Island mentality vs European view
Do we yet think as Europeans or are we still an Island?

When meeting a dentist to discuss new equipment, many have had hanging tube delivery systems for years and do not want to change. When the advantages are explained many take a leap change. When the advantages for years and do not want to convert from their beloved hanging tube system. One option is to mount the unit over the cabinet, avoiding the arm having to hover over the patient. It also means the dentist does not have to get up to move the arm to allow the patient to allow the patient to enter or leave the chair or stoop to reach the hand pieces resulting in back problems. It is the over patient delivery that is associated with the whipcord system that puts us off the European style of delivery. Most of the delivery systems we supply are balanced arm and most dentists would not go back to hanging tubes. From our point of view, and experiencing the reliability also seems to be better, as the tubes last longer, not being bent or trodden on. Hanging hoses get dirty, stepped on and have a concentrated bend where the tube bends towards the patient causing it fail sooner. The Balanced arm supports the tube and to some degree the hand piece, not only this but also the tight bend that on the hanging hose is removed or smoother and the hoses seem last longer as a result.

The other thing that we seem to be reliant upon as a nation, are air driven motors. They are great little workhorses; in some cases never seeing the oil can for years! But the other option an electric motor has the advantage in that it tries to keep up with demand, so cutting rates can be much higher. Unfortunately putting an electric motor on a unit driven by an air foot control can loose much of the speed control afforded by an electric foot control, losing many of the advantages of fine speed control and electric motor can offer. The transducer used to convert air pressure signal to an electric speed control can stick slightly and you get an “all or nothing effect”. Electric foot control cables on the other hand can be susceptible to damage from being trodden on, with the advent of bluetooth technology the wireless foot control is becoming more common, offering the dentist a finer degree of control and with it reliability without the cables to trip over.

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So if you’re thinking about replacing equipment, why not consider these options? It could breathe fresh air into your whole working environment and in the long run more keep pennies in your pocket!