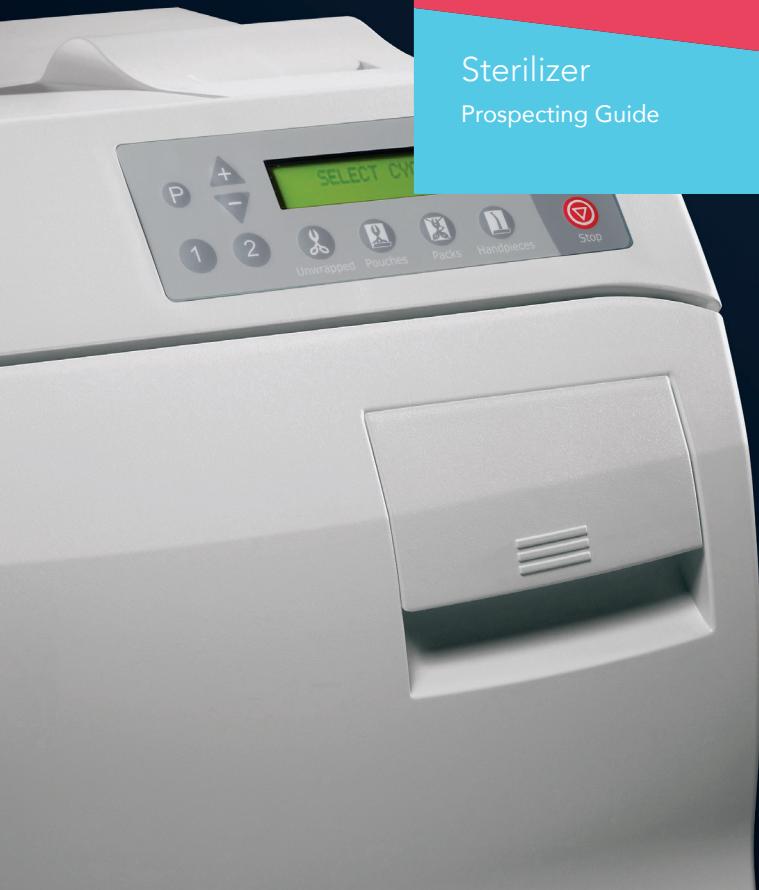




## Sterilizer

### Prospecting Guide



# Uncover opportunities

This prospecting guide is designed to help you uncover opportunities for sterilizer sales. Use this guide to position yourself as a consultant, offering your customers unique solutions for simple, safe and cost effective instrument processing.

## **REMEMBER:**

- Sterile is sterile—how you get there doesn't matter
- Midmark is safety simplified
- Competitors are safety complex and costly
- On average, every sales rep has at least 10 sterilizer replacement opportunities each year

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# INSTRUMENT PROCESSING ESSENTIALS

Following established instrument processing best practices, outlined here, creates a smooth workflow from dirty to clean. This workflow will help contain contamination and maximize the efficiency of the instrument cleaning and sterilizing process.



## STEP 1

**Receiving, Cleaning and Decontaminating:** Reusable instruments, supplies and equipment should be received, cleaned and decontaminated in one section of the processing area.

## STEP 2

**Preparing and Packaging:** Cleaned instruments and other supplies should be inspected, assembled into sets or trays, and wrapped or packaged for sterilization.

## STEP 3

**Sterilizing:** The sterilization area should include the sterilizer and related supplies with adequate space for loading, unloading and cooling down.

## STEP 4

**Monitoring/Assuring Sterility:** Mechanical, chemical and biological monitoring should be used to ensure the effectiveness of the sterilization process.

## STEP 5

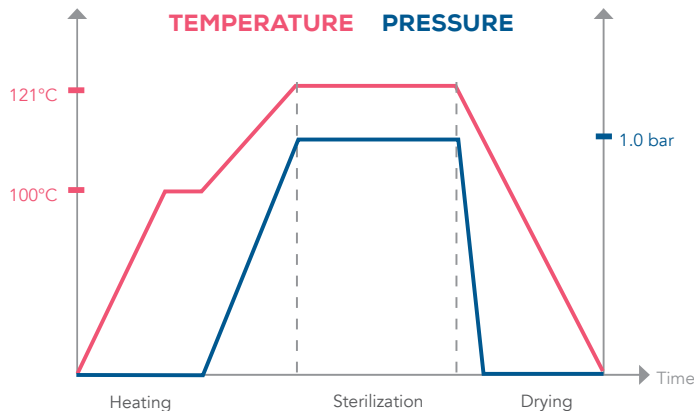
**Storing:** The storage area should contain space for sterile items and disposable items. Supplies and instruments should not be stored under sinks or in other locations where they might become wet.

# Sterile Is Sterile— Methods

# Steam Sterilizer Types and Classes

## HOW TO ACHIEVE INSTRUMENT STERILITY

- Steam (most common)
- Heat
- Chemical
- Irradiation



## DYNAMIC AIR REMOVAL

- Pre/Post Vacuum (Class B)—chamber residual air is removed by vacuum before and after sterilization
- Steam Flush Pressure Pulse (SFPP)—chamber residual air is removed by repeated steam flushes and above-atmospheric-pressure pulses

## GRAVITY DISPLACEMENT

- Chamber residual air is gradually displaced by incoming steam

# How Steam Sterilizers Compare

	Midmark M Series	Class B or Pre/Post Vac
Sterilization Method	Steam Flush Pressure Pulse: Steam, Heat, Positive Pressure	Steam, Heat, Positive Pressure, Vacuum
Total Cycle Time	44–60 Minutes Load independent	43–71 Minutes Load dependent
Performance Testing	Chemical or Biological Indicators	Chemical or Biological Indicators, <b>B-D Test for Vacuum</b>
Air Requirements	Ambient	Filtered
Water Requirements	Manual; Distilled	Manual, Optional In-Line; Filtered
Vacuum or Air Pump	N/A	Vacuum
Documentation	Printer	Printer, USB, App (Wi-Fi Required)

**KEY TAKEAWAY:** Competitors require more accessories than Midmark for routine operation.

# What Regulatory Agencies Say



**KEY TAKEAWAY:**  
Regulatory agencies recognize steam flush pressure pulse (SFPP) for effective sterilization. They do not recommend any particular method.

**The SFPP process**  
is a design in steam sterilization that removes air rapidly by repeatedly alternating a steam flush and a pressure pulse above atmospheric pressure.

DID YOU KNOW?



1 out of 10 doctors

MAY NEED TO REPLACE AN AGED STERILIZER EACH YEAR

Yet, the average territory sales representative sells only **ONE-THIRD** the potential.



## How to Spot Opportunities

### 01 WAITING ROOM FULL OF PATIENTS

- A backlog of patients may indicate a healthy growing practice and/or an inefficient or under-capacity instrument processing operation.
- A busy practice may be ready to expand and replace aging equipment that is not reliable or promotes inefficiencies.

**This high-volume office may need the capacity of the M11®, the speed of the M3® or possibly both.**

### 02 STERILIZERS OVER 7 YEARS OLD

- Well maintained sterilizers can last 7 to 10 years or 10,000 cycles; however, ongoing maintenance and repair costs can prove cost-prohibitive to keep the unit in service.
- Aging equipment will undergo more downtime, leaving the office in a difficult position while waiting for the unit to be returned to operation.

**This office may be ready to exchange older technology and mechanical controls with newer electronic controls and automated processes.**

### 03 STERILIZERS WITH COMPLICATED OPERATIONAL REQUIREMENTS

- Non-Midmark sterilizers can place the burden of choosing the correct sterilization cycle on the user.
- Using non-Midmark sterilizers can erode team confidence due to their complexity. (How confident is the dental team that the chosen cycle has performed the correct exposure for the load placed inside the sterilizer?)

### 04 STERILIZERS WITH WATER AND AIR FILTRATION

- This type of sterilizer can place an additional cost and time burden on operators. Changing filters is expensive. Adding filters and vacuum pumps creates more potential points of failure.

#### **Operators prefer to load it, set it and forget it.**

Midmark sterilizers are designed to deliver intuitive operation with features like:

- one-touch cycle selection
- automatic monitoring of water level and cycle parameters
- a patented automatic-opening door for fast and efficient instrument drying



*The M3® Steam Sterilizer is designed to deliver fast, reliable instrument processing with less maintenance. The Midmark M3 offers sterilization cycles as quick as 6 minutes—much faster than the time needed for larger sterilizers.*

### 05 SMALLER, CASSETTE-TYPE STERILIZERS

- Fast-paced offices with a limited number of instruments find the shorter cycle times of smaller sterilizers attractive. But relying solely on them can be inefficient.

### 06 BACKLOG OF TRAYS, PRE-STERILIZATION

- Trays stacked up in the instrument processing area may be due to:
  - undefined responsibilities between employees with shared roles
  - bottlenecks from limited cleaning or sterilizing capacity
  - sluggishness or complexity of their current sterilizers

**Dental offices are constantly searching for efficiencies that allow them to increase patient turnover without adding employees or instruments.**



# Questions to Start the Conversation

## 01 STERILIZER CAPACITY

- Are you constantly running out of instruments?
- Do employees need to work overtime to keep up?
- Have you ever been ready to start a procedure but the instrument you needed wasn't chairside?
- Do you use only fast cassette sterilizers?
- Do you have only one sterilizer?

**RATIONALE:** Dentists are constantly searching for greater efficiencies in their practices. Replacing manual sterilizers with automatic sterilizers will free up the staff to pursue other functions. Purchasing a larger sterilizer like the M11 and/or complementing it with the speed of the M3 allows for processing of more instruments in a given work day.

## 02 COST OF OWNERSHIP

- What does it cost to maintain your water/air filtration sterilizer?
- How often do you replace water and air filters in your sterilizer? At what cost?
- How do you know when your air or water filters need to be replaced?
- Do you replace water filters yourself or does the process require a service call?
- Do you have to run a Bowie Dick Test on your sterilizer? How often? At what cost?
- What kind of documentation are you required to maintain? How long does that take?

**RATIONALE:** Midmark sterilizers are engineered to be reliable and easy to use. There are no air filters to replace, and maintenance prompts automatically remind the operator to perform recommended maintenance. Midmark sterilizers cost pennies, not dollars, per day to operate.

## 03 SWITCHING TO CASSETTES

- Are you looking for ways to improve efficiency?
- Do you use or plan to use instrument cassettes?

**RATIONALE:** Dentists often choose instrument cassettes to improve efficiency, safety and production of instrument processing. The Midmark M11 offers 6.5 gallons of usable volume and is one of only a few sterilizers that can accommodate four large 8" x 11" and four small 3" x 8" cassettes or twelve small 4.5" x 8" cassettes.



#### 04 EASE OF STERILIZER USE

- Are the cycle choices for sterilization confusing for your staff?
- Does your sterilizer have multiple cycle choices? How does your staff know which cycle to choose?
- How do you know if the sterilizer has the recommended amount of water before starting the cycle?

**RATIONALE:** Midmark sterilizers are designed to be fully automatic, monitoring cycle parameters and offering one-touch cycle selection, allowing the operator to load it, set it and forget it. Employees can then move on to other productive tasks with confidence.

#### 05 MAINTENANCE REQUIREMENTS

- How often does your sterilizer need maintenance?
- How often has it gone down? How much lost revenue and lost business has each down-time cost you?
- Is your sterilizer older than 7 years?
- Have you reached the point where repairs are no longer cost effective?
- Did you know the complexity of the sterilizer can diminish the reliability of the unit? Some sterilizers use pre- or post-vacuum methods for the essential step of removing air during sterilization. These require additional components result in a higher purchase price, added complexity, and ongoing reliability concerns.

**RATIONALE:** Midmark sterilizers are designed for reliability, utilizing a steam-flush pressure-pulse air-removal technology and a patented automatic door to simplify the process and eliminate additional components like vacuum pumps or water and air filters that must be changed periodically.

# Solve the Problem

Present the product, highlighting only the specific features and benefits to relieve the problems you've found.

## PROVIDE A PAYOFF

**"The reason I ask all of these questions is because:"**

- Many practices today are facing a real crisis with too many staff members misinformed or under-informed about proper instrument processing techniques.
- Leading practices see Instrument Processing not only as a necessity but as an opportunity for profit and a showpiece for patient recruitment.
- Patients today are knowledgeable and expect more than just expertise in dentistry. They also expect that best practices are being followed with their safety in mind.
- Sterilizers have come a long way in the last ten years. They are easier to use, more efficient and more reliable. I encourage you to look beyond the mere features of a sterilizer to consider and understand the cost of its day-to-day use.

- I take my partnership with you seriously, so I want to help you protect the safety of everyone in this office, and protect yourself from liability concerns that could come up if any of your team members are not informed. I feel I owe that to you.



## MIDMARK M9® AND M11® STEAM STERILIZERS

- Midmark Steam Sterilizers are designed to be easy to use, efficient and reliable
  - One-touch cycle selection: four pre-set cycles, two programmable cycles
- Every Midmark sterilizer uses steam-flush pressure-pulse air removal for simple, reliable and effective air removal
  - Online training available
  - 110 V or 220 V available
  - Built in the USA



## MIDMARK M3® STEAM STERILIZER

- The Midmark M3 sterilizer is designed to be easy to use, efficient and reliable
  - This fast-processing unit sterilizes unwrapped instruments in as little as 6 minutes
  - The Midmark M3 Steam Sterilizer uses steam-flush pressure-pulse air removal, which is designed to improve reliability and effectiveness
- One-touch cycle selection: three pre-set cycles, programmable dry times
  - Top fill for convenient access to water reservoir
  - Online training available
  - 110 V or 220 V available
  - Built in the USA

# Accessories

## M9 AND M11 STERILIZERS



Sterilizer Data Logger



M9/M11 Printer



Cool Hand Tool

## M9 AND M11 STERILIZERS



Pouch Rack, 6 Slot  
Pouch Rack, 5 Slot



Vertical Cassette Rack



Horizontal Cassette Rack

## M3 STERILIZER



Top Cover Protector



M3 Printer



Door Tray

## STERILIZER SPECIFICATIONS

MODEL/ORDER NO.	M3	M9	M11
Overall length with plug	22" (55.9 cm)	20.38" (51.8 cm)	23.8" (60.5 cm)
Overall width	17.8" (45.2 cm)	15.3" (38.9 cm)	17.8" (45.2 cm)
Overall height with printer	6.9" (17.5 cm)	16.1" (40.9 cm)	18.1" (50.0 cm)
Minimum countertop area	24" (61 cm) D x 22" (55.9 cm) W	17.88" (45.4 cm) D x 15.3" (38.9 cm) W	21" (53.3 cm) D x 17.8" (45.2 cm) W
Chamber	12.1" L x 7.6" W x 1.6" H (30.7 cm x 19.3 cm x 4.1 cm) 0.49 gal (1.8 liters) usable volume	9" diameter (22.9 cm), 15" depth (38.1 cm) 3.5 gal usable volume (13.4 liters)	11" diameter (28 cm), 18" depth (45.7 cm) 6.5 gal usable volume (24.6 liters)
Trays	11.75" L x 7.25" W x 1" H (29.8 cm x 18.4 cm x 2.5 cm) Holds the Hu-Friedy™ Signa-Stat Cassette (6.5" x 10.5" x 1.25")	Two large–7.3" W x 12" L x 0.8" D (18.6 cm x 30.5 cm x 2.2 cm) Two small–5.6" W x 12" L x 0.8" D (14.3 cm x 30.5 cm x 2.2 cm)	Two large–9" W x 15" L x 1.1" D (22.9 cm x 38 cm x 2.9 cm) Two small–6.6" W x 15" L x 1.1" D (16.8 cm x 38 cm x 2.9 cm)
Unit weight	71 lb (32.2 kg)	73 lb (33.1 kg)	99 lb (44.9 kg)
Shipping weight	80 lb (36.3 kg)	81 lb (36.7 kg)	131 lb (59.4 kg)
Water reservoir capacity	1.2 gal (4.5 liters)	1.1 gal (4.1 liters)	1.4 gal (5.3 liters)
Electrical requirements	See <a href="http://midmark.com/IP">midmark.com/IP</a> for details	See <a href="http://midmark.com/IP">midmark.com/IP</a> for details	See <a href="http://midmark.com/IP">midmark.com/IP</a> for details

# Case Study

## AS AN EXAMPLE, A DENTAL PRACTICE IN YOUR TERRITORY HAS:

- 5 operatories
- 3 hygienists
- 1 dentist
- 3 assistants



### THE OFFICE IS OPEN:

- 5 days per week
- 50 weeks per year



- They perform 6 sterilization cycles per day
- The sterilizer is 8 years old



**CONSIDER LIFE EXPECTANCY AND  
RETURN ON INVESTMENT (ROI)**

## LIFE EXPECTANCY

The average life expectancy of a dental sterilizer is 10,000 cycles or 7 to 10 years. In this dental practice, the current sterilizer has been used 12,000 cycles.



### THE MATH

$6 \text{ cycles/day} \times 5 \text{ days/week} = 30 \text{ cycles/week}$   
 $30 \text{ cycles/week} \times 50 \text{ weeks/year} = 1,500 \text{ cycles/year}$   
 $1,500 \text{ cycles/year} \times 8 \text{ years} = 12,000 \text{ cycles}$

## CURRENT STERILIZER USAGE:

**12,000  
CYCLES**

## ROI MINUS REPAIRS

When are repairs no longer cost effective? In this dental practice, the current sterilizer has been repaired three times in the past two years at a cost of \$800 per repair.

3 repairs  
x \$800 each  

---

**\$2,400**  
**IN REPAIRS IN  
JUST 2 YEARS**

A reliable, efficient sterilization process is critical to the successful operation of any dental practice. Workflow in this dental practice has been repeatedly disrupted by unreliable equipment, leading to escalating costs and revenue losses.

## KEEP OR INVEST

- Downtime costs
- Operating costs
- Repair costs

**M3  
+  
M9 or M11**

Increased workflow  
efficiency and longevity  
for each sterilizer

# COMPARE STEAM STERILIZERS



Midmark M Series



A-dec® Lexa



Tuttnauer® EZ Series



SciCan StatClave® G4

Sterilization Method	Steam Flush Pressure Pulse: Steam, Heat, Positive Pressure	Steam Flush Pressure Pulse with Pre-Vacuum: Steam, Heat, Positive Pressure, Vacuum	Steam Flush Pressure Pulse with Post Air Flush: Steam, Heat, Positive Pressure	Pre/Post Vacuum (Class B): Steam, Heat, Positive Pressure, Vacuum
Total Cycle Time	44–60 Minutes Load independent	43–71 Minutes Load dependent	47–60 Minutes Load dependent	36–50 Minutes Load dependent
Performance Testing	Chemical or Biological Indicators	Chemical or Biological Indicators	Chemical or Biological Indicators	Chemical or Biological Indicators, <b>Bowie–Dick Test for Vacuum</b>
Air Requirements	Ambient	Filtered	Filtered	Filtered
Water Requirements	Manual; Distilled	Manual; Filtered, Optional Autofill	Manual; Filtered	Manual; Filtered
Vacuum or Air Pump	N/A	Vacuum	Air	Vacuum
Documentation	Printer, USB	Printer, USB, App (Wi-Fi Required)	Printer, USB (Limited)	Printer, USB
Training Requirement	Minimal	Moderate	Moderate	Extensive
Cost of Ownership	Pennies per Day  ~\$120/year in disposables for printer and water systems (if distilled water is purchased)	\$ 3+ per Day  ~\$1,000/year in disposables for printer(s), air and water systems  Additional cost for data services	\$3+ per Day  ~\$1,000/year in disposables for air and water systems	\$8+ per Day  \$5–8/day for Bowie Dick Test  ~\$1,500–2,000/year in disposables for air and water systems

## HU-FRIEDY® CASSETTE CAPACITY

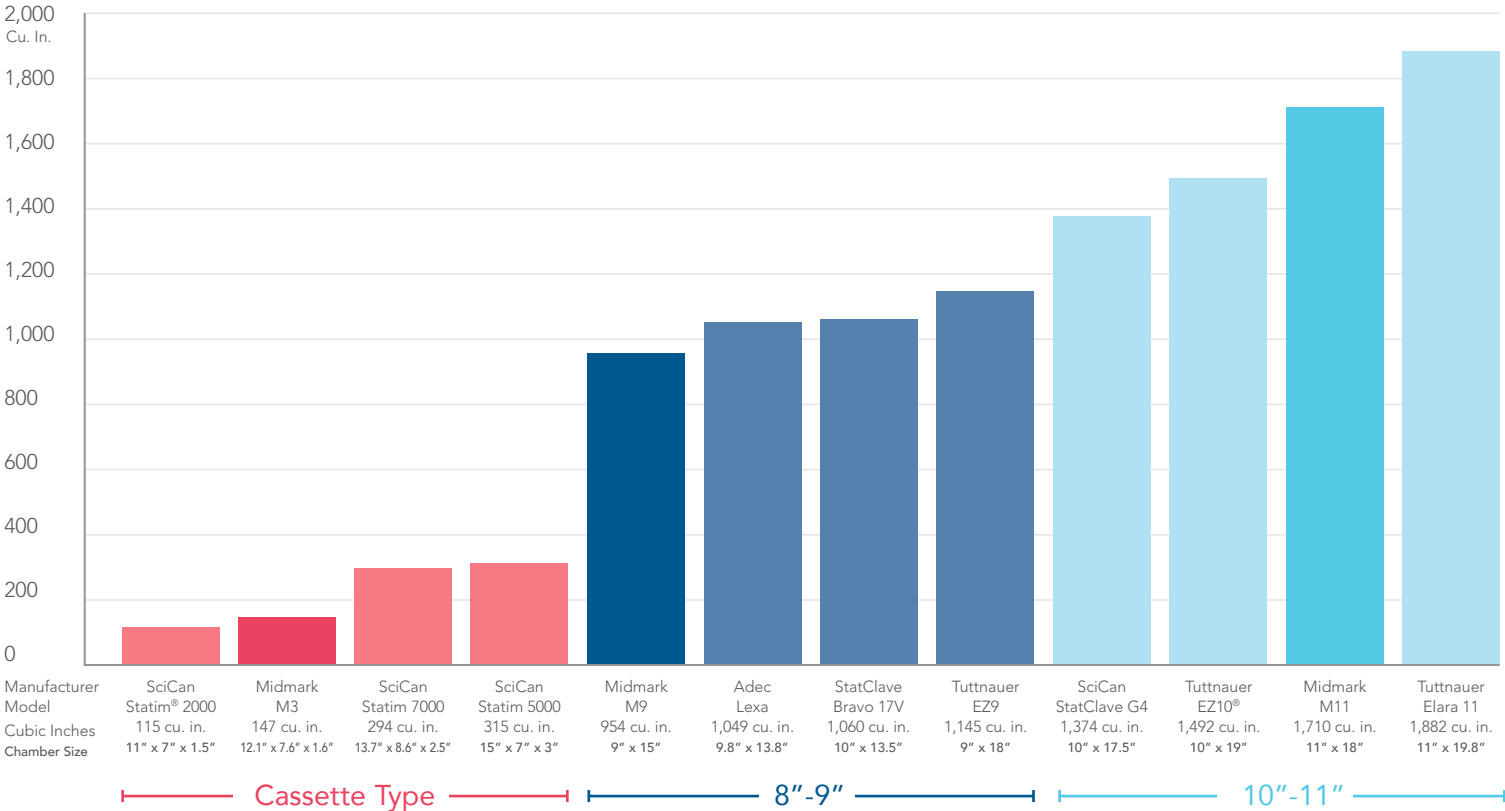
	Chamber or Tank Dimensions L x W x D	Exam and Handpiece* 3" x 8" x 1.25"	Small 10-Instrument* 5.5" x 8" x 1.25"	Two-Tier 8-Instrument* 3" x 8" x 1.5"	Space Saver Seven* 4.5" x 8" x 1"	Two-Tier 14-Instrument* 4.5" x 8" x 1.5"	Signa Stat 12-Instrument* 6.5" x 10.5" x 1.25"	Two-Tier 20-Instrument* 6" x 9.7" x 1.5"	Large* 8" x 11" x 1.25"	Oral Surgery* 8" x 14.5" x 1.25"	Ortho Box* 7.25" x 5.75" x 3.25"	Small Thin Ortho* 7" x 8" x 0.75"	Large Thin Ortho* 8" x 11" x 0.75"	Two-Tier Ortho* 20-Instrument 6" x 8" x 1.5"	Small and Two-Tier** 4.5" x 8" x 1.5"	Large** 8" x 11" x 1.5"
MIDMARK STERILIZERS																
M11 with horizontal rack	11" x 18"	16	8	16	12	12	1	1	4	4	2	8	4	N/C	12	4
M11 with vertical rack	11" x 18"	16	8	16	12	12	4	4	4	4	N/C	8	4	4	12	4
M11 with trays	11" x 18"	12	6	12	8	8	3	4	2	2	3	6	3	4	8	2
M9 standard rack with trays	9" x 15"	6	3	6	4	3	2	2	1	N/C	2	3	2	2	4	1
M3 with tray	7.6" x 1.6" x 12.1"	2	1	N/C	1	N/C	1	N/C	N/C	N/C	N/C	1	N/C	N/C	N/C	N/C
QUICKCLEAN™ ULTRASONIC CLEANERS																
QuickClean QC1	11.8" x 5.9" x 5.9"	3	0	3	1	1	0	0	0	0	0	0	0	0	1	0
QuickClean QC3/QC3R	13" x 11.8" x 5.9"	9	6	6	8	4	3	2	3	0	1	4	4	2	6	2
QuickClean QC3/QC3R	19.9" x 11.8" x 7.8"	20	12	15	15	12	4	8	4	4	2	14	7	8	12	4

N/C = No Capacity \*Stainless-steel cassettes \*\*Resin cassettes



# CHAMBER VOLUME COMPARISON

## MIDMARK VS. COMPETITION



## COMPETITIVE COMPARISON – CASSETTE

\*Heat up, vent and sterilization time

	STATIM® 2000	MIDMARK M3	STATIM 7000	STATIM 5000
Chamber Size	11" x 7" x 1.5"	12.1" x 7.6" x 1.6"	13.7" x 8.6" x 2.5"	15" x 7" x 3"
Cubic Inches	115	147	294	315
Outer Dimensions	19" x 16.25" x 6"	22" x 18.8" x 6.9"	23.8" x 22.1" x 10.7"	21.75" x 16.25" x 7.5"
Unit Weight	46 lb	71 lb	93 lb	72 lb
Pre-programmed Cycles	3	3	3	3
Custom Cycles	No	No	No	No
<b>TOTAL CYCLE TIME*</b>				
Unwrapped	6 min	6 min	12 min	9 min
Pouches	14 min	24.5 min	37 min	45 min
Low Temp Cycle	20 min	20 min	20 min	20 min
Drying	Closed cassette, no heat with fan	Heated chamber, automatic open-door drying	Closed cassette, no heat with fan	Closed cassette, no heat with fan
Air Filter Replacement	Yes, every 6 months	None	Yes, every 6 months	Yes, every 6 months
Reservoir Capacity	1 gal	1.2 gal	1.6 gal	1 gal
Water Fill Access	Top	Top	Top	Top
Reservoir Drain Access	Under sterilizer	Front	Removable reservoir	Under sterilizer
Condensing Tank Water Level Sensor	No	Yes	No	No
Voltage	110/220 V	115/230 V	220 V	110/220 V
Regulatory	UL, CSA	UL, CSA, ASME	UL, CSA	UL, CSA
Warranty	1-year parts and labor	1-year parts and labor	1-year parts and labor	1-year parts and labor

## COMPETITIVE COMPARISON – 8" TO 9"

\*Includes dry cycle

N/A = cycle not available

■ Cycle Times

	PELTON DELTA Q8	MIDMARK M9	A-DEC® LISA	SCICAN BRAVO 17V	TUTTNAUER® EZ9® 5000
Chamber Size	8.25" x 14"	9" x 15"	9.8" x 13.8"	10" x 13.5"	9" x 18"
Cubic Inches	739	954	1,049	1,060	1,145
Outer Dimensions	19.75" x 17.5" x 12.25"	20.4" x 15.3" x 15.8"	20.5" x 17.5" x 16.1"	22" x 19" x 16.5"	21.5" x 20" x 14.4"
Unit Weight	6 lb	73 lb	106 lb	128 lb	79 lb
Pre-programmed Cycles	4	4	3	4	3
Custom Cycles	1	2	Yes	Yes	Presets can be customized
Unwrapped	16 min	14 min	15 min	27 min*	13 min
Pouches	N/A	17 min	29 min	24 min*	N/A
Low Temp Cycle	N/A	40 min	20 min	42 min*	N/A
Handpiece Cycle	N/A	17 min	N/A	35 min*	N/A
# of trays	2	4	3	5	3
Drying	Air	Heated chamber, automatic open-door drying	Closed-door vacuum	Closed-door vacuum	Air
Air Filter Replacement	Yes	None	Yes	Yes, every 3 to 6 months	Yes, every 6 months
Reservoir Capacity	1.1 gal	1.1 gal	0.9 gal	1.2 gal	0.8 gal
Water Fill Access	Top	Front	Top	Front	Top
Reservoir Drain Access	Front	Front	Front	Front	Front
External Condensing Tank Available	No	Yes	No	No	No
Voltage	110/220 V	110/220 V	230 V	110/220 V	120 V
Regulatory	UL, CSA, ASME	UL, CSA, ASME	UL, CSA, CE	UL, CSA, CE	UL, CSA, ASME, CE
Warranty	3-year parts	1-year parts and labor	1-year parts	2-year/2,500 cycles	2-year parts and labor

## COMPETITIVE COMPARISON – 10" TO 11"

\*Includes dry cycle

N/A = cycle not available

■ Cycle Times

	PELTON DELTA Q10	SCICAN BRAVO 21V	TUTTNAUER® EZ10®	MIDMARK M11	TUTTNAUER ELARA® 11®
Chamber Size	9.8" x 17.5"	10" x 17.5"	10" x 19"	11" x 18"	11" x 19.8"
Cubic Inches	1340	1374	1492	1710	1882
Outer Dimensions	23.6" x 19.25" x 14"	25" x 19" x 16.5"	21.5" x 20" x 14.4"	23.8" x 17.8" x 17.8"	24.8" x 20.8" x 17.4"
Unit Weight	84 lb	139 lb	95 lb	99 lb	122 lb
Pre-programmed Cycles	4	4	3	4	5
Custom Cycles	1	Yes	Presets can be customized	2	2
Unwrapped	16 min	32 min*	14 min	18 min	25 min*
Pouches	N/A	28 min*	N/A	22 min	36 min
Low Temp Cycle	N/A	47 min*	N/A	44 min	60 min*
Handpiece Cycle	N/A	40 min*	N/A	22 min*	42 min*
# of trays	3	5	4	4	5
Drying	Air	Closed-door vacuum	Air	Heated chamber, automatic open-door drying	Closed-door vacuum
Air Filter Replacement	Yes	Yes, every 3 to 6 months	Yes, every 6 months	None	Yes, every 6 months
Reservoir Capacity	1.1 gal	1.2 gal	0.8 gal	1.4 gal	1.7 gal
Water Fill Access	Top	Front	Top	Front	Front
Reservoir Drain Access	Front	Front	Front	Front	Front
External Condensing Tank Available	No	Yes	No	No	No
Voltage	110/220 V	220 V	230 V	110/220 V	230 V
Regulatory	UL, CSA, ASME	UL, CSA, CE	UL, CSA, ASME, CE	UL, CSA, ASME	UL, CSA, ASME, CE
Warranty	3-year parts	2-year	2-year parts and labor	1-year parts and labor	1-year parts and labor

# Resources



## DENTAL DESIGN TOOL

Find your individual style and visualize what your operatory and sterilization space will look like.

**[apps.midmark.com/dental-design-tool](https://apps.midmark.com/dental-design-tool)**



## CONNECT

**Website:** [midmark.com/safety](https://midmark.com/safety)

**Customer Experience:** 1.800.MIDMARK

**Technical Support:**

Phone: 1.844.856.1231

Online: Go to [midmark.com](https://midmark.com), then choose Support

For more information or a demonstration, contact your Midmark dealer or call: 1.800.MIDMARK Fax: 1.877.725.6495  
Outside the USA call: 1.937.526.3662 Fax: 1.937.526.8214  
or visit our website at [midmark.com](https://midmark.com)

Midmark is an ISO 13485 and ISO 9001 Certified Company.  
Certain products are not included. See the complete list at:  
[midmark.com/ISO](https://midmark.com/ISO)

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