“The Middle East is no different than other parts of the world”

An interview with Danaher executives James Lico and Alex Joseph

Danaher is a global science and technology innovator committed to helping its customers solve complex challenges and improving quality of life around the world. Its family of world-class brands have unparalleled leadership positions in some of the most demanding and attractive markets, including health care, environmental and industrial. At the recent opening of Danaher’s MEA office in Dubai Healthcare City, Dental Tribune Middle East & Africa had the opportunity to speak with James Lico, Executive Vice President, and Alex Joseph, President Middle East and Turkey, about their thoughts on the region.

Dental Tribune MEA: What does the opening of the MEA office in Dubai Healthcare City mean for DANAHER?

Alex Joseph: The opening highlights our commitment to the Middle East region. It is also a direct result of the growth we have been experiencing in the region.

What benefits does it have for you to have one office in Middle East and North Africa?

James Lico: As Alex mentioned, the region is incredibly important for us. Unlike many companies who focus on just selling here, we consider it rather important to be close to customers and build up the capabilities of our team locally. The opening of this office really proves we not only want to do business in the region but also invest in the long run to serve our customers.

How much does your dental portfolio contribute to your overall business?

Alex Joseph: The dental business has been a major contributor to our growth in the region. Right now, there is an increased focus on dental care in the Middle East. Through our broad dental product portfolio ranging from dental instruments to treatment centres, imaging equipment, orthodontic technology and dental consumables as well as leading brands such as KaVo, Kerr, Gendex, Pelton & Crane, Ormco, Instrumentarium, Soredex, iCat and Dexis, to name a few, just Danaher serves customers across all segments. We believe that we provide our customers the highest quality dental products and solutions that serve 99 per cent of dental practices throughout the world.

Can we expect to see more dental companies joining Danaher anytime soon?

James Lico: As you might already know, we recently announced our latest addition with the acquisition of Nobel Biocare which was closed beginning of December 2014. We actually never comment on acquisitions but I think that the dental market is a growing platform within the Danaher group. In terms of investing in high-growth markets, the Middle East is no different than other parts of the world and our dental team here has really done an outstanding job over a number of years investing in products, technology, sales and services resources to make sure that we can really deal with the growing customer base that exists in the region.

Obviously, this is a Danaher investment but it can very much be seen as an investment in our growing platforms, of which the dental business is a key component.

Thank you for the interview.
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Recaldent, also known as casein phosphopeptide-amorphous calcium phosphate (CPP-ACP), is now available for MI Varnish from GC. A milk-derived protein, the product effectively remineralises tooth surfaces through bioavailable calcium and phosphate ions. This process is intended to offer general prevention for all ages, much-needed prevention for high caries risk patient groups under orthodontic treatment, as well as for patients in paedodontic or geriatric dentistry.

According to the company, MI Varnish is currently the only varnish in the market that contains CPP-ACP. Evidence supports that addition of a bioavailable calcium source enhances the efficacy of the product, offering extra protection to patients of all age groups and caries profiles to effectively relieve dentine hypersensitivity.

Owing to its texture and consistency, MI Varnish adheres effectively to the applicator brush and flows easily into difficult-to-reach proximal areas, while covering all tooth surfaces evenly and effectively. According to GC, it penetrates dentinal tubules effectively to form a good seal, while its neutral pH of 6.6 enhances enamel acid resistance and inhibits demineralisation. MI Varnish is claimed not to clump or coagulate when exposed to saliva, providing a creamy texture and comfortable film thickness even when multiple layers are applied.

Applied in minutes, MI Varnish requires no preparation or prophylaxis, the manufacturer said. It has a neutral shade, creating an almost invisible coating.

MI Varnish is available in mint and strawberry flavours and comes in unit-dose containers that are easy to open and contain enough material for a full mouth application.
VATECH GOES GREEN CT

Dedicated to develop products that are beneficial for human health and the environment, dental manufacturer Vatech has been developing a sustainable manufacturing process that the it says reduces waste and pollution. Branded Green Innovation, the company has been designing and manufacturing equipment that are "low dose and low radiation".

After the successful market launch of the PaX-i3D Green in the US, devices are now manufactured and distributed under the Green CT brand. Along with this, Vatech is now introducing a new product range under the motto "low dose but now introducing a new product brand. Along with this, Vatech is manufacturing equipment that the it says developing a sustainable manufacturing process that the it says reduces waste and pollution. Branded Green Innovation, the company has been designing and manufacturing equipment that are "low dose and low radiation".

With just 14.8 μm pixels, the intraoral sensor EzSensor Soft comes with a bendable & soft exterior that allows clinicians to achieve an accurate diagnosis of interproximal caries, for example, through improved positioning. Damage caused by commonly used rigid sensors can be reduced this way. With just 14.8 μm pixels, the intraoral sensor EzSensor Soft comes with a bendable & soft exterior that allows clinicians to achieve an accurate diagnosis of interproximal caries, for example, through improved positioning. Damage caused by commonly used rigid sensors can be reduced this way.

Isometric imaging allows for less image distortion.

Supporting the entire oral surgery process, the user intuitive Ez3D i software with the (3D PAN) tab makes everything “Quick” and “Smart”. According to Vatech, Ez3D i enables lingual-side diagnosis according to the company. Cross-sectional images take one second. With 3D Pan, implant simulation, even involving multiple implants, can be conducted.

With i-Cleaner, Vatech also offers a disinfection & packaging machine automatic double wrapping machine automatic double wrapping.

VATECH branches in the US.

With superior image quality.

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In order to facilitate flexible, simple and reliable use of VITA CAD/CAM materials beyond the confines of an individual system, networks with selected partner companies are constantly developed and supported. In terms of closed systems, VITA CAD/CAM restoration materials are not just available for CEREC/inLab from Sirona, but also for Ceramill Motion 2 from Amann Girrbach, KaVo ARCTICA and Everest from KaVo Dental, and Core3d. In order to facilitate flexible, simple and reliable use of VITA CAD/CAM materials beyond the confines of an individual system, networks with selected partner companies are constantly developed and supported. In terms of closed systems, VITA CAD/CAM restoration materials are not just available for CEREC/inLab from Sirona, but also for Ceramill Motion 2 from Amann Girrbach, KaVo ARCTICA and Everest from KaVo Dental, and Core3d.

Proceeding can be carried out using different systems, because VITA blanks are provided in different geometries (blocks and discs) available with modified block holders or adapters. Customers should always know when they are working with a VITA product, so in case VITA material is used by a partner, you can be sure that you really get VITA. Holders, inscriptions and packaging are adapted according to the relevant partner company. When it comes to VITA materials, users can rely on the fact that regardless of the system, they are always assured of the characteristics and qualities that they are familiar with from the various superior quality VITA CAD/CAM materials,” Product Marketing Manager Patrick Bayer explained.

In addition to the universal block materials that can be used with all standard (adapter) systems, VITA has introduced pre-colored highly translucent zirconia discs in the shades A1, A2, A3, as well as the zirconia-reinforced lithium silicate material VITA SUPRINITY for Ceramill Motion 2, Core3d and KaVo Everest/ARCTICA last year. Validation programs with new network partners are also underway.

VITA ZAHNFABRIK, GERMANY

VITA Machinable Materials are available in blocks and discs for a variety of open and closed CAD/CAM systems.

With VITABLOCS for CEREC, the German company VITA Zahnfabrik introduced the world’s first ceramic for dental CAD/CAM applications in the mid-1990s. Nowadays, dental laboratories and practices have a comprehensiv range of fields, glass, hybrid and oxide ceramics, as well as machinable polymers at their disposal.

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CAD/CAM MATERIALS FOR OPEN AND CLOSED SYSTEMS ON DISPLAY BY VITA

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