

# Sulzer continues to enforce its rights



Sulzer's candy-color quality seal and collection of mixing tips. Photos/ Provided by Sulzer Mixpac



By Sulzer Mixpac Staff

Sulzer Mixpac Ltd. operates globally in the field of static mixing tips, cartridges and dispensing devices for the dental sector. In recent times, the company reports, substantially identical copies of the static mixing tips for two-component cartridges and syringes have increasingly been discovered. These copies by other manufacturers are not subject to Sulzer's quality controls and are therefore not covered by its warranty. In the interests of its clients, Sulzer will continue to take legal steps against all such copies.

With its ruling in 2010, the Cologne District Court determined that the mixing tips forming the basis of Sulzer's complaint represent unfair copies of the mixing tips of Sulzer Mixpac Ltd. and result in an avoidable deception with respect

to the commercial origin (Court ref.: 33 O 306/09). This decision was also then confirmed in the second instance by the Cologne Higher Regional Court with its 2011 ruling (Court ref.: 6 U 189/10).

Sulzer has continued to enforce these rights over the years in many dozens of court actions or out-of-court settlements with slavish imitators of its mixing tips. The company has successfully enforced its patent, trademark or other IP rights against certain infringing colored mixing tips in many countries, including Germany, Japan, the U.S. and the U.K.

Despite these measures, in 2016 and 2017 further unfair slavish copies of the mixing tips and/or patent-infringing mixing tips were discovered and action was taken, for example, in Germany. Shortly before the IDS 2017, several distributors of mixing tips infringing EP0885651 in Germany were stopped by accepted court

decisions or out-of-court settlements. In addition, patent infringement actions were filed at the Dusseldorf District Court against three Korean suppliers of mixing tips infringing EP0885651 who were offering them at the IDS 2017: B&E Korea Co., Han Dae Chemical and HDI Inc. All three infringers have now accepted the preliminary injunctions as a final binding decision. In addition, the Korean manufacturer of these patent-infringing mixing tips, Seil Global, has agreed to respect Sulzer's rights worldwide for all members of the patent family for their remaining lifetimes.

In addition, 11 preliminary injunctions due to unfair competition were obtained from the Cologne District Court against various providers of slavish copies of Sulzer's mixing tips during the IDS 2017 by which *inter alia* the offering, advertising and marketing of these copied mixing

tips for the dental sector were prohibited. Furthermore a preliminary injunction from the Dusseldorf District Court was served at IDS 2017 on an exhibitor offering dynamic mixers infringing Sulzer's European patent, EP1943012.

Sulzer is committed to protecting its products. Genuine MIXPAC™ tips can be identified by the MIXPAC name stamped on the retaining ring and the candy-color quality seal.

## About Sulzer Mixpac

The 850-employee Sulzer Mixpac is a leading manufacturer and supplier of cartridge-based metering, mixing and dispensing systems and disposable mixers for reactive multicomponent materials. It is part of the Sulzer group international network based in Switzerland with subsidiaries are in the U.S., U.K. and China.

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Envy Self-Etch, Self-Adhesive Cement.  
Photos/Provided by Essential Dental Systems

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Today's dentists can choose between a number of proven restorative materials. There has been a large decline in porcelain fused to metal (PFM) crown restorations in favor of increasingly popular lithium disilicate and zirconia restorations. These newer materials are stronger and more esthetic. However, many practitioners have found that most self-adhesive luting cements do not interact well with these materials and other substrates.

According to Essential Dental Systems Inc., its Envy Self-Etch, Self-Adhesive Cement is a new advancement in multisurface adhesive technology — even solving the problem of adhesion to zirconia. The company describes Envy as a “simple, time-saving, cost-effective, one-step solution.” Envy's chemistry provides tack curing for easy cleanup and ensures virtually no post-op sensitivity, the company asserts.

Clinicians such as Steven Richards, DMD, who has placed more than 100 units with Envy, appreciate the versatility of the cement. Richards, of Cedar Spring Family Dentistry in Spartanburg, S.C., said: “Envy provides more consistent bonding with all zirconia and all ceramics. The ‘Tack-and-Wave’ cleanup is easy for both the dentist and patient, and we have had no reports of post-operative sensitivity.”

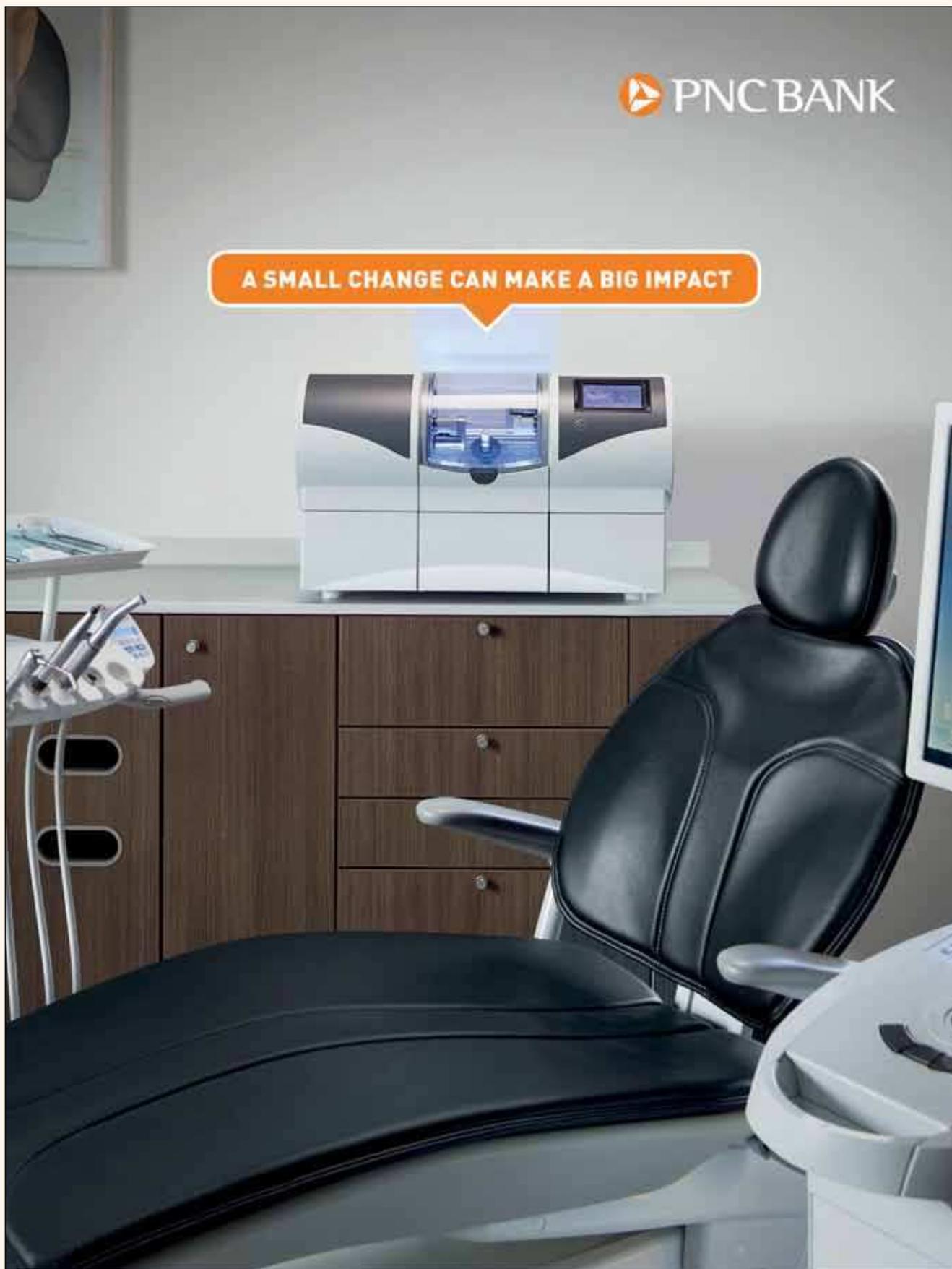
Complete information about Envy, as well as a limited-time promotion, are available at [www.edsdental.com/envy](http://www.edsdental.com/envy).

*(Source: Essential Dental Systems)*



Envy's chemistry provides tack curing for easy clean up and ensures virtually no post-op sensitivity.

Photo/Provided by Essential Dental Systems Inc.



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# New photonic design uniformly distributes high-def light

AAP  
BOOTH  
NO. 1034



High-definition headlamps optically focus the light from the LED to provide 45 percent more light with uniform distribution. Photo/Provided by Designs for Vision

By Designs for Vision Staff

Designs for Vision is introducing an advanced photonic design that provides uniform light distribution with maximum intensity. The patent-pending headlamps optically focus the light from the LED to provide 45 percent more light with uniform distribution.

The new LED DayLite® Micro HDi™ uses the new high-definition imaging in an ultra-lightweight headlight in combination with the new Micro power pack. According to the company, the Micro is the market's lightest and smallest power pack. The complete unit includes two

power packs, and each power pack can run up to 10 hours.

Designs for Vision also has added high-definition imaging to the LED DayLite WireLess Mini HDi, providing a lightweight cordless solution with light intensity comparable to many corded headlamps. You can choose high-definition imaging with either a wired or wireless design to meet your preference, and either HDi headlight will illuminate the entire oral cavity.

Designs for Vision's WireLess headlamps free you from being tethered to a battery pack. The simple modular designs uncouple the headlamps from a specific frame or single pair of loupes.

Prior technology married a cordless light to one pair of loupes via a cumbersome integration of the batteries and electronics into the frame. The compact design of the LED DayLite WireLess headlamps are independent of any frame/loupes.

Designs for Vision is also featuring the "REALITY five-star-rated" Micro 3.5EF Scopes, which use an innovative optical design that reduces the size of the prismatic telescope by 50 percent and reduces the weight by 40 percent — while providing an expanded-field, full-oral-cavity view at 3.5x magnification.

Building on an established award-winning design, the newest addition to the Micro Series line is the Micro 4.5EF

Scopes, which reduce both the size and weight of the telescopes by 44 percent.

## New location

Designs for Vision is expanding into a new 67,500 square foot location. Find the new address at [www.DesignsForVision.com/move.htm](http://www.DesignsForVision.com/move.htm).

You can see the "Visible Difference®" by visiting Designs for Vision in booth No. 1034 at the American Academy of Periodontology meeting, booth No. 611 at the Southwest Dental Conference or booth No. 410 at the Ohio Dental Association meeting — or arrange a visit in your office by contacting the company at (800) 345-4009 or [info@dvimail.com](mailto:info@dvimail.com).

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*Being a good dentist doesn't make you a good leader — but mastering these 8 skills can*

Running a successful dental practice calls on not just your expertise in dentistry but also on your leadership abilities. Being an effective leader will help you focus your staff and your partners on creating and maintaining the kind of dental practice that you can be proud of.

The following eight areas of focus can help practice owners and other dental professionals develop and strengthen leadership skills:

**1** *Promote creativity.* When employees are encouraged to express their creativity, they stretch their limits.<sup>1</sup>

Foster this by setting staff goals and supporting employees as they work toward those achievements.

**2** *Display your passion.* If employees see that you care about your work and your practice, they'll be more likely to care too.<sup>2</sup>

Let your passion inspire others, and they, in turn, will inspire you.

**3** *Listen.* If you don't know what's happening in your practice or among your workers, you can't fix problems or address concerns. Ask questions, check in on staff members in different areas of your practice and find out what's going on. The more you know, the better you'll be able to reach your workers and address their needs.<sup>3</sup>

**4** *Be honest.* If things have gone wrong or are less than perfect in your practice, own up to it and look for ways to improve. Effective leaders don't deny weaknesses and mistakes; they learn from them.<sup>4</sup>

**5** *Communicate.* People who work with you need to know what direction things are headed. Be sure employees are informed about changes and developments in the practice, particularly those that affect them.

**6** *Be a role model.* If you're asking people to work longer hours, don't clock out early. If you want staff to abide by a new workflow practice, be sure you're taking part.<sup>5</sup> Build trust by practicing what you preach, and employees may be increasingly receptive to your leadership.

**7** *Be positive.* People will likely be more agreeable if they feel your guidance will lead to something good. Be confident about the direction your practice is taking.

**8** *Be open.* Every day you have the opportunity to learn something new, either from your surroundings, what you read, what you observe or the people you work with. Being a leader means continuing to grow and change so you can take your practice with you on the journey.

4. [www.makeithappennow.org/advice/how-to-develop-your-leadership-skills-and-techniques/](http://www.makeithappennow.org/advice/how-to-develop-your-leadership-skills-and-techniques/)
5. [www.psychology.about.com/od/leadership/tp/become-a-better-leader.htm](http://www.psychology.about.com/od/leadership/tp/become-a-better-leader.htm)

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(Source: PNC Financial Services Group)



By focusing on eight key areas that support your staff and partners, practice owners and other dental professionals can develop and strengthen their leadership abilities.

Graphic/By Chronis Chamalidis, [www.dreamstime.com](http://www.dreamstime.com)

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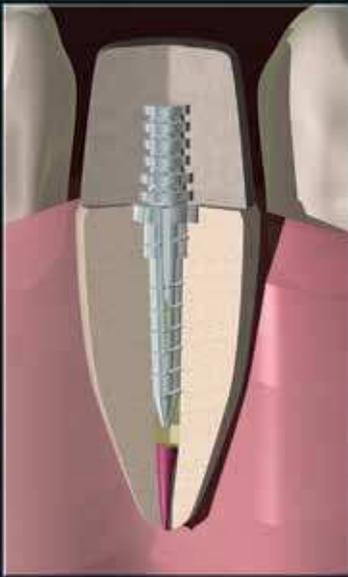
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2. Ibid.
3. [www.investopedia.com/articles/pf/12/leadership-skills.asp](http://www.investopedia.com/articles/pf/12/leadership-skills.asp)