Family-owned Flow Dental adds to its digital imaging product line

By Flow Dental Staff

Conversion from film to digital takes many forms. It’s not just the dental office that is moving from film to digital imaging. Flow Dental, long a leading manufacturer of dental film and film accessories, has also transformed its product portfolio to include unique products essential to every dental practice that has gone digital.

“We determined that our relevancy in a digital world would hinge on our ability to provide dentists with accessories that improve sensor or PSP [phosphor storage plate] usage and augment procedure workflow ... no pun intended,” said Bill Winters, president of Flow Dental. “Dentists have really responded to our digital products. They recognize the added value we put into each product. They don’t buy our products based on price; they buy based on the benefits to their practice and their patients.”

Take the PSP market: Today, one out of every eight phosphor plate users relies on Flow’s Safe’n’Sure line of PSP envelopes. Safe’n’Sure’s three product styles each offer elegant time-saving solutions to enhance throughput and productivity, while helping to extend the life and usage of the phosphor plates.

A great example of this is Flow’s Safe’n’Sure OPT style (Fig. 1). These PSP covers are designed for plates that include magnets, which account for about 25 percent of the market. Unlike any other product, Flow pre-loads the cardboard insert halfway into the PSP envelope.

To enhance removal of the plate, the OPT has a unique butterfly seam. This allows the user to easily remove the plate, with touching it — thus prolonging and preserving the longevity of the plates.

Flow’s Deluxe Safe’n’Sure line was recently featured in a review by Clinical Research Associates. More than 75 percent of dentists who reviewed Flow’s Deluxe Safe’n’Sure would recommend it to their peers.

In the sensor area, Flow distinguishes itself with its new Snuggies, an adjustable sensor sleeve. Snuggies enables the user to cinch-tight the sleeve around the sensor, regardless of sensor size or thickness. This means the operator no longer has to twist the sleeve around the sensor cable to keep it in place. These type of details help office productivity and reduce expensive sensor repairs or replacements.

Here in Chicago

For more information on Flow’s products, visit www.flowdental.com, contact your local dealer or stop by either of the booths, No. 905 and No. E102.

Other sensor accessories include the Sensible’s adjustable sensor positioner (Fig. 2), which enables the user to move from an anterior to a posterior — even to a bitewing — position, all with the same bite block. The bite block can be adjusted to the midline of any sensor, whether horizontally or vertically placed. It’s the only sensor positioner that can do all this.

Flow Dental is far from finished re-inventing itself. Its newest product is the Exposure line of articulating strips (Fig. 3).

“As a leader in diagnostic products, we felt extending our line into this area made sense. Plus we built the machinery to make it right here in the United States,” Winters said.

Exposure articulating strips eliminate the need for forceps. They come with their own handles.

“They’re easy to use and long enough to reach the back molars,” Winters said. “Dentists will appreciate the added convenience of not having to search for forceps or get the ink all over their gloves.”

Flow recently celebrated 40 years in business. Its sister company, Wolf X-Ray, is celebrating more than 80 years of service to the medical imaging market.

“As a family-owned business — much like the majority of dental offices we service — we are proud to be a valued provider of unique and elegant products; and the best is yet to come,” Winters said.

The entire system is constructed with a cast aluminum base and steel, making it durable. Flowmeter options include the Porter MXR-1 analog and Porter MXR-D analog/digital hybrid systems.

Additional features include a top working surface, dual-locking doors for security and simplicity of cylinder placement, dual handles for easy movement and positioning, a four-cylinder swivel yoke block (two O2 and two N2O), large locking wheels for stability and ease of movement, bag tee quick disconnect, a storage bag and options for Automatic Vacuum Switch or In-Line vacuum controls.

For more information, visit www.porterinstrument.com/dental or stop by the booth, No. 3821.

SENTRY SEDATE

The Sentry Sedate is Porter Instrument’s newest portable nitrous oxide sedation system. The Sentry Sedate is a sleek and contemporary portable system combined with Porter quality and precision flowmeters, providing an upscale and reliable mobile nitrous oxide sedation option for dental offices, according to the company.