

JANUARY – MARCH 2019

Chairside



Ergonomics the
key to pain-free
dentistry

LISA makes
life easier

What to look
for in a digital
imaging solution

Waterline
maintenance is
as easy as 1,2,3

What's eating into your profits?

Welcome to chairside

Welcome to the first edition of A-dec's Chairside magazine.

Inside you'll find some information on the latest innovations in dental equipment together with some insights from A-dec customers that we hope you will find useful.

A-dec's mission is to make dentistry better for its customers – something it's been doing for well over 50 years since 1964.

A-dec founder, Ken Austin was a pioneer of modern dentistry, having devised the first Air Vacuum System – the forerunner of today's high volume evacuation and saliva ejection systems.

Before long in 1969, A-dec started producing dental chairs incorporating their own delivery systems, allowing practitioners to perform 'sit-down' dentistry for the first time and enjoy the advantages of improved ergonomics for the dental team.

In addition to its own award-winning products, A-dec also partners with Austrian company, W&H, to bring dentists high quality precision handpieces, sterilizers and automated instrument reprocessing systems.

A-dec's other partner, the Acteon Group from France, has developed the technologically advanced 'X-Mind' range of digital OPG

units and X-ray machines; Ultrasonic scalers and Sopro intraoral cameras with caries detection.

We'd like to thank you for considering A-dec and hope to offer equipment that will make your practice more productive and help improve your day-to-day enjoyment of dentistry.



Patrick Jones
General Manager
A-dec Australia



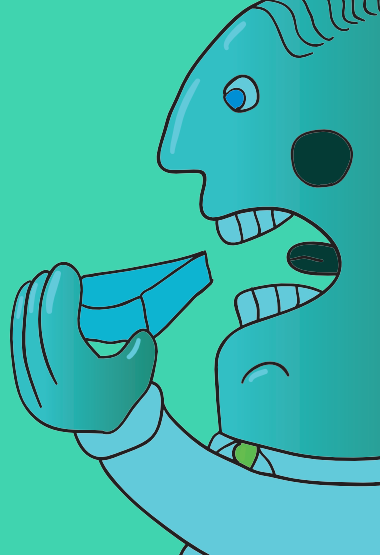
Synea - 4ever young!
Constant innovation
that inspires

PG 9



Surgery
In focus

▶ **PG 04**



What's eating into
your profits

▶ **PG 05**



A-dec
Choices

▶ **PG 06**



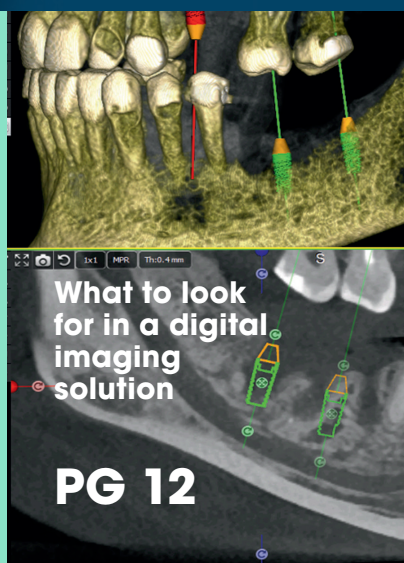
Ergonomics the
key to pain-free
dentistry

PG 07



LISA
makes life
easier

▶ **PG 11**



What to look
for in a digital
imaging
solution

PG 12



New OPG Boost
to orthodontic
practice

▶ **PG 13**



Waterline
maintenance
is as easy as
1,2,3

▶ **PG 15**



Surgery in focus

Capstone Dental, SEVEN HILLS NSW



CAPSTONE DENTAL



When it came to equipping his new general dental practice, Dr Kenneth Chan of Capstone Dental, Seven Hills was strongly influenced by a colleague to look at A-dec.

The result is a very attractive and rapidly growing family practice that provides a superior patient experience where the A-dec dental chair has become a talking point.

"I went to the A-dec showroom in Mascot to see what I wanted for my patients as they're the ones sitting down, so I tried out the chairs to see which one I would be happy with in their shoes and the A-dec 400 with sewn upholstery stood out for value and features.

"As a patient, I always want to rinse, and I want my patients to have a good experience, so I opted for a cuspidor and also installed a ceiling mounted monitor so I can turn the TV on and keep their mind off things," Dr Chan said.

Dr Chan also has an LED A-dec operatory light that gives a soft even spread of daylight-balanced light without shadowing that reduces eyestrain and also assists with diagnosis and colour matching.

Peace of mind

"Some of my colleagues asked me why I was buying brand new, but I wanted reliable equipment with a long warranty and to give my patients a good experience from the get-go. That's how to attract and keep patients.

"Heaps of patients say they like the comfy patient chair, so that is a plus. I also wanted my Dental Assistants to be happy, so I also bought an A-dec 500 assistant's stool and dentist's chair. It's a long day working 8-10 hours, so we need to look after our bodies."

A-dec 500 dentist's stool

The A-dec 500 dental stool provides a new level of support with different 'performance zones' on the chair cushion which provides the necessary posture support and comfort, without restricting blood flow to the legs.

It also supports the lower back and the seat base can be tilted slightly forward to distribute weight to the operator's feet. This relieves lower lumbar strain and allows the body to maintain a healthy posture while seated.

Similarly, the assistant's stool features a curved torso support which takes pressure off the back and a high foot rest which allows an 'active' seated position with the body partly supported by the thighs which is designed to avoid slouching and postural problems.

"Some of my colleagues asked me why I was buying brand new, but I wanted reliable equipment with a long warranty"



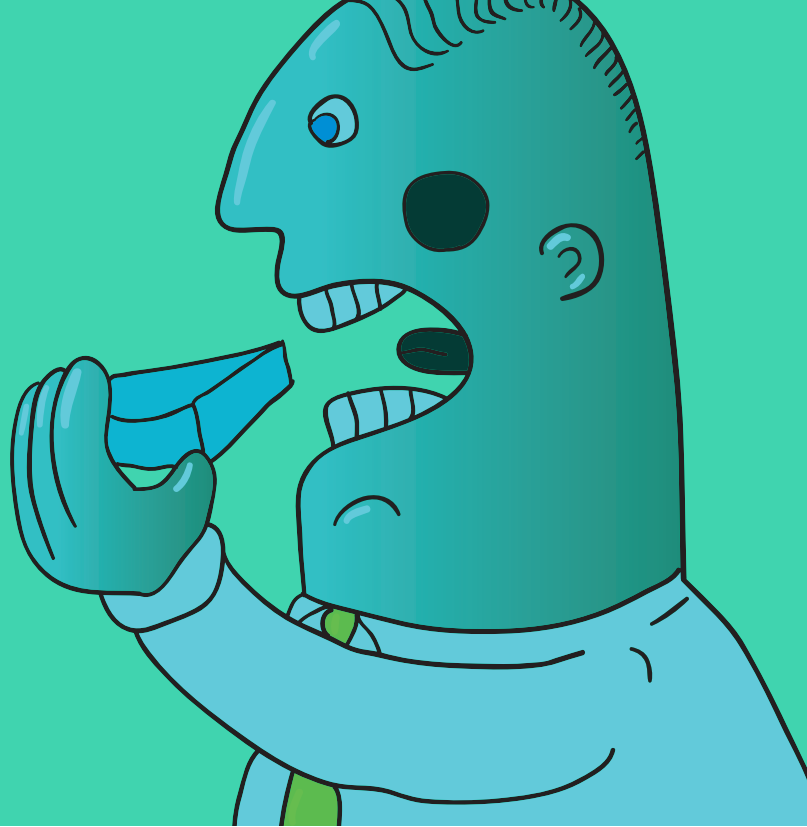
Dr Chan Capstone Dental, SEVEN HILLS NSW

For your free What to look for booklet



**CLICK HERE
for your free copy**

What's eating into your Profits



Analyzing the financial health of your dental practice is a good time to look beyond the obvious at the hidden costs that impact your profit margin. Here are some considerations that may be under the radar.

1 Ongoing Maintenance

When your dental equipment isn't working efficiently, neither is your team. Unreliable equipment that's constantly breaking down or out of service cuts into the profit margin.

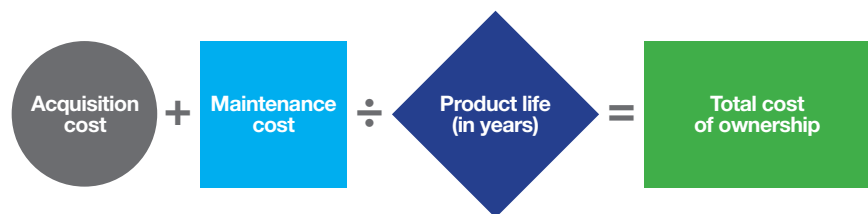
2 Patient Perception

Growing your patient list is top of mind for increasing profits. But what about how patients (current or potential) feel when they visit your dental office? If your practice is dated compared to the one down the street with the brand-new office and state-of-the-art equipment, it's hard to compete. A calm, modern environment communicates comfort and reassurance. Environment drives perception.

3 Physical Discomfort

The most common injuries in dentistry (tendonitis, pinched nerves, ruptured discs in the neck and lower back, or carpal tunnel) develop slowly over time. If not addressed properly, they become debilitating and career ending. The only way to prevent injury is by selecting the right dental equipment and practicing ergonomic positioning. Equipment that places everything at the fingertips allows you to sit properly and work comfortably. This decreases stress and fatigue and increases overall productivity.

4 Ownership Costs



Distinguishing between products to make confident purchase decisions is challenging. But have you followed the total cost of the equipment beyond the acquisition phase? The major component that separates superior quality from low quality is what A-dec coined the Cost of Ownership. Because these costs are not always quantified, they are often overlooked. The cost of ownership concept is truly about value—not only the value of the product, but also the value of a customer's time and productivity:

5 Product Lifespan

Another point to consider is the lifespan of your dental operator equipment. Not all are equal. Known for reliability, A-dec equipment is designed to last. Our dental chairs are tested for a minimum 20-year life: others may only last 10-15 years. When you amortize the cost over the number of years of service, your ownership costs on high-quality products are lower in the long term.

Zero = Zero

Whether it's physical discomfort and exhaustion or dental equipment that's out of service while waiting for parts, it all means not having patients in the chair. And zero patients in the dental operator generate zero dollars in revenue.

If you would like to talk about ways to improve your financial health and uncover the hidden costs that are eating into your profits, contact your local A-dec dealer to discover your best solution.

**Contact your
local A-dec dealer**

**Click to discuss an
equipment package
that is right for you**

A-dec choices

Which solution is right for you?



A-dec 400

Accessible • Strong • Style

Contemporary design in a versatile package.

Modest luxury with proven reliability. A-dec 400 marries form and function for superb patient and doctor comfort and access. The ambidextrous compatibility of the Radius® delivery system brings flexibility and productivity to every treatment room. And when you consider its unique load-bearing pivoting armrests, contemporary chair design, and 60°swivel, you will see why A-dec 400 is an exceptional value.



A-dec 300

Smart • Sensible • Flexible

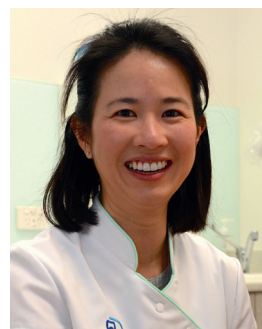
Proven performance for any budget.

Start with the chair: optional armrests and sleek seamless or plush sewn upholstery. Choose a Traditional or Continental delivery system to suit your working style. With Radius left/right assistant's arm, a wide range of ancillary possibilities, and options for touchpads and foot controls, you can truly create a smart system that fits your practice—and your budget.



**Dr Leong
Erko Dental**

The A-dec 400 has a really thin backrest that allows a lot more room to recline the patient, which is better for me, and the patients all say the chair is really comfortable.



**Dr Pia Oparkcharoen,
Docklands
Dental Studio
Docklands, VIC**

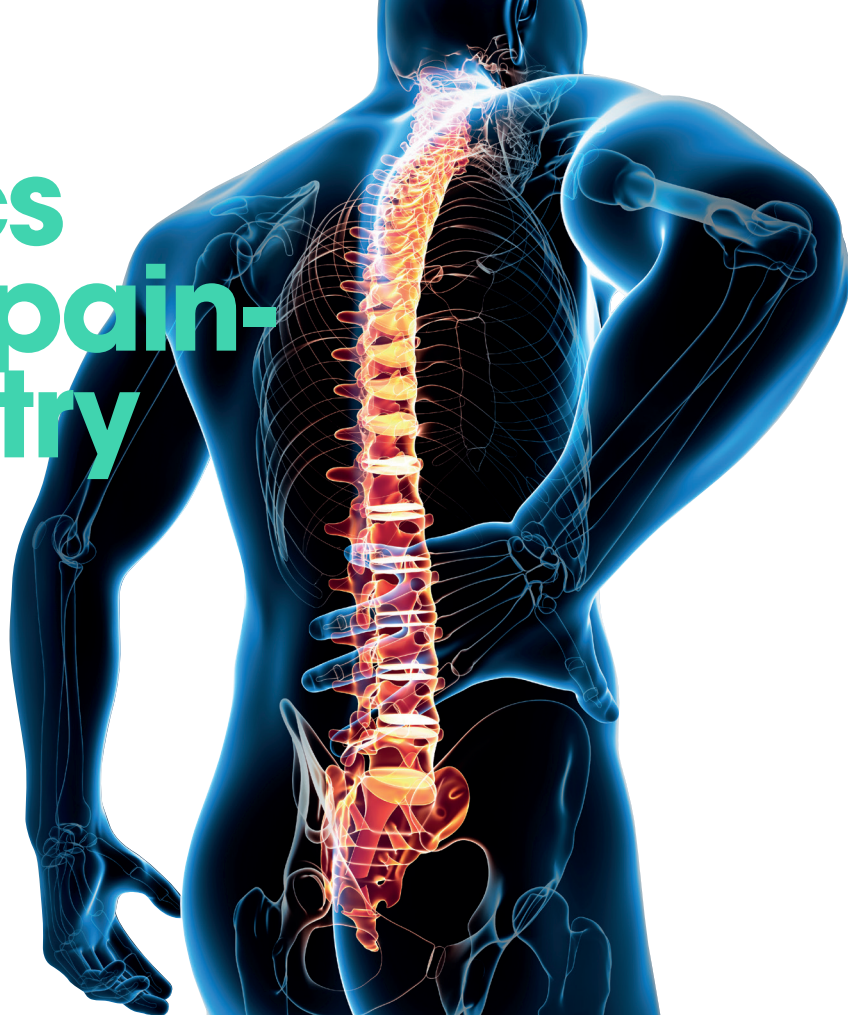
The A-dec 300 unit has a very low minimum height, which is good for me, and with the A-dec LED light, you can see everything clearly and it is very easy to move around.

**Discover our full range
of chair solutions**

**CLICK HERE
for your free
copy**



Ergonomics the key to pain-free dentistry

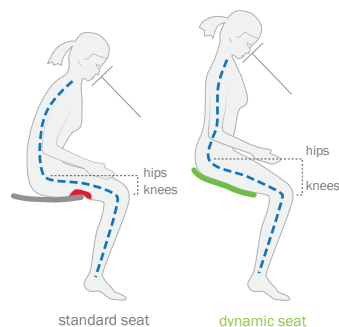


Many dentists develop pain and injuries affecting the spine, muscles, ligaments and nerves in the neck, back and limbs. These musculoskeletal disorders (MSDs) are often the direct result of poor work posture.

Given the long hours spent working in a seated position, the decision to purchase an ergonomically superior patient chair such as the A-dec 500 and matching A-dec 500 dentist's and assistant's stools is a wise investment for the life of your practice.

Seating

Healthy seated posture



When seated, the hips should be above the knees to tilt the pelvis forward which helps create an 'S'-shaped spine. Sitting with your legs parallel to the floor causes the hips to rotate back which is likely to create an unhealthy 'C'-shaped spinal curve, putting pressure on the spine.

When adjusted correctly, the new A-dec 500 dentist's stool puts the operator's hips in the correct position. Optional armrests provide additional support to the lower arms while working in the oral cavity and a completely redesigned seat section has performance zones to properly support the operator in comfort without restricting blood flow to the thighs like conventional stools.

In the case of the assistant, who is seated higher and therefore has to lean forward, a torso support arm is required, together with a foot support ring, like that fitted to the A-dec assistant's stool, to alleviate back strain.

Often, poor patient chair design prevents dentists working in an ideal position, causing the operator to hunch over the patient, especially if the chair has a thick backrest or if it cannot be positioned low or high enough. Other problems exist with chairs that aren't ambidextrous.

The A-dec 300, 400 and 500 patient chairs have a large range of vertical motion and ultra-thin flexible backrests. This enables dentists to position the oral cavity closer to the body, creating angles of access for optimum working positions.

Because of their pressure-mapped contoured backrest, these premium model A-dec chairs also offer superior patient comfort including shoulder and elbow support - especially important during longer procedures. The A-dec 500 armrests also pivot forward so you can work without obstruction.

Lighting



540° of horizontal rotation mean that you can rotate the light 1½ times in either direction. Combine that with 120° head tilt and 80° diagonal adjustment and perfect placement is a sure thing.

A-dec's award-winning A-dec 500 LED with its bright 'daylight' balanced light temperature and unique 'cure safe' mode for working with composites, contributes to an ergonomic working environment. And because it's an LED there's no heat from the lamps like conventional lights.

The broad spread of light and innovative 'stadium effect' overlapping multi LED light

output minimizes shadowing and the softly feathered light pattern reduces eye fatigue.

The A-dec LED surgery light has a three-axis pivot arm with additional 540° horizontal rotation, making positioning of the dental light fluid and comfortable using only one hand.

When integrated with the A-dec 300 or A-dec 500 chair, the hands-free operation turns the light on automatically when the chair-back reclines and off again when the chair is brought to the entry/exit position, eliminating unnecessary reaching.

**To discuss
the most
ergonomic
options
for your
practice**

**Click to contact your
local A-dec Territory
Manager on
1800 225 010**



Forever young.

SINCE

1998

**Contact your
local A-dec dealer**

**Click for in-surgery
demonstrations and great
offers on Synea handpieces**

Synea – Constant innovation that inspires

Synea is the clear winner of the innovation challenge – and has been for 20 years. The Synea turbines and the Synea straight and contra-angle handpieces of W&H not only set the benchmark in their class – they are also a technical sensation. Unique in their function, design and reliability, Synea products inspire dentists' day-to-day work and open up a lot of new treatment possibilities. Even more, they satisfy all requirements for safe and gentle preparation.

Congratulations, Synea, on such an outstanding achievement! Happy birthday to you!

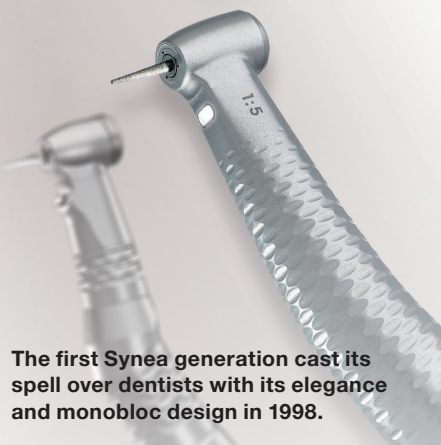
Innovative, high-performance and visually appealing – that's the Synea range. As an important standard feature in dental practices, the Synea products provide users with safety and efficiency in their everyday use. Packed with innovation,

Synea has been facilitating constant improvements in dental treatment for 20 years. Products bearing the Synea brand name combined with a slim profile, an elegant monobloc design and reliable performance began securing a place for themselves in dental practices all over the world as far back as 1998. After this initial success, one technical highlight followed the other hard on the heels. W&H was the first manufacturer in the dental industry to integrate the LED into a turbine head.

Finally, the light was where it was needed the most – close to the treatment site. But that wasn't enough. With its 5x Ring LED+, integrated into the small head of the Synea Vision turbine, W&H underlined its position as the technology leader once again in 2014 and offered dentists a shadow-free view of the treatment site. With W&H's LED innovations, dentists benefit not only from improved light conditions, but also from reliable

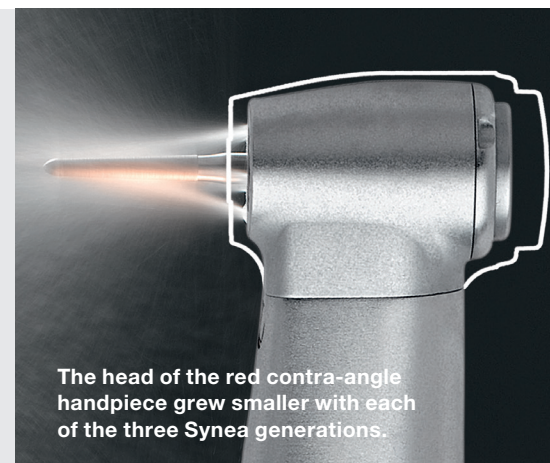
functionality even after multiple hygienic reprocessing such as sterilization.

As the awareness of the Synea brand name grew bigger and bigger over time, the head of the red contra-angle handpiece itself was growing smaller and smaller. That translates to greater functionality and miniaturisation, which facilitate the dentists' fine technical work within the limited confines of the oral cavity. W&H had another small but important bonus to add: thanks to their scratch-proof surface coating, the Synea Vision turbines and straight and contra-angle handpieces still gleam the same after repeated use and regular processing as they do on their first day of use. This coating endows Synea with long-term value and makes W&H products a permanent fixture in every dental practice.



The first Synea generation cast its spell over dentists with its elegance and monobloc design in 1998.

Forever young.
synea years 20



The head of the red contra-angle handpiece grew smaller with each of the three Synea generations.

A must-have for every dentist

Synea – a synonym for top quality "Made in Austria" meets the high standards placed on dental preparations. W&H has proven with innovative highlights that the company is a master of its craft and even capable of rendering the impossible possible. The focus is always on advancing the dentist's work. Perfect combination of revolutionary technology and high quality service has allowed W&H as a reliable partner to set new standards in dental practices around the world for 20 years. Synea products are and always have been the must-have for every user.

With the sterilizable 5x Ring LED+, integrated in the small head of the Synea Vision turbine, W&H underlined its position as the technology leader in 2014. Dentists benefit from a shadow-free view of the treatment field.



W&H

Attracts with
fast B cycle
sterilization:
New Lisa



 eco dry+

01

Extends
service life

02

Energy
saving

03

Time
saving



lisa

A complete solution for your sterilisation needs

Instruments

Straight and contra-angle
handpieces
Turbines



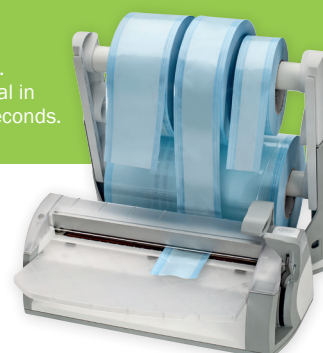
Assistina

Instrument
processing units



Seal2

Packaging.
Perfect seal in
just two seconds.



LISA makes life easier

Experienced dental nurse, Mirian ("Mimi") Ramos, has used just about every autoclave made - including hospital sterilisers - in addition to working for a dentist since she was just a young teenager.

As such she is in a good position to judge the features of the latest W&H Lisa VA steriliser that was recently installed at brand new Sydney practice, Dental House Gladesville where she now works.

Mirian said she was particularly impressed with the simplified colour touchpad and dedicated B Cycles, plus the built-in traceability features of the new Lisa VA.

"The new Lisa is excellent and the way technology is developing is making life a lot easier," Mirian said.

"The way the Lisa and LisaSafe printer print out pouch labels for traceability is really efficient compared to in the past when you have had to hand write everything.

"I also like the password feature so you know who has released the load, which puts extra responsibility on the nurse to check that the instruments are properly sterilised by ensuring the chemical indicators have changed colour and the instruments are dry.

"Also if the cycle faults because of a power failure for example, the Lisa will show if the cycle has been unsuccessful and you have to reprocess it. Of course, this is very rare in a new machine, but with an older machine which may need recalibrating it is a useful backup."

Mirian has also noticed that the new model Lisa VA is much quicker than earlier sterilisers and was capable of completing a B cycle in 30-45 minutes, which was



significantly faster than other units she had used in the past.

The Lisa has the ability to self-monitor and captures all cycle parameters such as time, steam pressure and temperature on the inbuilt data logger and will only produce BCI (batch control identification) bar code labels if the cycle has successfully completed.

However, Mirian says the steri nurse should as a matter of course check that pouches or chemical indicators have changed colour and that the instruments are dry at the end of the cycle before releasing the load.

She also runs a Helix test at the beginning of the day, a weekly vacuum test and a Bowie Dick test if required.

All instruments at Dental House Gladesville are pouched and processed using the Universal 134 B cycle so that saturated steam comes in contact with the instruments for the required time.

The Lisa is the only steam vacuum steriliser with an air detector, which ensures that saturated steam reaches the lumens of all hollow instruments and is recommended for all practices that are committed to ADA Infection Control Guidelines and Australian Standards for infection control and traceability of instruments in the dental practice.

"The way the Lisa and LisaSafe printer print out pouch labels for traceability is really efficient compared to in the past when you have had to hand write everything".

Make your life easier

Click to contact your A-dec Dealer for a Lisa quote today

Lisa
Sterilisation



LisaSafe and Barcode scanner
Labelling and traceability



What to look for in a digital imaging solution

Digital imaging has revolutionised the ability to quickly and accurately diagnose underlying symptoms and provide far greater confidence in treatment planning.

Modern x-ray, OPG and CBCT units, digital sensors and phosphor plate units

mean effective diagnosis can be conducted in-house, saving time and greatly enhancing patient convenience.

Expand the scope of your practice and introduce predictability, efficiency and better treatment outcomes to your digital workflow.

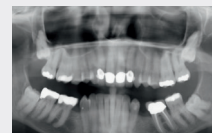


1 Identify

The X-Mind Trium provides a fully comprehensive view of the patient's oral pathology in a variety of fields of view utilising a 360-degree scan.



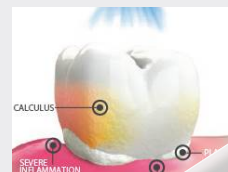
Panoramic with improved orthogonality



Maxillary

2 Diagnose

Enhance your vision by revealing oral hygiene pathologies to your patient. Fluorescence technology in Sopro Cameras for better patient communication, case acceptance and added diagnostic value.



3 Treatment Plan

PSPIX2 – The most versatile and fastest scanner producing digital radiographs in seconds.



OR

X-Mind Unity delivers a successful X-ray every time with minimal exposure to radiation. ACE technology analyses the exposure and automatically freezes the perfect image. No more overexposed images!

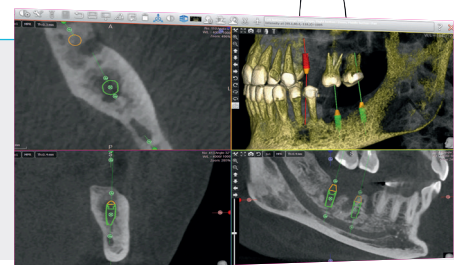


4 Integrate

Acteon Imaging Suite (AIS) completes your digital imaging workflow.

AIS is a comprehensive 2D & 3D software allowing for diagnosis, treatment planning, comprehensive implant library and reporting, across both Windows and MAC platforms.

ACTEON imaging



To discuss your digital imaging solutions

Click to contact your A-dec dealer or visit acteongroup.com

New OPG boost to orthodontic practice

The decision to invest in state-of-the-art digital OPG equipment has paid dividends for a Newcastle Orthodontist.

Dr Nerissa Green and her partner, Arty Olivares, together operate Charlestown Orthodontics in a stylishly renovated and modernised practice close to the Charlestown CBD.

Dr Green said she wanted her own X-ray equipment to provide convenience for patients and to ensure consistent imaging quality for diagnostic purposes.

Previously patients would have had to make a separate imaging appointment in Charlestown or Newcastle and then come back for another orthodontic appointment.

In contrast, the in-house OPG imaging itself only adds a few minutes to a visit and the information is immediately available for diagnostics and patient education.

"We'd been doing our homework for a while and saw the X-Mind Trium at ADX16. We then had a chat with our equipment technician, Darren Welsh from Dental Installations, and out of that chat we arranged to see the unit demonstrated at A-dec's Sydney showroom.

Dr Green came away impressed with the design and technical aspects of the machine, especially the image quality – attributable to its benchmark-setting 75-100 micron resolution (depending on configuration) and four selectable fields of view. Dr Green installed an X-Mind Trium in a dedicated OPG room and is enjoying the benefits.

Dr Green normally takes a full arch and lateral cephalometric image to conduct a thorough lat ceph analysis on her orthodontic software.

"Some things can only be shown on an X-ray and are not known from just the clinical presentation for example, missing or supernumerary teeth or other factors which may be contributing to the malocclusion," Dr Green said.

"With the X-ray machine I can view, then I use software to mark landmarks to measure the relationship between the maxilla and the mandible and the angulation of the teeth."

Dr Green said the images obtained on X-Mind Trium have been very clear and she hasn't had to enhance or change them. She was also able to import images into third party software without problems (Dolphin).

"The X-Mind Trium is very easy to use and we are extremely happy with it. I like the design and thought it was not to intimidating for young patients and would be a good match for our practice.

"Patients have to be in the OPG room by themselves. The machine looks nice and is quiet in operation. If patients are in with something that looks nice and is not to obtrusive, I think that makes the whole experience easier" Dr Green said.

The X-Mind Trium has the smallest footprint with the Ceph arm on the market. An added advantage is that it is easily upgradeable to 3D of full cephalometric imaging if required.

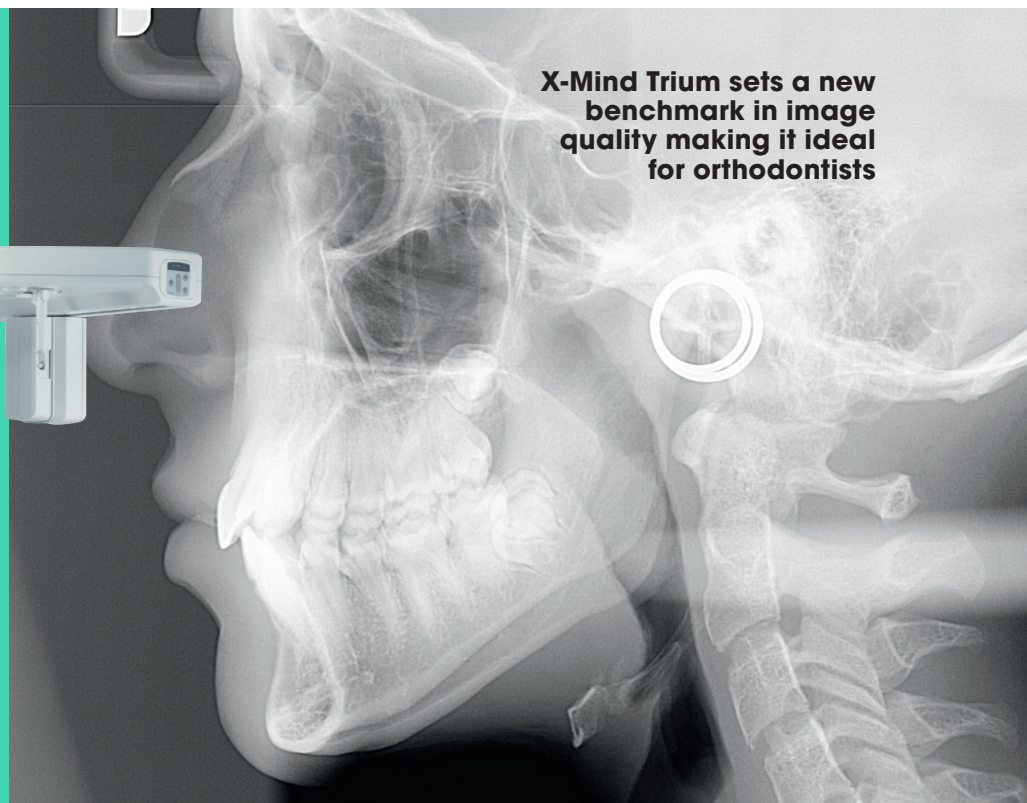
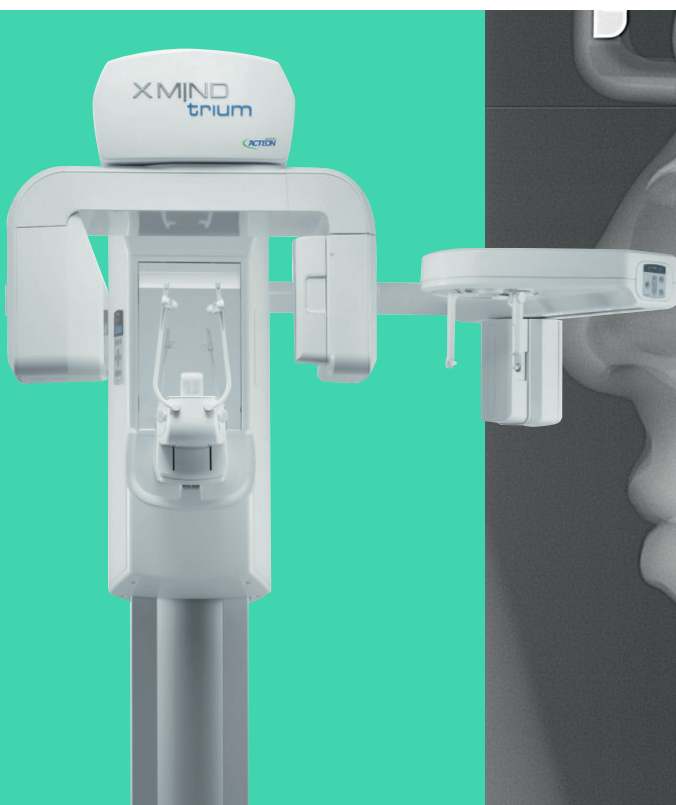
Dr Green has found the logical icon based controls make the X-Mind Trium easy to use and has been impressed with the level of after sales support. "Support was important to us and we wanted Australian-based support, which we have received from both Dental Installations and Acteon.

"We're extremely happy with Dental Installation's service. The training we had from Acteon enabled us to hit the ground running and any questions we've had have been followed up quickly."

Some things can only be shown on an X-ray and are not known from just the clinical presentation



Dr Nerissa Green
Charlestown Orthodontics



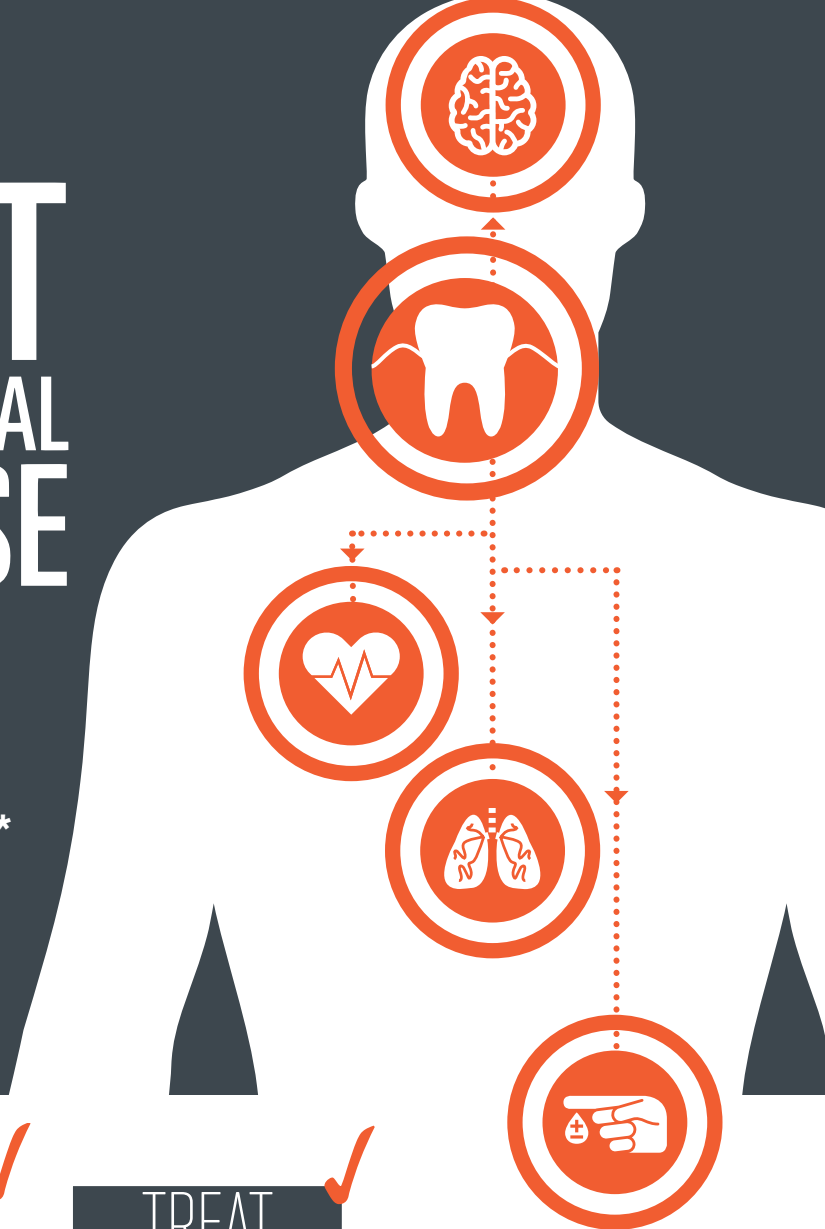
X-Mind Trium sets a new benchmark in image quality making it ideal for orthodontists



FIGHT PERIODONTAL DISEASE

**20% of Australians
suffer from
periodontal disease***

**Inform your patients that periodontal
disease infection impacts their
whole body, with potential serious
health implications!**



DETECT



Inflammation caused by
periodontal disease.

DIAGNOSE

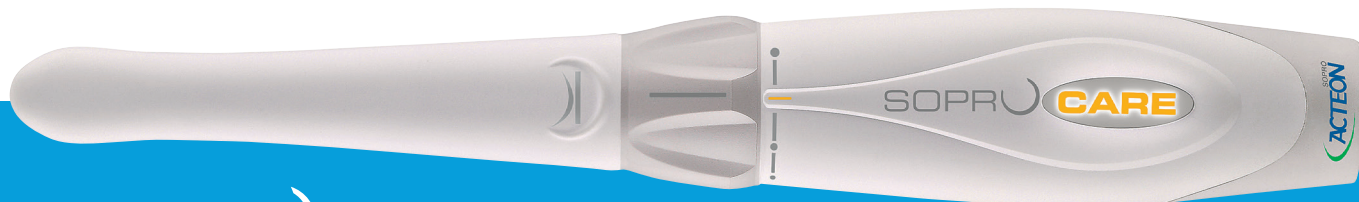


Periodontal disease at
all of its stages and
educate your patients.

TREAT



Periodontal disease
at its earliest stages.



SOPRUCARE

Reveal plaque, calculus, and gingival inflammation.

**Click to contact your A-dec Dealer for
an in-surgery demonstration today**

Waterline maintenance is as easy as 1,2,3



The dangers of aerosols in spreading infection are well documented, and that's why it is vital that dental unit water lines are kept sterile with an effective treatment plan.

A-dec ICX® tablets are the leading dental unit water line treatment solution and are recommended for all A-dec self-contained water units. ICX tablets make waterline maintenance as easy as one two three:

1. Maintain,
2. Monitor,
3. Shock.

MAINTAIN with ICX®

For daily waterline maintenance, A-dec ICX water treatment tablets are specially formulated to maintain dental unit waterlines and prevent accumulation of odour and foul-tasting bacteria. Intended for use with potable (drinkable) water,

ICX remains active in the system for at least two weeks.

To optimize the quality of your dental unit water, be sure to use a fresh ICX tablet and follow these steps every time you refill a self-contained water bottle:

1. Empty any remaining water left in the bottle.
2. Drop the tablet into an empty dental unit water bottle (0.7L tablet in 0.7 litre bottle, 2L tablet in 2 litre). Avoid touching the tablet with skin.
3. Fill the bottle with water, then install it on the dental unit.
4. Wait two minutes for the tablet to fully dissolve before using the system.

Be sure to use ICX in conjunction with regular dental unit water monitoring and shock treatment.

MONITOR the Water Quality

It's important to regularly monitor the water in your dental equipment. The frequency depends on your test results and water quality goals. Initially, test once per month. If monthly results pass your clinic's water quality goal for all treatment rooms for three successive months, reduce the testing frequency to once every three months.

Water quality should be monitored by performing a test that provides a quantitative measurement of heterotrophic bacteria. Call your A-dec dealer for information on available in-office water monitoring kits.

Follow these procedures:

1. Remove handpieces, attachments, and motors. Wipe waterline outlets (syringe tips, handpiece tubing terminals, etc.) with an alcohol wipe to avoid external contaminants.
2. Collect an equal amount of water from each sampled outlet (e.g., if there are two handpiece tubings and two air/water syringes, collect approximately one-quarter of the water sample from each outlet). Follow the instructions provided with the monitoring kit for collecting the sample.
3. Follow the monitoring kit instructions for handling, storing, and processing the sample.

The results obtained from this monitoring procedure will provide an indication of the dental unit water quality in each treatment room. It will also help you determine what action to take next—continue maintaining with ICX or shock.

Maintain, monitor & shock as required

Guidelines or requirements for dental unit water quality vary by region and are usually specified in colony forming units per

millilitre (CFU/ml). As a general guide, The Australian Dental Association guideline is 500 CFU/ml and 200 CFU/ml for immuno-compromised patients. (Saline water should be used for surgical procedures).

A-dec recommends 200 CFU/ml as an action level. Your clinic may establish a different action level based on applicable guidelines or requirements in your area. If test results are greater than the action level, perform the shock treatment. If test results are less than the action level, no shock treatment is necessary and daily waterline maintenance with ICX should be continued.

SHOCK the Waterlines

A Shock treatment clears deposits and bacterial contamination from dental unit waterlines. It's a step that's recommended whenever test results are greater than your water quality action level.

A-dec recommends that you use a dental unit waterline shock treatment product registered with the relevant authority in your region. Contact your authorized A-dec dealer for product recommendations that are compatible with A-dec equipment. (Whenever applying a shock treatment, be sure to adhere to the product instructions provided by the manufacturer).

After completing the shock treatment—including flushing with water—resume your daily waterline maintenance regime with ICX.



**Contact
your A-dec
dealer**

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