Sulzer Mixpac expands

In an interview with Dental Tribune International, Samuel Fitzi, Sulzer Mixpac product manager for dental products, shares insights on the acquisition of Transcodent, the new T-Mixer Colibri and continued efforts to protect users from low-quality copycat tips.

Sulzer Mixpac has a large product portfolio of mixing and dispensing systems, providing Mixpac products for the OEM and the new Transcodent brand products for the trade business. How can U.S. clients now receive Transcodent products?

SF: Transcodent is the leading supplier of dental one-component application systems, unit-dose technology for dental products with the highest barrier properties and premium-quality dental needles. This merger of Sulzer Mixpac and Transcodent establishes an excellent position for further growth and the expansion of the product portfolio in the future. With this thought in mind, we decided — in the course of the name change — to take this opportunity to modernize the existing Transcodent logo, integrating it into the world of Sulzer and realigning it with the Mixpac product portfolio. In the future all OEM and industry products will appear as “Transcodent — A Sulzer Brand.” All trade products will appear as “Transcodent — A Sulzer Brand.” All operations have moved to Sulzer Mixpac USA in Salem, N.H. All order processing, logistics, accounting and complaint management will be handled from Salem. For assistance, you can contact SFUS.AME_Dental_Customer_Service@sulzer.com or sales manager Lisa Lowry at (603) 681-2741 or lisa.lowry@sulzer.com.

In your product portfolio you have Helix and T-Mixer mixing tips. The T-Mixer product family is continuously growing, recently adding the T-Mixer Colibri plus. What are the differences of both mixing technologies? What are the benefits for the dentists?

SF: Thanks to its advanced technology and the compact, shorter design, the T-Mixer offers material savings up to 40 percent compared with Helix mixing tips. This enables easier, more precise and safer handling and application of the material. The shearing and stretching forces produced inside a T-Mixer result in a more homogeneous distribution of individual molecules in comparison to conventional mixing tips, ensuring improved material reactivity. The T-Mixer has received multiple awards from the magazines Dental Advisor and Clinicians Report.

Sulzer has been combating copies of protected mixing tips for a long time — for the benefit of patients and dentists. How can users be sure that they have the original Sulzer product in their hands?

SF: 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. We recommend that everyone continue to take great care to ensure that you actually do receive the original mixing tips from Sulzer Mixpac. With its system approach, Sulzer Mixpac guarantees high performance and top application results when using the whole Mixpac system — dispenser, cartridge and mixers from Sulzer Mixpac.