AIR-FLOW® THERAPY:
ADVANCED BIOFILM MANAGEMENT

HOW CAN YOUR PRACTICE GET THE MOST
OUT OF AIR-FLOW THERAPY?

AIR-FLOW Therapy is so much more than polishing. Its versatility makes it the perfect enhancement to procedures that hygienists, dentists and specialists do every day.

WHAT MATTERS MOST TO YOU AND YOUR BUSINESS?

- PROVIDING SUPERIOR PATIENT CARE
- INCREASING EFFICIENCY
- GENERATING REVENUE

As the focus on biofilm management continues to grow within the dental industry, your offices need to be on top of the trends in order to retain patients and continue to expand your business. Not every method or technology out there will address each of your business needs, but AIR-FLOW Therapy certainly does.

AIR-FLOW Therapy is an advanced biofilm management system that can be used on every patient. Used with glycine PERIO powder, AIR-FLOW Therapy is designed for procedures and clinical situations where traditional air polishing was never able to be used.

Let’s take a closer look at how integrating AIR-FLOW Therapy into your practice will add immediate impact to your business.

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<tr>
<th>PROCEDURE</th>
<th>USING AIR-FLOW</th>
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<tr>
<td>General Plaque/Biofilm Removal</td>
<td>The versatility of AIR-FLOW ensures that plaque/supragingival biofilm is quickly and efficiently removed from supragingival surfaces. Once all of the plaque is gone, it is easier to detect calculus and rubber cup/paste is not needed.</td>
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<td>Subgingival Biofilm Removal</td>
<td>Unlike standard air polishing, AIR-FLOW Therapy can be used subgingivally, removing subgingival biofilm in healthy patients at the gingival margin and also in perio patients with deeper* pockets. For the latter, the flexible PERIO-FLOW nozzles can get around the height of the contour which metal tips cannot do, aiding in the prevention of periodontitis.</td>
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<td>Implant maintenance</td>
<td>Cleaning implants regularly is a necessary step in the prevention of mucositis &amp; peri-implantitis and therefore in preserving the implant. AIR-FLOW Therapy gently removes the biofilm on all of the implant components without causing damage.</td>
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<td>Ortho patient cleanings</td>
<td>Plaque can build up on and around ortho brackets, and it is very difficult to maneuver a rubber cup around the wires. AIR-FLOW Therapy can easily remove the plaque without interfering with the fixed appliances.</td>
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<td>Restorative maintenance</td>
<td>Just like with ortho brackets, biofilm can accumulate on and around restorations. AIR-FLOW therapy with glycine is safe to use around restorations, and allows for optimal cleaning efficiency.</td>
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<tr>
<td>Surface preparations</td>
<td>AIR-FLOW Therapy can support surface prep for many different procedures. It helps remove surface impurities and smooth surfaces so nothing comes between the enamel and the adhesive for brackets, bondings, restorations, etc. Smoothing the tooth surface also allows for better uptake of the material in fluoride and bleaching treatments.</td>
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*approved for pockets up to 5mm in U.S.
DON'T JUST TAKE OUR WORD FOR IT...

When seasoned industry Key Opinion Leaders, Dr. Samuel Low DDS, Karen Davis RDH and Nancy Miller RDH, implemented AIR-FLOW Therapy into their practices, they discovered that it significantly advanced not just biofilm management but other aspects of their clinical routines while serving many business needs.

MEET THE KEY OPINION LEADERS

SAM LOW, DDS
Dr. Low is professor emeritus, University of Florida, and associate faculty of the Pankey Institute with 30 years of practice in periodontics and implants. He is past president of the American Academy of Periodontology and Florida Dental Association (FDA), “Dentist of the Year” by the FDA, and distinguished alumnus of the University of Texas. He received the Gordon Christensen Lecturer Recognition Award and is presently 17th District ADA trustee.

KAREN DAVIS, RDH, BSDH
Karen Davis, RDH is founder of Cutting Edge Concepts®. Karen is also a practicing dental hygienist in Dallas, Texas. Karen received her Bachelor of Science in Dental Hygiene from Midwestern State University. She has served on numerous advisory boards in the profession. Dentistry Today has recognized Karen as a "Top Clinician in Continuing Education" annually since 2006. She is an accomplished author and continues to share her passion for practicing on the cutting edge of the profession.

NANCY J. MILLER, RDH, BA, has been a consultant with Jameson Management, Inc., since 1998. Her area of expertise is in clinical procedures and periodontal therapy and instrumentation. She promotes the concept of the entire team being involved in periodontal treatment and continuous care of their patient base. She is also past president of the Wisconsin Dental Hygienist Association and is known for a proven leadership ability gained through various roles in the dental industry.

HOW CAN AIR-FLOW THERAPY ENHANCE YOUR PRACTICE?

- **TIME SAVINGS & EFFICIENCY**
  AIR-FLOW Therapy with glycine powder saves clinicians 8-12 minutes per procedure by making biofilm removal faster, calculus detection easier and eliminating rubber cup polishing.

- **SUPERIOR CLEANING & BIOFILM MANAGEMENT**
  Who doesn’t love the “just cleaned” feeling after a prophylaxis appointment? AIR-FLOW not only cleans the plaque and stain patients can feel, but it ensures teeth are clean in the sulcus, as well.

- **COMFORTABLE TREATMENTS**
  The AIR-FLOW system is built for comfort. Patients love the gentler, faster treatment. As you know, offices thrive on happy patients—leading to higher retention and more referrals.

- **VALUE FOR YOUR PRACTICE**
  Not only does AIR-FLOW allow clinicians to provide an even higher level of patient care, but the time savings creates the “magical minutes” that can be used to sell and provide additional services.
AIR-FLOW THERAPY OVERVIEW

WHAT DO YOU LIKE ABOUT AIR-FLOW THERAPY?

Nancy Miller, RDH, BA: The ability to comfortably, and I repeat comfortably, remove plaque and biofilm from all tooth surfaces in a way that is patient friendly and saves time. I try to get practitioners to not think of this tool as an air polisher to remove stain, but AIR-FLOW Therapy to thoroughly remove biofilm.

Karen Davis, RDH, BSDH: Ease of use, reliability, ergonomics, effectiveness, comfortable patient experience. I also like the fact that the lion's share of data published on the safety, efficacy, efficiency of air polishing with low-abrasive powders used AIR-FLOW in their studies. It is certainly evidence-based.

FOR WHAT TYPES OF PROCEDURES DO YOU USE AIR-FLOW THERAPY?

KD: Preventive procedures, most therapeutic procedures and periodontal maintenance procedures. Basically, any procedure in which I am dealing with biofilm.

NM: I “pre-polish” every patient with AIR-FLOW to remove loosely adherent plaque and biofilm prior to mechanical removal of any hard deposits.

Dr. Sam Low, DDS, M.Ed, MS: We use AIR-FLOW with glycine powder and PERIO-FLOW nozzles to clean around implant crowns, hybrid over dentures and also around teeth subgingivally. We also use it supragingivally to remove stains, especially from CHX, coffee, tea and wine. We’ve achieved success removing tobacco stains from root surfaces as well where sodium bicarbonate powders would create erosion.

WHAT IS DIFFERENT ABOUT AIR-FLOW THERAPY VS. OTHER AIR POLISHING SYSTEMS?

KD: The subgingival capabilities set AIR-FLOW apart. The PERIO-FLOW nozzle for deeper pockets is a flexible tip giving me much greater access than a metal tip subgingivally.

NM: Not all air-polishers on the market are designed to deliver the finer particle size of glycine powder like the AIR-FLOW series. The smaller particle size is desirable due to less potential to scratch surfaces and “sting” the patient. I don’t think of the procedure as a stain remover anymore as any stain that is left is usually mixed in with calculus and I will use my ultrasonic instrument to remove that.

WHAT FEEDBACK HAVE YOU GOTTEN FROM PATIENTS ABOUT AIR-FLOW THERAPY VS. WHAT THEY’RE USED TO?

KD: A recent comment I heard from a patient experiencing AIR-FLOW with glycine for the first time...“This is so much more comfortable! I won’t even mind coming back regularly now...in fact, can I come back next month for this again?”

SL: Most patients love AIR-FLOW Therapy since it is a lot gentler than standard systems that only used sodium bicarbonate. Several patients now ask for it at every periodontal maintenance visit. They love how it feels and many have made comments in the past that they felt “much cleaner” with this compared to rubber cup and prophy paste.

BUSINESS

WAS AIR-FLOW THERAPY EASY TO IMPLEMENT IN YOUR OFFICE AND WITH YOUR STAFF?

SL: Yes, it was very easy to implement. We have also taught several other clinicians how to use it with excellent success.

HOW HAS AIR-FLOW THERAPY MADE YOUR APPOINTMENTS MORE EFFICIENT, CREATING A “RETURN ON INVESTMENT”?

KD: I save an average of 10 minutes per patient using AIR-FLOW with glycine first in the appointment, which I now use for improved services, education and treatment enrollment. Win/win/win for the patient, for me and for the practice.

SL: Implant maintenance is much faster and gentler with AIR-FLOW Therapy. Also, the debridement of complicated hybrid over dentures are a lot easier to maintain now. This allows the clinician to be more efficient and save time which then can be utilized in reinforcing OHI and reinforcing treatment plans. And patients are satisfied, so they return, and we are able to maintain their periodontal health long-term.
WHY DO YOU RECOMMEND AIR-FLOW THERAPY AS A GOOD BUSINESS PRACTICE?

SL: The device is user friendly and affords providing a procedure that results in a very positive patient-related outcome. Procedures allow minimal to no discomfort, reduction in stain to enhance esthetics, and a reduction in inflammation around teeth and implants irrespective of access and contours. These are some of the many benefits that the patient will experience.

Patients ask for AIR-FLOW when they return for their periodontal maintenance visits: a major sign of success. Also, they see the device and they are grateful that we are providing services with cutting edge technology.

WHAT IS THE BENEFIT FOR MULTIPLE LOCATION DENTAL PRACTICES TO HAVE AIR-FLOW THERAPY IN THEIR OFFICES?

SL: AIR FLOW Therapy is a welcome addition to varied protocols utilized for respective patient conditions:

1. The footprint is small and the device adaptable to easy operatory set up.
2. The learning curve is minimal thus reduced energy for training.
3. The efficiency creates additional time in the operatory for introducing or reinforcing other dental procedures.
4. The high tech appearance creates a branding effect to reinforce the up to date nature of the office.
5. The science demonstrates that it is a welcome adjunct to reducing inflammation associated with patient conditions.

HOW HAS AIR-FLOW THERAPY IMPROVED BIOFILM MANAGEMENT IN YOUR OFFICE?

KD: Complete biofilm removal with power, hand instruments and even rubber cup/paste is very technique-sensitive and tedious, requiring many overlapping strokes to accomplish the task. I have eliminated the majority of that effort by using my AIR-FLOW device with glycine powder at the beginning of the appointment. Using AIR-FLOW first enables me to visually see supragingival calculus better and feel subgingival calculus with improved tactile sensitivity.

HOW HAS AIR-FLOW THERAPY IMPROVED IMPLANT AND PERIO RECALL APPOINTMENTS?

KD: Most of my perio recall patients have a variety of restorative materials and exposed root surfaces that are covered with biofilm. With AIR-FLOW I am able to use the least-abrasive method possible to remove biofilm; thereby protecting delicate restorative materials and root surfaces.

NM: The ability to use AIR-FLOW around implants has finally given me a realistic treatment modality to control biofilm on soft tissues and titanium surfaces. Being able to clean the underside surfaces of prosthetic crowns and appliances resting on soft tissue due to the design of the restorative work is a big bonus.

SL: The management of implant mucositis/implantitis alone is a big plus. AIR-FLOW Therapy is a gentle way to debride the margins of abutments without adversely affecting the surface of implants. Removing implant supra structures is not needed as much for debridement utilizing the glycine powder.

HOW IS AIR-FLOW THERAPY BETTER FOR ORTHO PATIENTS THAN OTHER METHODS FOR CLEANING?

NM: This quickly and thoroughly gets all the intricate wired areas plaque-free. It is safe to use around the traditional bonding materials and also the newer buttons placed in clear aligner treatment as it won’t pit the composite.

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HOW HAS PATIENT HEALTH AND CASE MANAGEMENT IMPROVED SINCE IMPLEMENTING AIR-FLOW THERAPY?

KD: I believe I am doing a much more thorough job of supra and subgingival biofilm removal because I don’t feel rushed. It is so efficient, I relax knowing there is adequate time to be thorough with the AIR-FLOW initially, which saves me minutes during calculus removal that follows. Also, because I am using such a low-abrasive method to remove biofilm; I am offering better protection to exposed root surfaces and restorative materials. This is an important benefit for long-term maintenance patients that come in every 3 months.

SL: We are able to treat implant mucositis with AIR-FLOW and glycine powder without trauma to soft tissue and the implant surface itself. Patients accept it well. It is comfortable and is effective at removing biofilm around implant abutment margins.