equipment in each operatory will make it harder for your team to do their job. This could also lead to a higher rate of errors and mistakes.
- **Ergonomics.** Many manufacturers have invested in a deep understanding of the ergonomics of how you work. New equipment, designed with your health in mind, can improve your well-being and extend your career.

If your current equipment is still in good shape and not costing you in any of these subtle ways, then you should feel comfortable incorporating it into your new facility. For chairs and stools, reupholstery options are available to help match the new aesthetic.

Still, many doctors choose to purchase new equipment for the look and feel of a brand new office. The choice is yours, but your equipment specialist will be there to help you along the way.



Left: Midmark M11 Sterilizers and SciCan Statim Fast Sterilizers complete this pediatric sterilization area.



Top Left: Space was created for this Planmeca ProMax 2D S3 when this new office was built.

Lower Left: Midmark Elevance Chairs complete this operatory.

Budget

Do you have a specific budget for your new office? Just like purchasing a vehicle, there is a wide range of quality and pricing options. Your equipment specialist can help you identify equipment that fits into your price range, taking a holistic approach to where equipment fits in your vision, goals, and overall scope of the project. Read more about financing new equipment here!

Career Goals and Exit Strategy

While it might not seem relevant at first, your end game does play a role in your equipment choices. Do you see yourself working for 25 more years and then passing your practice down to a child? Alternatively, are you at the end of your career and plan to sell in five years?

These two exit strategies change the equation when buying equipment. If you find yourself in the first camp, then you probably want equipment with longevity and optimum lifetime cost-of ownership. If you're in the latter, you might choose equipment that immediately increases the value of your practice.

Getting Started

Equipment for your new office is a huge decision, and one you shouldn't take lightly. At Goetze Dental, we don't take this decision lightly either, which is why each one of our clients is assigned to a dedicated Equipment Specialist who will help them navigate the process from start to finish.

Whether you're buying new or keeping your existing equipment, be sure to consider each of the factors discussed above. If you want to begin capturing your ideas, download our FREE Dental Office Design Planner at goetzedental.com!



Personal Preferences

If you do decide to buy new equipment, many of the decisions about styles and brands will come down to your personal preferences. Now is the time to think about the specific manufacturers, setups, and delivery methods you prefer. Your equipment specialist will be there to guide you through this decision-making process and support you in making informed decisions.

Evaluating new equipment gives you a chance to try out different equipment and setups. Take advantage of this opportunity, especially if you've only experienced one way of operating. Do your research by looking through online brochures, visiting showrooms, and even traveling to the equipment manufacturer. Experiment with different delivery systems, operatory layouts, and the latest tools before making your final decisions.

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Practice Profitability Factors: THE FUNDAMENTALS OF DENTAL PRACTICE SUCCESS

BY RUSTY BRADBURY

Nothing is more fundamental to a business than finances and accounting. Unfortunately, private dental practices sometimes overlook these tasks for more urgent matters, like taking care of patients. After all, serving patients is the reason you are in business in the first place.

The truth is that every practice can benefit from better control over their books, but better accounting does not have to be complicated. For many dentists, profitability can be improved by simply getting paid for the work they have already done.

When improving profitability, private dental practices should first focus on three core areas. We call these the Practice Profitability Factors:

1. **Production Volume**
2. **Collection Efficiency**
3. **Overhead Management**

Let's look at each factor in more detail.

1. Production Volume

The first factor we evaluate when analyzing a practice's finances is production volume. Are you producing enough dentistry to be profitable?

This question is not as straightforward as it might seem. Just because your practice is busy doesn't mean it is producing enough. The type of production is just as important as the amount of work.

Since "time in chair" is a misleading metric, the one we use to diagnose Production Volume issues is Production Value per Hour (PV/H). Many doctors find that despite being busy, their PV/H is not as high as it should be. In some cases, PV/H can drop as low as \$100/hour, which is not sufficient revenue for most practices.

PV/H tells the real story of a practice's profitability. Target PV/H should be between \$300-375/hour. Low PV/H might have a few causes:

- **Not presenting comprehensive treatment plans.** When presenting treatment, it is tempting for some doctors to focus on what they think the patient is willing to pay, instead of focusing on the care they need. Not only is this bad for the patient, but doctors lose out on revenue from more valuable procedures. For example, instead of doing crowns, doctors might opt for multi-surface fillings to make it less expensive for the patient.
- **Low case acceptance.** The average practice has an estimated \$500,000 a year in diagnosed but unscheduled treatment. How you explain the treatment is just as important as defining the condition. Communication is a critical function of running a successful practice.
- **Empty chairs.** Every hour you aren't seeing patients is lost production value. Are you scheduling in a way that optimizes your facilities? How frequently do you deal with patients canceling? Scheduling efficiency is a valuable metric to determine how well you're spending your time.

FOR MANY DENTISTS, PROFITABILITY CAN
BE IMPROVED BY SIMPLY GETTING PAID FOR
THE WORK THEY HAVE ALREADY DONE.

Gross Production vs. Net Production

Another factor to consider is Gross Production (GP) vs. Net Production (NP). Gross Production (GP) refers to total production before adjustments such as discounts and insurance write-offs are deducted. Net Production (NP) is the total production after all adjustments are accounted for. NP is often referred to as “Collectable Production” and represents the production that can be collected from patients and insurance reimbursement.

The relationship between the two, while often overlooked, is critical. It helps a practice, in aggregate, understand what the hard costs are of participating in PPO insurance plans. Better, more accurate information will always allow you to make better, more informed business decisions.

Many practice management software programs will not account for this delta in production reporting, and could, therefore, leave you in the dark to that lost revenue, or require significant administrative work to calculate it manually.

2. Collection Efficiency

As important as production volume is to your practice, it doesn’t matter if you aren’t collecting what you are owed. Collection Efficiency is the second most critical Practice Profitability Factor, and possibly the one with the biggest impact.

Dental practices that are in-network with insurance providers will always deal with AR related to claims management (more on that in the next section). It is that much more critical then, to collect on patient portion of services as efficiently as possible. Many practices who excel at this maintain a policy of collecting patient portion at the time of service.

However, it is one thing to have the policy in place, and another to follow it. What is your protocol when a patient says, “I forgot my checkbook!” To avoid any awkward conversations after a procedure, we highly recommend requiring upfront payment for services.

After all, what other business lets you walk out the door without payment? Third-party financing can also be a great tool that not only keeps your practice AR down, but also provides a valuable service to patients. Third-party financing allows them to receive the treatment they need, without the stress of coming up with the full out-of-pocket amount up front.

Insurance Management

Insurance Management is a cumbersome task that typically requires hours of administration each week to manage effectively. A typical private dental practice can generate anywhere between 60-150 insurance claims every week, representing 30-60% of the practice’s revenue.

Poor insurance and claims management will almost always result in denied claims or slow payments from carriers which ultimately results in reduced collections efficiency and profitability.

Moreover, it can create a poor experience for your patients. If you are unable to estimate the out-of-pocket cost for a patient accurately, it may create confusion and frustration at the time of payment. This is especially true if the patient ends up owing more than the original estimate.

3. Overhead Management (OM)

Overhead management, the third practice profitability factor, should be the last factor explored for improvement because it often has the smallest impact on a practice’s bottom line.

If your practice is missing out on tens of thousands of dollars in production volume – or hundreds of thousands in uncollected revenue – then those areas should be the top priority. However, once your production volume and collection efficiency have improved, we turn our attention to Overhead Management to solidify a practice’s financial standing.

Cutting expenses is important, but one of the best cost-saving strategies is to treat your employees well. The cost of turnover is incredibly high when you account for training and downtime. Creating an equitable compensation package that is competitive in the marketplace can help promote stability in this area and keep turnover costs at a minimum.

As a general rule of thumb, practices should regularly review expenses and cut unnecessary costs.

MEASURING YOUR PRACTICE PROFITABILITY FACTORS

In our data-driven world, there are literally hundreds of metrics we could choose to measure. Determine which Key Performance Metrics (KPIs) is often subject to debate, but the most important thing is to choose the right KPIs for your business and stick with them. We will cover KPIs in greater detail in a future article.

Improving your practice’s finances does not have to be complicated. By focusing on the three Practice Profitability Factors, you can make significant improvements in just a short period of time.



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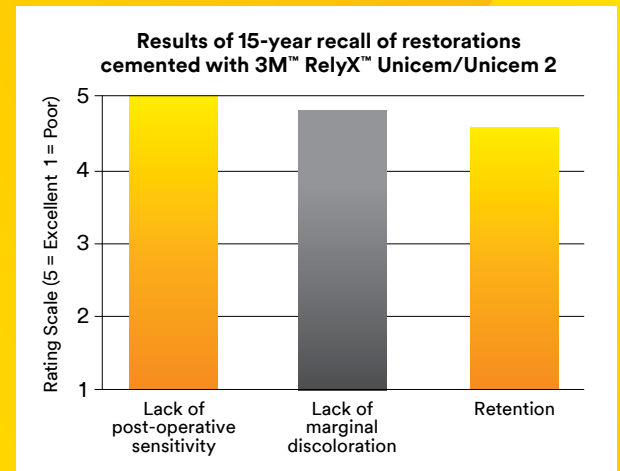
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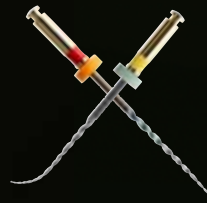
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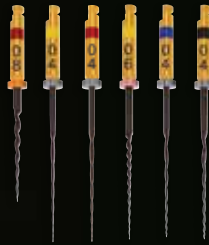
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- Light-transmitting for fast cementation
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3 + 1

Buy 3 **ParaPost Fiber or Metal Refills**
Get 1 of equal or lesser value

promo code: DA-3111

Terms & Conditions

Promotions end September 30, 2019 (except where otherwise noted).

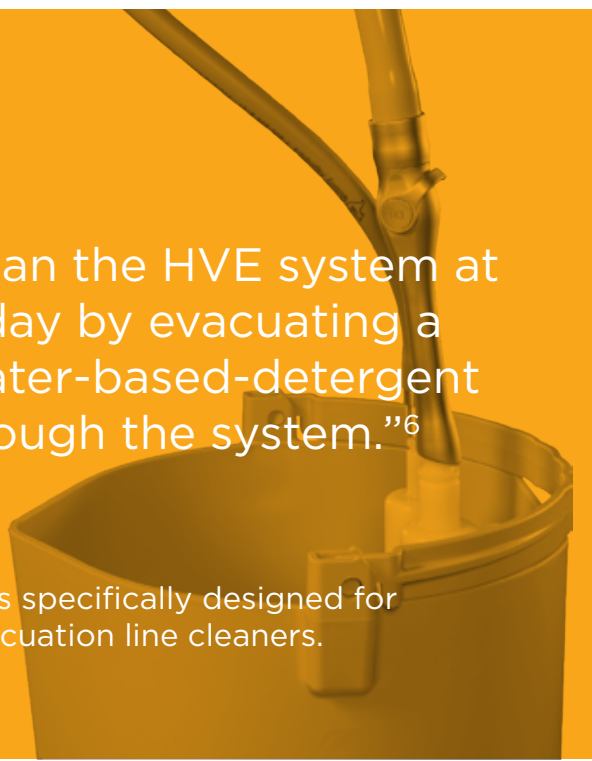
To qualify for free goods on individual promotions, full quantity must be purchased at one time. Eligibility is restricted to the United States and Canada (excludes US territories). May not be combined with other COLTENE promotions unless otherwise noted.

REDEMPTION INFORMATION. Submit dealer invoice with promotion code by October 31, 2019, to qualify for redemption. Promotion code MUST be noted on the invoice submission. Incomplete submissions will not be processed. For fastest service, submit your redemption request with invoices at rebates.coltene.com. Invoices with backordered product will not be honored; orders must be shipped in full.

COLTENE



“One should clean the HVE system at the end of the day by evacuating a detergent or water-based-detergent disinfectant through the system.”⁶



Purevac SC Evacuation Line Cleaner’s neutral pH formula is specifically designed for amalgam separators and meets the EPA guidelines for evacuation line cleaners.

Purevac® SC Evacuation System Cleaner

Formulated specifically for systems with amalgam separators.



Better

- The Purevac family has been the market leader for more than five years.⁸
- Purevac SC is the market leader in those 12 states that already require amalgam separators, meeting the new EPA regulations.
- Purevac SC is more effective than other leading brands.⁸



Safer

- Purevac SC’s neutral pH (7.0 pH when mixed) meets new EPA guidelines for evacuation line cleaners.



Faster

- Walkabout Dispenser creates a turbulent mixture of air and solution to clean evacuation system with ease.

BUY 2 Purevac® SC Evacuation System Cleaner bottles (2L), GET 1 box of Com-Fit Masks FREE! (PN933)

BUY 2 Purevac® SC Evacuation System Cleaner bottles (5L), GET 4 boxes of Com-Fit Masks FREE! (PN934)

Purevac® HVE System

High Volume Evacuation and Mirror in a Single Instrument.



Better

- 135% greater removal of fluids than a low-volume saliva ejector⁹.



Safer

- HVE removes 90% more aerosols generated during ultrasonic scaling compared to a low volume saliva ejector¹⁰.



Faster

- Increases efficiency according to clinicians in a recent user study⁸.



BUY 3 Purevac® HVE System Kits, GET 1 Purevac® SC Evacuation System Cleaner Bottle (2L), and Purevac Autowalkabout Dispenser FREE! (PN935)

BUY Purevac® HVE Mirror Tip (12-pk), GET 1 (1-pk) FREE! (PN936)

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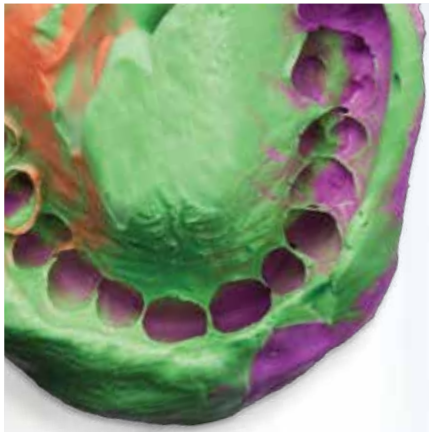
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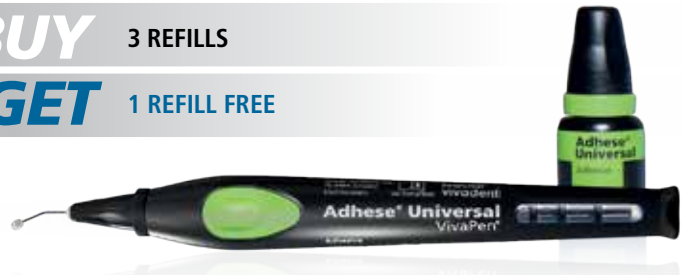


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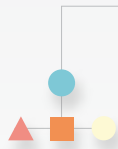
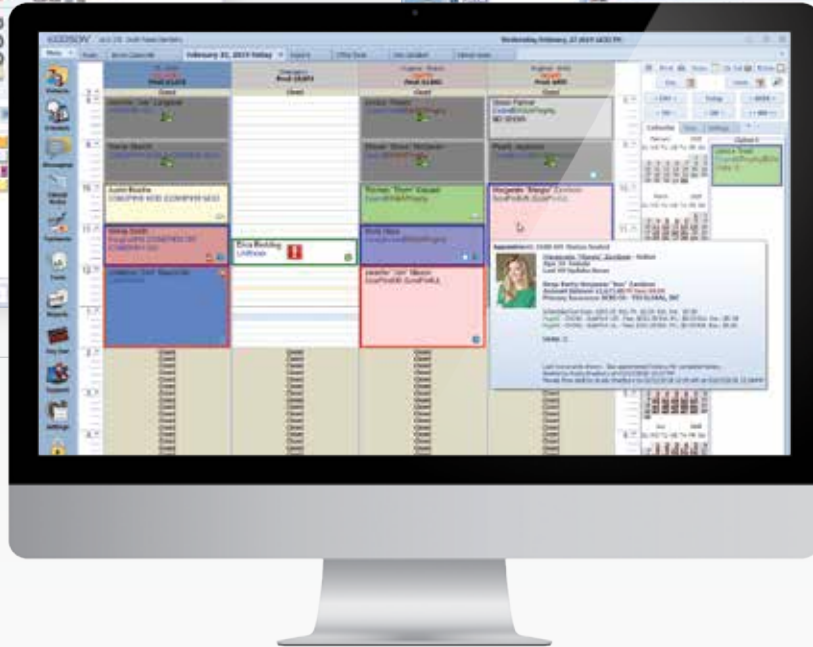
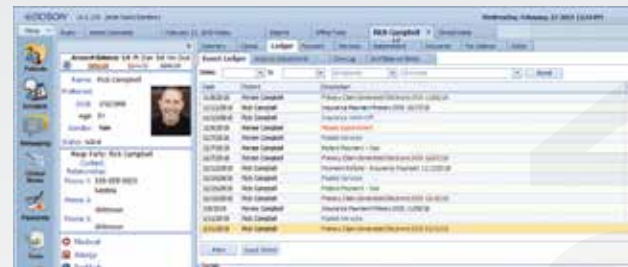
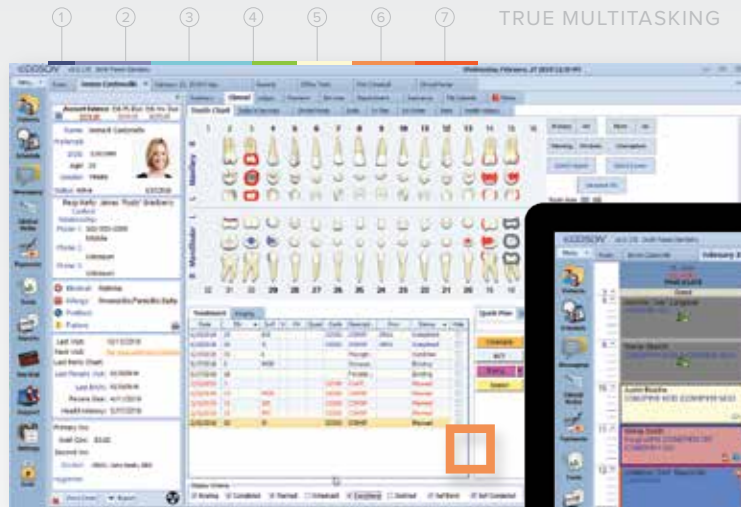
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Jessica, Office Manager, Kansas City, MO

“ Things we appreciate most include the ease of scheduling, treatment posting and planning, as well as finding patient information at a glance. My personal favorite is EDDSON’s multi-tasking capabilities –particularly when working on time consuming tasks like bulk insurance checks. The ability to open or toggle to another task and not lose where you were is a huge time saver.

We were worried about the conversion to new software but our implementation specialist and the EDDSON support team did a great job of helping our staff through the transition. Without hesitation - we would recommend EDDSON to any office and especially anyone looking to improve the efficiency of their practice.”

Grace, Office Administrator, Humboldt, IA

“ We have been with EDDSON since the early days and can say first-hand, they are always looking for ways to help dental offices improve their efficiency, patient outreach, practice analytics, and so much more. We appreciate having the help-desk on standby for any questions and feature feedback! As a small family business, we love knowing who we are working with and they truly help to ensure our practice's success!”

Kim, Practice Administrator, Jefferson City, MO

“ EDDSON is the most user-friendly software we've ever used. It's easy to navigate and offers many advanced feature for scheduling, accounting, and reporting that are needed for a large practice like ours.”

S. Huckabee, DDS, Kansas City, MO

“ I have had EDDSON Practice Management Software for 4 years. I love how user-friendly the software is. The training and tech support are amazing. Clinically, EDDSON has everything I need and more.”

N. Medley, DDS, Independence, MO

CONTACT US

Learn more about EDDSON, contact your Goetze Dental Sales Representative or the EDDSON Team

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