

The 7 Keys to Sleep Success

Integrating Dental Sleep Medicine Into Your Practice



YOUR PRACTICE-BUILDING PARTNER®

THE ISSUE

ONE MILLION AMERICANS SNORE. A study published in Sleep Magazine found that as many as 92% of middle-aged men and 83% of middle-aged women may have undiagnosed moderate-to-severe Obstructive Sleep Apnea (OSA).

The American Academy of Sleep Medicine recommends oral appliances and CPAP as the #1 treatments for mild and moderate Sleep Apnea.

The CPAP industry generates upwards of four billion dollars each year. Of those patients who try CPAP, 50-75% reject the mask...and are searching for an alternative.

Their search in turn creates a driving demand for appropriate treatment modalities, an availability of at least two billion dollars annually for addressing said need, and an undeniable, unprecedented opportunity for personal success, financial reward and professional fulfillment in the field of Sleep Dentistry.

THE OPPORTUNITY

For nearly 30 years, SML® has led the way in dental sleep appliances and results-driven sleep education. We know sleep...and we know how to make it work for you.

There is no better time for integrating a new specialty into your practice. The opportunity is three-fold:

1. EXISTING PATIENTS

Sleep patients already exist in your practice. Have you been screening your patients for sleep dysfunction?

2. NEW PATIENT REFERRALS

Once your existing patients become satisfied sleep patients, they refer you to **new** patients.

3. NEW NETWORK REFERRALS

The "new" network is created as a result of your interfacing with other sleep professionals.

- **Sleep Dentistry** is the least physical dentistry you will ever perform.
- **Sleep Dentistry** does not impact existing dental benefits *in any way*.
- **Sleep Dentistry** brings new patients into your practice - patients that bring with them a full range of general dentistry needs.

Treating just one sleep patient per month can add over \$30,000 to your gross yearly income.

MEDICAL REIMBURSEMENT STATISTICS

One Sleep Appliance for One Client Per Week

Average **Medicare** Reimbursement: \$1,200

Annual Reimbursement Revenue: \$57,600

Average **Medical/PPO** Reimbursement: \$2500 – \$3100

Annual Reimbursement Revenue: \$120,000 – \$148,800

3 ways cash patient, PPO, Medicare – all three offer a different getting paid scenario, but they do pay.

NOTE: Because the industry and the available appliance solutions are constantly changing, reimbursement numbers are subject to change at any time to reflect said developments.



WHAT IT TAKES: THE 7 KEYS

1. UNDERSTANDING SLEEP
2. UNDERSTANDING YOUR ROLE
3. WORKING THE DENTIST/PHYSICIAN TEAM
4. MAKING THE DIAGNOSIS, COLLECTING DATA
5. SELECTING, FITTING & FOLLOW-UP
6. GETTING PAID – THE MEDICAL MODEL
7. GETTING THE WORD OUT – MARKETING

1. UNDERSTANDING SLEEP

Numerous appliances are presently available and viable for treating snoring and OSA. They are also appropriate for those patients who cannot tolerate a CPAP or are unwilling (or unable) to endure surgery.

Appliance designs vary according to desired method of retention; type of material used; method and ease of adjustment; level of vertical control provided; differences in mandibular movement; and finally, whether or not the appliance is lab- or office-fabricated. Concerns factored into design selection include:

- 1) TMJ health
- 2) periodontal structures and
- 3) number and relative overall health of teeth.

In order to create interest and generate confidence in a problem/solution-focused dental sleep practice, dentists and support staff must first receive the necessary education and training in the basics of Dental Sleep Medicine – specifically case selection; diagnosis; proper appliance selection and use; titration; and follow-up.



2. UNDERSTANDING YOUR ROLE

Sleep assessment is no less important than what dentists currently do with every patient in evaluating them for signs of oral and facial cancer, high-blood pressure, et.al...and today's dental practitioner has a similarly significant role to play in the successful recognition and treatment of Snoring and Sleep Apnea.

Involvement can occur on any of three basic levels: 1.) Patient Screening 2.) Referral 3.) Treatment. But what has to happen *first* is *education*. Once schooled in the big picture, you can choose to actively participate at a level that feels comfortable for you – whether it be screening or referral or treatment or all of the above.

Our goal is not to make you a sleep specialist overnight – and certainly not simply by virtue of what you learn in this brochure. That will involve course study, hands-on training, structured guidance and a practice plan. It is our goal, first and foremost, to help bring you to a greater overall understanding of every aspect of sleep study, screening and treatment which would benefit from your professional involvement.

The dentist plays a key role at three procedural levels of Sleep Medicine:

1. **Screening** of existing and new patients
2. **Diagnosis** of condition and cause
3. **Presentation** of individually viable treatment options

All procedures are protocol-sensitive. They deal with medical management, not dental treatment. The necessary learning curve is both user-friendly and easy to absorb.

3. WORKING THE DENTIST/PHYSICIAN TEAM

Working with your patient's doctor - or a sleep specialist - to make sure that the patient has been properly evaluated and diagnosed is essential. It is the "how" that is important. Most view this step as a hindrance...it is not.

Working with the medical community protects you legally, increases opportunity for referrals and keeps you within the scope of your practice.

"Can't tolerate CPAP? I know a dentist that is treating with appliances...you might work with him."

New technology ensures that the dentist can function as an integral part of the screening process.

IT IS ESSENTIAL THAT THE SLEEP PATIENT BE TESTED WITH A HOME SLEEP TESTING DEVICE OR AN OVERNIGHT- ATTENDED PSG TO VALIDATE - WITH OBJECTIVE DATA - TREATMENT POSITION EFFICACY.

ALWAYS follow-up with your patient's sleep physician (and any other treating physicians) with regard to status of your mutual patient.

4. DIAGNOSIS AND DATA

The American Association for Sleep Medicine requires that every patient treated with a sleep oral appliance - whether for snoring, mild-to-moderate OSA or CPAP intolerance – MUST have a sleep test and a diagnosis by a medical doctor.

The challenge: getting patients diagnosed and accommodated without sending them to costly, inconvenient overnight Sleep Centers.

SML works with preferred partners who can provide you with home sleep testing solutions. All are AASM-recognized and FDA-approved, to ensure a surefire, cost-effective, convenient sleep test for your patients – as well as a viable success-monitoring tool for your dentists and staff.

SML® and its preferred partners have joined together to bring you this simple screening system – an easy, accurate way for you to rapidly evaluate the need for a sleep specialist, help ensure a successful diagnostic outcome (whatever the treatment and/or appliance choice), and eliminate large outpatient deductibles.



5. SELECTION, FITTING & FOLLOW-UP

Dental appliances are the #1 non-surgical treatment solution recommended by the Academy of Sleep Medicine when the CPAP cannot be tolerated. They are an effective solution for snoring problems and for patients with mild or moderate Sleep Apnea.

Our experience tells us that the successful clinician – in order to effectively address the range of sleep dysfunction that he is likely to encounter – needs to offer at least 9 appliances in his sleep armamentarium (one test appliance and two in each of four remaining representative categories) in addition to some provision for morning positioning.

CATEGORY 1: TEST/NON-CUSTOM APPLIANCES
CATEGORY 2: MANDIBULAR REPOSITIONERS
CATEGORY 3: TONGUE CONTROLLERS

CATEGORY 4: DUAL ACTION APPLIANCES
CATEGORY 5: “WITH CPAP” APPLIANCES
CATEGORY 6: AFTER-WEAR REPOSITIONERS

We have chosen to provide you with a representative lineup of highly successful sleep appliances. *In our experience*, these representative sleep devices deliver several distinct advantages over other therapy choices:

ADVANTAGE 1: RELATIVELY INEXPENSIVE
ADVANTAGE 2: NON-INVASIVE
ADVANTAGE 3: EASY TO FABRICATE
ADVANTAGE 4: REVERSIBLE
ADVANTAGE 5: WELL-ACCEPTED

Used according to desired method of retention, movement and control – and in conjunction with an accredited sleep study - these appliances can work to provide one or all of as many as three therapeutical functions. They can reposition the soft palate, bring the tongue forward or lift the hyoid bone. As they reposition, they may also act to stabilize tissues, prevent airway collapse, and even increase muscle tone over time.

Selection of any of these – or the 150+ other appliances currently available – is entirely up to you. You will, of course, choose the best option(s) for your particular situation.

Whatever the need, whatever the presented conditions, these premier appliances will ensure your capitalizing on the significant growth opportunity afforded by the incorporation of Dental Sleep Medicine into your practice.

6. GETTING PAID

If you, and/or the members of your dental group intend to receive services payment through some method other than direct fee-for-service, it is important to understand that when it comes to Sleep Medicine, they are treating a medical problem...and must bill *according to established medical protocols*.

That requires working with two types of billing code: Procedure Codes (CPT) and (matching) Diagnostic Description Codes (ICDA9).

To bridge this procedural gap (and ensure timely submission and payment of medical claims), you can contact and consult your sleep specialists at SML®.

It also means recognizing that not all practice management software is designed to bill effectively for medical reimbursement. In fact, most dental practice management software applications do not handle medical billing properly. To bridge this procedural gap and insure timely submission and payment of medical claims, SML® has established preferred partnerships that supply turnkey eligibility verification, billing and medical reimbursement.

Working in conjunction with one of our preferred partners, we'll review the many ways we can assist with your medical billing to ensure that your practice runs smoothly and profitably while delivering the best care possible to your patients.



7. GETTING THE WORD OUT

Without a viable targeted marketing message in place and in action, no one will ever know about your newly expanded services. Marketing impacts every aspect of your success in dental sleep medicine – your overall practice, as well.

And remember, there is a very high probability that sleep patients already exist in your current practice.

Marketing and educational materials that introduce these patients to the risks and symptoms of obstructive sleep apnea are in essence creating new patients for your practice. Your new/existing converts to sleep therapy will, in turn, refer your sleep services to those within their influence range. Finally, those referrals will bring with them a full range of general dentistry needs to “feed” your general practice.

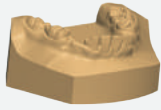
SML will work one-on-one with you to help integrate Dental Sleep Medicine into your marketing plan and brand platform by including the following services:

- **Customized Patient Brochures (featuring name, logo, credentials)**
- **Point-of-Purchase Displays and Posters (showcasing name, logo, credentials)**
- **Reception Area Videos; Webinars; Referral How-To's; Specialized Letter, Service and Newsletter Templates**
- **Press Release (s) and/or custom E-mail blasts announcing your new service (conveying core information and contact info)**
- **Website/Web Page/Social Media Brand Consultation to help establish, integrate and optimize your new sleep identity**

DIGITAL SERVICES

APPLIANCE FABRICATION

SML can print your digital impressions into a physical working model. The printed model can then be used for appliance fabrication.



Digital Scan



Printed Model



Fabricated Appliance

OPTION #1 - iTero LAB NUMBER #14305

To add **SML** to your iTero system, contact iTero Customer service at **1-800-577-8767**



OPTION #2 - 3M CERTIFIED SCANNING

Call **1-800-634-2249**, press **3**, then **1**, to speak to a 3M Customer Service representative and have **SML - Space Maintainers Laboratories** added to your 3M™ Connection Center.



OPTION #3 - 3-SHAPE SCANNING

Add the email **digital@smlglobal.com** to your **Trios System**



OPTION #4 - Carestream Connect

Select **SML Space Maintainers Laboratory** when logged into **CS Connect**.

NOTE: If this is the first case being sent to SML Space Maintainers Laboratory enter **digital@smlglobal.com** in the email field. SML Space Maintainers Laboratory will appear in the drop down menu from this point on.



OPTION #5 - Sirona

Select **SML Space Maintainers Laboratory** when logged into **Sirona Connect**.

NOTE: Once logged in, click on 'My Account' and then click on 'My Favorite Laboratories' to search for 'SML-Space Maintainers Laboratory'. Enter zip code 91311 to SEARCH, then ADD our laboratory.

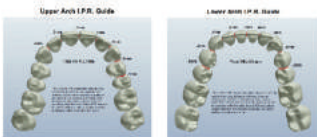


OPTION #6 - STL FILES

Upload STL files to our SML Digital Portal - **www.SMLglobal.sharefile.com**.
Call **800-423-3270** or go to **www.hq.smlglobal.com/digitalportal** to request access to our SML Digital Portal



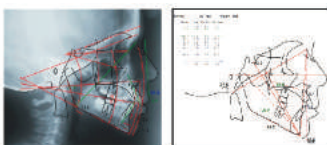
DIAGNOSTIC SERVICES



IPR Analysis and Digital Models



Digital Study Models



Cephalometric Tracing Service



Complete Ortho Records Packages
Our package options include everything (cephalometric tracing and analysis, model analysis, study models) you need to present the case to your patient in a digital and/or printed format.



Orthodontic Diagnostic Service
After a careful analysis of your records by our on-staff dentist, you will receive a true "second opinion" in a digital and/or printed format.

DIGITAL RECORDS? Submit digital files to our HIPAA-compliant SML Digital Portal at **www.SMLglobal.com/digital**

OFFICE PROTOCOL

Oral Health and Medical Health History Assessment:

Before prescribing an appliance, the dentist must perform a complete oral health assessment as well as a medical health history assessment including;

- Full medical and dental health history
- (including history of asthma, breathing or respiratory disorders, other relevant health problems)
- Dental radiographs
- Clinical oral evaluation
- General patient interview

TEST/NON-CUSTOM APPLIANCES

SNOR.X

The SNOR.X Anti-Snoring Appliance gently retains the tongue in a forward position during sleep – keeping the airway open and free of obstruction. Particularly useful in the treatment of edentulous patients, SNOR.X consists of two pieces: a tongue sleeve and a plastic ring held in place by notches on each side of the sleeve. Air vents are sculpted on the upper surface of the appliance to facilitate mouth breathing. An extraoral lip guard prevents retrolapse of the tongue during sleep and the SNOR.X patient can easily adjust the appliance for custom comfort and effectiveness.



SNOREFREE™

Developed by two California dentists, SnoreFree™ is custom-designed mouth guard that gently pushes the mandible into the 'awake' position, thus opening the air passage, enhancing air flow and eliminating snoring. Simple, safe and effective.



THE SILENT SLEEP™

The Silent Sleep™ is one-piece tray system customized to the patient's teeth using GC Reline™ (chair-side vinyl polysiloxane). Fitted to the posterior teeth while the patient protrudes their mandible slightly, the Silent Sleep ultimately helps to maintain a patent oropharyngeal airway. Easy to fit and fabricate. Comfortable and affordable. Can be used to test a patient's response to and compliance with oral appliance therapy.



THE ZYPPAH® SNORE PREVENTION SYSTEM

Adds an extra step to the snore prevention process. While most non-custom snoring devices simply advance the lower jaw to open the airway (mandibular advancement), ZYPPAH® also stabilizes the tongue, preventing it from falling back and obstructing the airway. This dual function ensures that the airway is unblocked and open – and that means clear breathing, no snoring.



FORWARD MANDIBULAR REPOSITIONERS

THE LAMBERG SLEEP-WELL APPLIANCE

Keeps the airway open by holding the mandible and tongue in a comfortable forward position while triggering a slight tightening of the soft tissues and muscles of the upper airway, especially the soft palate.

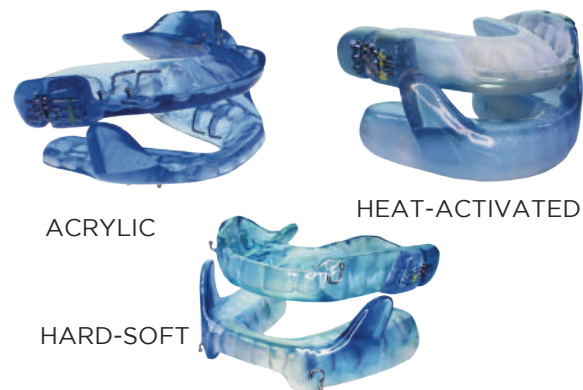
FDA-cleared for Snoring and OSA and ideal for use in case of bruxing, it allows up to 9mm of AP advancement and maintains constant protrusiveness via the patented Protrusive Element (PE) inserts. Its simple, non-threatening design and easy-to-clean, easy-to-adjust convenience yield high patient compliance.



THE ADJUSTABLE DORSAL

Providing superior fit, retention and comfort, the SML Dorsal utilizes precision-milled upper and lower occlusal splints to open the vertical relationship while holding the mandible in the desired forward position.

Interlocking buccal inclines allow a desirable degree of mandibular lateral movement, thus alleviating muscle trismus. The inclines, while keeping the mandible from dropping open during sleep, enable the patient to open and close normally while wearing the appliance. Suitable for all dentitions, the SML Dorsal is ideal for patients with existing crown and/or bridge work.



THE ADJUSTABLE HERBST™ APPLIANCE

Recently adapted to the role of snoring/OSA appliance, the Herbst has since become one of the most commonly recommended, most often prescribed devices for the relief of snoring and obstructive sleep apnea.

It consists of two sturdy, acrylic trays – one for each arch (upper and lower). The inside of the trays is formed to fit tightly over the teeth. The upper and lower trays are joined by two bars that are placed along either side. The bars allow the lower tray to be advanced forward, thus comfortably opening the airway. The Herbst is available with either thermoflex trays (pliable and more easily adjusted) or hard acrylic trays (not as easily adjusted, but more durable).



THE ADJUSTABLE HERBST SLIMLINE™

The Adjustable Herbst Slimline™ is a lighter weight, pressure-molded 3mm Erkodo® that affords added patient comfort and greater adjustment ease. Provided there is no indication of excessive anterior flaring, the incisal edge of the appliance can remain open – and because the occlusal contact of the upper appliance is built up to cover only the molar and two bicuspids on either side, the Herbst P.M. affords significantly easier adjustability (which can often be accomplished chair-side). Arrow markings on lower tray clearly indicate desired direction of adjustment.



THE EMA APPLIANCE

Upper and lower custom pressure-molded trays are joined together by flexible elastic bands. Because parameters are different for every patient, EMA elastic bands are available in various lengths to address degrees of mandibular advancement and lateral movement. Bands are easily changed, making optimum band selection quick and easy...and results as expected. Material options: pressure-molded polycarbonate or hard acrylic with clasps.



OASYS ORAL/NASAL AIRWAY SYSTEM

Ideal for patients with nasal congestion issues, the OASYS holds the mandible in an advanced position and repositions the tongue forward, opening the airway. Two acrylic “Nasal Buttons” on the anterior wire act as nasal dilators, improving airflow through the nasal passage. Options include “Tongue Lifter Buttons” which help to gently lift the back of the tongue up and forward to improve swallowing. Cleared by the ENT and dental divisions of the FDA for treatment of sleep apnea.

IMPORTANT: Construction bite should be taken with mandible 65%-75% advanced with 4mm inter-incisal opening.



THE TAP

The TAP stabilizes the mandible in the appropriate protrusive position, preventing airway collapse and tongue blockage.

- Full range of adjustment beyond maximum protrusion into maximum passive protrusion.
- Upper and lower trays adjusted for retention and fit.
- Initial protrusion set during fitting (and can be easily modified). Posterior stops may be added for comfort

Unique to the TAP, infinite adjustment is performed by the patient – appliance in mouth – via an anterior dial (with one point of adjustment to prevent unequal mandible torque). Trays available in medical-grade stainless steel (low-nickel or nickel-free) - two hard outer layers of durable polymer inner lining designated by the dentist: Triple Lamine (TL) enables retention by comfortably gripping teeth; ThermAcryl softens when heated to allow “snapping” and reshaping – for patients with dental work.



NARVAL™ CC

Narval™ CC is a CAD/CAM custom-made mandibular repositioning device (MRD) – ideal for patients with mild-to-moderate obstructive sleep apnea (OSA) and those unable to comply with continuous positive airway pressure (CPAP) treatment.

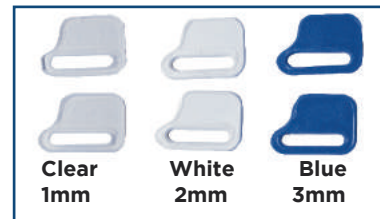
Patented physiological articulation ensures maximum proximity to the occlusal plane and strong, flexible connecting rods are easy to change, permitting simple titration and adjustment in a 15mm protrusive range as treatment progresses.

- Affords greater lateral flexibility and more precise fit
- Minimizes tissue irritation and TMJ/dentition overload
- Easy to insert – even with misaligned teeth
- Resilient, metal-free, thin and lightweight – yet strong enough for bruxers



THE NARVAL VERTICAL INCREASE SYSTEM

A pack of 3 precision-engineered bite tab sets of two: 1mm, 2mm, 3mm. When attached to the distal wings of the lower trays of the Narval, each set allows the doctor to increase vertical dimension of the bite incrementally for increased individual comfort and effectiveness.



TONGUE CONTROLLERS

THE FULL BREATH SOLUTION™

Designed to gently keep the mouth open, the air passage free – providing just the right amount of tongue restriction and eliminating any potential mandible pain or TMJ problems.

It has enjoyed phenomenal success – attaining a 72% drop in the Apnea Hypopnea Index (measuring the number of times per hour that the tongue blocks the airway for at least 10 seconds).



**THE FULL BREATH WS SOLUTION™
WITH ADJUSTABLE TAIL**

THE ZYPPAH® K APPLIANCE

A lightweight, non-invasive, vacuum-form appliance that consists of two sturdy acrylic arch trays formed to fit tightly over the teeth.

The device advances the lower jaw – holding it forward to maintain an open airway – while the custom Green Zypah Tongue Band stabilizes the tongue and keeps it from obstructing the breathing passage. The elastics can be switched out within a range of incremental sizes to ensure the best individual fit and function for each patient.



DUAL-ACTION APPLIANCES

THE ALIGNER SLEEP APPLIANCE (ASA)[™]

Dentist-prescribed for Invisalign® therapy, this fully adjustable custom appliance is worn with the Invisalign® appliance during sleep.

It supports the lower mandible in a mild forward position, while reducing nighttime snoring and mild-to-moderate Obstructive Sleep Apnea in adults – and does it all as Invisalign straightens the patient's teeth.

The ASA is manufactured exclusively by SML® and is available at a discount to all EZ Sleep Providers.

PATENT PENDING



mRNA[™]

The two-piece, multi-functional mRNA Appliance is ideal for moderate-to-severe Obstructive Sleep Apnea (OSA). Dental tissues, hard tissues, soft tissues and functional spaces are all addressed via the unique Pneumopedic[™] approach.

- Six degrees of freedom for airway development
- A-P, T-V and vertical mandibular repositioning
- 4 Expansion Screws – 2 on upper and lower arches, 2 on buccal
- 2 Adjustable Occlusal Pads (optional) on upper arch
- Airway support during active development

*Patents pending on the mRNA appliance design
International/worldwide patents in force for DNA Appliance[™] System.*



ZYPPAH HYBRID APPLIANCES

A lightweight, non-invasive, dual-action hybrid appliance that consists of two sturdy acrylic arch trays joined by a pair of elastics attached along either side. The elastics advance and comfortably maintain the lower tray in an open-airway position. The green Zyppah Tongue Band stabilizes the tongue and keeps it from obstructing the breathing passage. Elastics can be switched out within a range of incremental sizes to accommodate all patients and ensure best fit and function.

DORSAL ZYPPAH HYBRID –
Adjustable Dorsal with posterior extension



HERBST ZYPPAH HYBRID –
Adjustable Herbst with posterior extensions



“WITH CPAP” APPLIANCES

THE CPAP PRO[®]

Designed to gently keep the mouth open, the air passage free – providing just the right amount of tongue restriction and eliminating any potential jaw pain or TMJ problems. Lite-touch Silicone Nasal Pillows deliver prescribed oxygen nasally without requiring a facemask. Micro-porous foam diffusers seal the dual exhalation ports to eliminate forced air arousal and skin irritation.

Partnered with custom Adjustable Dorsal or Adjustable Herbst Appliance attachments, this combination therapy adds an unparalleled new dimension to advanced sleep treatment ensuring maximum airway patency and optimum patient comfort.



TRAY OPTIONS

AFTER-WEAR REPOSITIONERS

After wearing a sleep appliance in which the mandible has been held in a down-and-forward position for several hours (typically overnight), many patients find it difficult to bite back into their normal occlusion. Particularly in the morning (and sometimes throughout the day) the patient may experience bite shift and/or muscle spasm and may require assistance finding their natural bite position.

NOTE: Patients who have an end-to-end relationship in the anterior region are at highest risk for side effects.

The repositioning device helps the patient to re-establish their normal bite after wearing an overnight sleep appliance. The device is typically constructed to fit the patient's normal occlusal pattern. They bite into it to bring the mandible back to the proper position.

THE GOOD MORNING POSITIONER

Constructed from a unique EVA (FDA - cleared) material, the Good Morning Positioner, when heated, can be molded onto the upper and lower arch by the clinician. Worn every morning for 5-10 minutes, it reduces the risk of permanent bite change.

- Helps restore the jaw to proper alignment
- Reduces risk of permanent bite change
- Can be easily fitted to upper and lower arch upon appliance delivery

892-104 Good Morning Positioner (ea)

Pack of 10 Available



PATIENT BROCHURES

Ideal for a waiting room, checkout counter or consultation room, this brochure folds twice vertically to a finish size of approximately 3.75" x 8". Abbreviated screening section on the back – and additional quantities can be ordered.

DO YOU SNORE?

General Information About Obstructive Sleep Apnea

700-212

Do You Snore? Brochure

ORAL SLEEP APPLIANCES

Snoring, Sleep Apnea and Oral Appliances Used to Treat Them

700-213

Oral Sleep Appliances Brochure



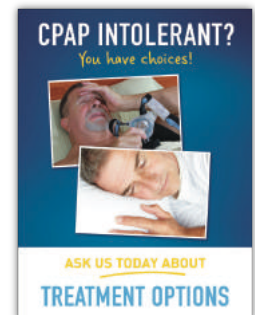
CPAP INTOLERANT? PATIENT POSTERS

Ideal for framing and displaying in patient waiting areas, each of the 18" x 24" posters in this 3-poster set targets a range of sleep apnea sufferers with a timely call to action – focused on promoting oral appliance therapy.

Pictured: 1st poster in the series.

700-214

CPAP Poster Set



SNORING RELIEF PATIENT POSTERS

Perfect for sparking conversations about secondhand snoring – in addition to the bigger health issues that relate to untreated snoring and sleep apnea, the three posters in this set can be framed and/or displayed for maximum effect in a practice waiting area, examination bay or consultation room.

Pictured: 2nd poster in the series.

700-215

Snoring Relief Patient Posters

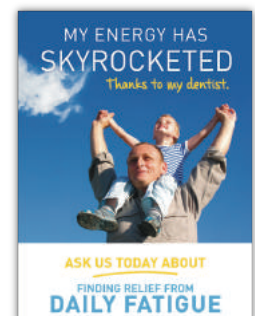


FATIGUE & SLEEP APNEA POSTERS

Each poster in this 3-poster series targets daily fatigue and its potential connection to the more serious condition of obstructive sleep apnea. A great way to engage patients on the hidden hazards – and “tired of being tired” seriousness of untreated sleep apnea. *Pictured: 3rd poster in the series.*

700-216

Fatigue/Sleep Apnea Poster Set



SLEEP APNEA FACT SHEET

The perfect doctor-patient educational tool! Empowers your staff with knowledge about sleep apnea, and is ideal for a patient-engaging point-of-consultation prompt/visual aid.

700-217

Sleep Apnea Fact Sheet



RECEPTION/WAITING ROOM VIDEO

The perfect edu-tainment marketing tool for your busy reception area...and a great way to begin integrating sleep into your existing practice. This up-close and personal video is packed with compelling visuals, facts and simple statistics – all for the purpose of fostering awareness of the connection between sleep apnea and diseases like diabetes, cancer, stroke, etc.

700-218

Reception/Waiting Room Video



STOP Bang DISPLAY WITH TEAR-OFF QUESTIONNAIRE

This attention-grabbing marketing questionnaire is a quick, easy way for dental professionals to screen patients for sleep related breathing disorders. Designed with reception and operator areas in mind, the questionnaire asks eight important screening questions and easily tears away for immediate front desk submission and subsequent assessment.

STOP Bang QUESTIONNAIRE

Snoring - Do you Snore Loudly (loud enough to be heard through closed doors or your bed-partner elbow you for snoring at night)? ☐ Yes ☐ No

Tired - Do you often feel Tired, Fatigued, or Sleepy during the daytime (such as falling asleep during driving)? ☐ Yes ☐ No

Observed - Has anyone Observed you Stop Breathing or Choking/Gasping during your sleep? ☐ Yes ☐ No

Pressure - Do you have or are being treated for High Blood Pressure? ☐ Yes ☐ No

Body Mass Index - more than 10% over ideal range. ☐ Yes ☐ No

Age - Older than 50? ☐ Yes ☐ No

Neck Size - (Measure around Adams apple) Male is your shirt collar 17" or larger? Female, is your shirt collar 16" or larger? ☐ Yes ☐ No

Gender - Male? ☐ Yes ☐ No

After you have completed the **STOP-BANG** questionnaire, please return it to the front desk for a quick risk assessment of possible sleep apnea.



700-219

Display w/Tear-Off Questionnaire (5 notepads, 50 sheets ea.)

PHYSICIAN REFERRAL PROGRAM KIT

Referral Training Webinar – A one-hour webinar that focuses specifically on a physician/practice marketing plan. This multidisciplinary approach helps engage local physicians with your practice. Also reveals impactful demographic-based strategies for easy implementation.

Direct Mail/Letter Program – Teaches a step-by-step protocol on reaching out to local cardiologists, neurologists, Primary Care physicians, ENTs, and pulmonologists. Also provides effective communication materials and helpful tips to increase success and foster new physician-interactive relationships.

Specialized Letters – Custom templates for targeting specific physician disciplines: • Cardiologists • Primary Care Physicians • Neurologists • ENTs • Pulmonologists

Also:

- Physician Referral Form (.doc) • Physician Lunch-&-Learn Power Point Presentation (.ppt) • Efficacy Worksheet (.xlsx)
- Oral Appliance Therapy Info Sheet (.pdf) • AADSM Practice Parameters Checklist (.pdf) • Studies on Oral Appliance Therapies (.pdf)

700-220

Physician Referral Program Kit

PATIENT NEWSLETTER

Designed to showcase current medical information and news stories on sleep apnea, this ready-made newsletter features a Dentist-to-Patient Welcome Column and includes articles on "Healing Sleep," "CPAP Intolerance" and "Sleep Apnea and Heart Disease." Available as a Word document with space for office personalization and contact information – and it can be saved as a PDF before distribution.

870-221 Apnea and Golf

870-223 Sleepless in America

870-224 Sleep as the Third Pillar of Health

870-225 Apnea and Women

870-226 Allergies and Sleep

870-227 Sleep Truth

870-228 Sleep, Weight Gain and Diabetes

870-229 Myths and Fact



EDUCATION

PRINCIPLES OF APPLIANCE THERAPY FOR ADULTS AND CHILDREN

The World's Only Complete Guide to Appliances

Developed by Dr. Rob Veis and his technical team led by John Christian III, this is a 250-page encyclopedia of treatment philosophy and possibilities, diagnostic procedures and full-color techniques and appliances — from minor interceptive orthodontics and cosmetic tooth movement to much more comprehensive treatment plans. It covers the entire spectrum of appliance therapy and its implementation into your practice. An invaluable chairside reference source and visual aid for explaining patient options.

CHAPTERS

1 ANATOMY OF AN APPLIANCE

2 SPACE MAINTENANCE

3 HABITS

4 REGAINING SPACE

5 CLOSING SPACE

6 INDIVIDUAL TOOTH MOVEMENT

7 CROSSBITES

8 ARCH DEVELOPMENT

9 FUNCTIONAL ORTHOPEDICS

10 ORTHODONTICS

11 FINISHING / MAINTAINING

12 MOUTHGUARDS

13 SPLINTS

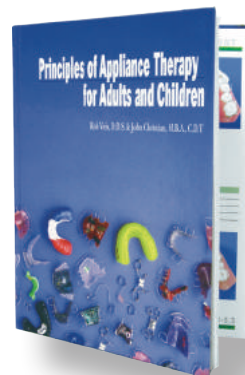
14 RESTORATIVE ENHANCEMENTS

15 INTERIM PARTIALS / BRIDGES

16 IMPLANT SERVICES

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18 OBSTRUCTIVE SLEEP APNEA & SNORING



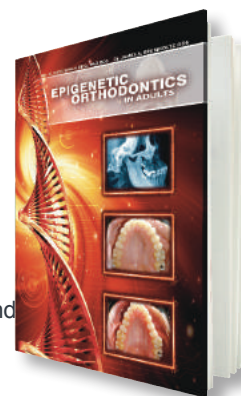
EPIGENETIC ORTHODONTICS FOR ADULTS

"Reshapes" Current Thinking On Adult Orthodontic Treatments

Written by G.Dave Singh DDS PhD BDS and James A. Krumholtz DDS, this epigenetic orthodontic approach reveals how practitioners can activate latent genetically-encoded developmental mechanisms to enhance craniofacial homeostasis – non-invasively, with proper tooth alignment and functional balance.

Learn how circum-maxillary sutures can be harnessed to dramatically influence bone remodeling, allowing orthodontists and dentists to implement non-invasive protocols to help restore craniofacial function, create wider arches, correct malocclusions and balance facial symmetry.

From growth mechanisms and developmental factors to TMD concerns, mechanotransduction and treatment to diagnosis formulation, clinical examination and treatment planning...this essential text is fully referenced and includes a comparative before/after study of patient faces, upper and lower dental arch response comparison, and airway analyses results.



914-004 Epigenetic Orthodontics in Adults

SML® SLEEP SOLUTIONS MATRIX

Your Guide to Optimum Sleep Appliance Selection

An indispensable tool for both veteran and neophyte sleep specialists, this at-a-glance chart delivers the straight info on the full range of sleep appliance treatment options – from pros to cons to codes. Cuts search and select time in half!

200-455 SML Sleep Matrix Chart (ea)

PRODUCT	RECOMMENDATIONS	CONTRA INDICATIONS	CONSTRUCTION BITE	ADJUSTMENT	MATERIAL OPTIONS	CPT CODES	REQUIRE APPROVED
Aligner Sleep Appliance (ASA)	• Intra with aligner trays supports the lower jaw in a mild forward position to their slowly to a slight anterior teeth.	• Patient has less than 6 to 10 stable teeth per arch. • Archives are extremely crowded or misaligned.	• Taken with mandible 100% - 10% advanced and a 4mm interarch opening needed. • No bite with aligners in mouth.	• Intra middle maxillary arch to prevent alignment obstruction.	• Hard acrylic.	E0488	NO
Landmark Sleep/Wake	• Excellent entry level appliance.	• Patient has less than 6 to 10 stable teeth per arch. • Archives are extremely crowded or misaligned.	• Aligner to edge with vertical opening needed.	• Appliances delivered with 10 interarch opening to allow air to drive of mandibular advancement.	• Pressure-molded polyurethane, or hard acrylic with clasp.	E0488	NO
Adjustable Dental	• Extra tongue room in front.	• Patient has less than 6 to 10 stable teeth per arch. • Archives are extremely crowded or misaligned.	• Taken with mandible 100% - 10% advanced and a 4mm interarch opening.	• Original expansion correct of jaw to 6mm of mandibular advancement. Each turn is 0.5mm of polyurethane.	• Pressure-molded dual materials, or hard acrylic with clasp.	E0488	NO
Full Breath	• For patients who cannot tolerate mandibular advancement. • Provides positive control of tongue position. Resolves restriction due to teeth/alignment problem.	• Patient has less than 6 to 10 stable teeth per arch. • Patient has severe gag reflex.	• Controls occlusion 2-3 mm vertical opening.	• Addition of acrylic to transpalatal bar to control of tongue position. Restriction is needed to follow order protocol for appliance delivery and adjustment.	• Thermal acrylic or hard acrylic with clasp.	CPT 92800, 92801, 92802, 92803, 92804	NO
Neutral CC	• Training tool. • Used for patients with grinding teeth. • Good for TMJ/OSA.	• Short clinical records. • Mandibular arches.	• Taken with mandible 100% - 10% advanced and a 4mm interarch opening.	• 4mm occlusal range. • Pressure-molded dual materials, or hard acrylic with clasp.	• Thermal acrylic or hard acrylic with clasp.	E0488	NO
TAP TL	• Allows mandible to move laterally. • Early adjusted by patient as restriction.	• Patient has less than 6 to 10 stable teeth per arch. • Archives are extremely crowded or misaligned.	• Taken with mandible 100% - 10% advanced and a 4mm interarch opening.	• Mandible is advanced by turning anterior teeth down.	• Pressure-molded polyurethane, or hard acrylic with clasp.	E0488	NO
TAPBI	• Allows mandible to move laterally. • Early adjusted by patient as restriction.	• Patient has less than 6 to 10 stable teeth per arch. • Archives are extremely crowded or misaligned.	• Taken with mandible 100% - 10% advanced and a 4mm interarch opening.	• New key is provided with appliance to allow the advancing mandible over the appliance.	• Pressure-molded polyurethane, or hard acrylic with clasp.	E0488	NO
TAP Side	• Allows mandible to move laterally. • Early adjusted by patient as restriction.	• Patient has less than 6 to 10 stable teeth per arch. • Archives are extremely crowded or misaligned.	• Taken with mandible 100% - 10% advanced and a 4mm interarch opening.	• New key is provided with the appliance to allow the advancing mandible over the appliance.	• Pressure-molded polyurethane, or hard acrylic with clasp.	E0488	YES
Adjustable Dental	• Key to adjust. • Provides maximum room for tongue.	• Patient has less than 6 to 10 stable teeth per arch.	• Taken with mandible 100% - 10% advanced and a 4mm interarch opening.	• Adjustments are made with a key to rotate the mandible functioning on the appliance.	• Hard acrylic with clasp.	E0488	YES
Zippak V	• Lightweight, easy to adjust dual action built-in appliance for both mandibular advancement and tongue retraction.	• Patient has less than 6 to 10 stable teeth per arch. • Patient suffers from severe respiratory disorder. • Patient has severe gag reflex or obstructive of mouth. • Patient's underlying dental work that requires temporary removal.	• Aligner to edge with vertical opening needed.	• Appliances delivered with orthodontic elastic and anterior tongue band to assist and control mandibular advancement and tongue retraction (if needed).	• Vacuum-formed polyurethane with clasp.	E0488	NO

www.SMLglobal.com

SML SLEEP

1-800-423-3270



DENTAL SLEEP TEAM TRAINING

OSU University is an online education platform dedicated to training dental sleep medicine team professionals -- at home, in the office or anywhere. The OSA U curriculum builds a foundation needed for team members to be able to drive the success of Dental Sleep Medicine in dental practices -- a solid foundation of information, inspiration, and cooperation.

- **Clear, Compelling Consistent Team Message**
- **Targeted education in subject areas vital to Dental Sleep Practice Success**
- **Instant Online Course Access for Convenient Anytime Viewing and Review**
- **Continuing Support and Opportunities**

Targeted education is presented in the areas of sleep fundamentals, patient communication, scheduling and office protocols, financial arrangements including private and Medicare billing, case presentation, and clinical staff protocols.

Designed to provide a platform for an optimal online learning experience (based on a learning gradient), each of the eight courses includes video presentations, workbook information, templates, examples, quizzes, and final exams for OSA-U certification -- as well as specific, individual course goals and objectives.

Online courses are instantly accessible for convenient anytime viewing and review. Content is available for 12 months to allow for personal option review and/or refreshing. Achievement awards are an integral part of the big picture as well -- thus highlighting curriculum progression and enhancing student motivation and participation.

Once all eight courses are completed and the final exams are passed, each team member graduates to OSA U Alumni status! This elite designation provides an inspiring platform for continued team member motivation via quarterly challenges and opportunities.

COURSE DESCRIPTIONS

Sleep Health 101: *Sleep History, Anatomy, Terminology, Diagnosis and Treatment*

Learn sleep health fundamentals, sleep staging, airway anatomy, sleep terminology, the relevance of an open airway, different types of sleep testing, and treatment options.

Patient Engagement and Communication: *Boosting Patient Airway Awareness*

Turn dental patients into sleep patients, initiate sleep health conversations, identify obstructive sleep airway, distribute education and boost sleep airway awareness.

Sleep Health Call Inquires: *Securing Sleep Consultations and Appointments*

Master first impressions, phone etiquette, handling objections and securing sleep consultations and appointments.

The Scheduling Model: *Charting an Appointment Sequence and Protocol*

Understand a scheduling protocol with different appointment elements needed to skillfully chart the appointment sequence for simple to complicated patient scenarios and recognize the vital role it plays in augmenting treatment acceptance.

Financial Arrangements: *Fee for Service, Courtesy Billing, Network Billing, and Medicare*

Understand Fee-for-Service, Courtesy Billing, Network Billing, and Medicare and how/when to present specific financial arrangement options to each patient.

Billing Private and Medicare Insurances: *Medical and Medicare Insurance*

Learn how to research policies, send pre-authorizations and recognize the documentation needed to support reimbursements. Medical claim form walk-throughs are provided.

Case Presentation: *Personalized Patient Information and Maximizing Acceptance*

Develop personalized patient information which includes the communication of sleep study result information in a compelling presentation that maximizes treatment acceptance.

Exceptional Therapy: *Clinical Therapy Protocols, Patient Management and Follow-Up*

Learn clinical therapy protocols, patient management, follow-up visits, and the importance of tracking patient success.

8 CDE Credits Upon Completion of 8-Course Educational Series.

10 day cancellation policy after program delivery date (must be requested prior to starting first course). Original release: 2/1/2014. Expiration: 2/1/2017.

TO REGISTER (OR REQUEST MORE INFORMATION)
CONTACT THE OSA University ADMISSIONS OFFICE AT

844-OSA-UNIV
info@osauniversity.org



Approved PACE Program Provider FAGD/MAGD credit. Approval does not imply acceptance by a state or provincial board of dentistry or AGD endorsement. Current term of approval extends from 11/1/2014 to 10/31/2017. Provider ID# 355742.

IMPRESSIONS

Dental impressions of the upper arch of teeth and palate and the lower teeth should be taken -- using a high quality alginate such as Kromopan or PVS impression material. The models should then be poured and carefully evaluated for defects. Accepted models can then be trimmed and dried in preparation for packing and shipping.

Bite Records: In order for the laboratory to construct an appliance that positions the jaws in the proper relationship to one another, it is necessary to record this relationship (in the patient's mouth) with a hard wax or elastomeric material.

COMFORT WAX

Patient compliance depends largely upon comfort...and irritation to soft tissue can kill compliance from the start. But irritation can be controlled easily by providing your patients with a small supply of Comfort Wax. Soft and sticky and available in convenient strips, it can be applied to any part of the appliance where irritation occurs.

620-400 Comfort Wax – 10 individual boxes (5 strips each)



BASEPLATE WAX

Ideal for establishing the initial arch form and taking bite and quadrant checks. Easily softened and cooled, ensuring minimal shrinkage during set-ups.

100-156 BasePlate Wax (10 Pack)



WAX BITE WAFERS

Ideal for taking construction bites for orthopedic appliances and splints, these exceptional pre-formed bites deliver consistently accurate results.

330-021 Wax Bite Wafers, Box of 8



AQUAFORM

Multi-purpose thermoplastic beads ideal for taking a durable, accurate, stable construction bite. Just place a small scoop in hot water. In just a few seconds, you'll have exactly what you need. This material can also be used to make a quick custom tray or base plate.

340-010 Aquaform – WHITE, 1lb Jar



PVS

Hydrophilic *and* thixotropic, this tear-resistant PVS is dimensionally stable with great elastic recovery. Allows you to pour at your convenience. Ideal bite registration material.

100-155 PVS (ea)



PRO GAUGE

Records a patient's protrusive range of motion for titration purposes (clinically or in a sleep lab) and ensures proper hardware placement (and a precise vertical setting from 2mm to 12mm). Universal application – easy to use and measure.

330-221 The Complete Pro Gauge Kit

1 Pro Gauge, 3 Vertical Sliders, 2 ThermAcryl™ (2oz bags), 4 Bite Forks (autoclavable)

320-322 Pro Gauge Bite Forks, 25-Pack

330-223 ThermAcryl, 1lb Canister

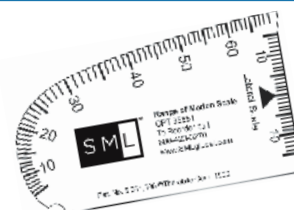
330-224 ThermAcryl, 2oz Bag



RANGE OF MOTION GUIDE

With this easy-to-use, clip-to-the-chart tool, you can get all the information necessary for your records – full range of lateral and vertical motion. Note: Reimbursement covered under CPT Code 95851 for motion measurements and treatment.

800-119 Range of Motion Guide, Pack of 50



DIAGNOSTIC CALIPERS

Prior to starting sleep evaluation, it is often appropriate to perform any one or more different analyses, e.g. Mixed Dentition, Schwarz, Bolton. This convenient millimeter gauge is ideal for taking the arch length, arch width and individual tooth measurements necessary to case evaluation.

200-458 Diagnostic Calipers



AIRWAY METRICS SNORE SCREEN SYSTEM

Designed to promote optimum interaction and patient comfort during the sleep appliance screening process, the Airway Metrics SNORE SCREEN SYSTEM helps to quickly and easily determine the ideal target treatment position for all your sleep apnea appliances – both AP and vertical (DVD included).

- Autoclavable **Snore Screen** identifies patient's optimum airway zone
- **Mandibular Positioning Simulators (MPS)** determine a comfortable starting position for the bite registration. The 15 piece kit facilitates measurement in over 50 anterior plane positions – from habitual occlusion to 7mm anterior of edge-to-edge, combined with a vertical plane of 4–12 mm in 2mm increments
- **Bite Fork Attachments** fit readily into the slots of the selected MPS to achieve a bite registration.
- **Vertical Titration Keys (VTK)** are 9 secondary components also housed in a cassette. When the anterior/vertical position has been obtained with the sleep appliance of choice, VTKs enable vertical shimming in 1mm increments from 3–11mm. This permits you to explore the vertical impact on the airway that may be increased at the end of the full titrated position.

330-300	Snore Screen - Blue (16)	\$289.00
330-301	Snore Screen - Amber (16)	\$289.00
330-305	Bite Fork & Handles (24)	\$39.00
330-303	Vertical Titration Keys - Blue (9)	\$93.00
330-304	Vertical Titration Keys - Amber (9)	\$93.00



Snore Screen System



Vertical Titration Keys



Snore Screen



Mandibular Positioning Simulator



Bite Fork (Purchased Separately)



Vertical Titration Key

THE GEORGE GAUGE

Simple and easy to use with all bite registration material (wax, silicone or polyvinylsiloxane), the George Gauge accurately measures ideal mandibular position and proper vertical dimension. invaluable when it comes to correctly fabricating any appliance that changes a patient's vertical and anterior/posterior dimension, e.g. bruxism splints, TMD relaxation splints, TMJ repositioning splints, anti-snoring appliances and functional orthodontic and orthopedic appliances.

NOTE: For a comprehensive discussion of construction bites and proper use of the George Gauge, consult the video **Theory and Practice of Construction Bite Registrations** -- available for purchase below.

330-200 George Gauge Starter Kit

In addition to a George Gauge, kit includes: two 2mm forks (large and small) and two 5mm bite forks (large and small). Bite fork refills available in packs of 25.

330-201 George Gauge Bite Forks Large 2mm, (25 pk)

330-202 George Gauge Bite Forks Large 5mm, (25 pk)

330-203 George Gauge Bite Forks Small 2mm (25 pk)

330-204 George Gauge Bite Forks Small 5mm, (25 pk)

330-205 Theory and Practice of Construction Bite Registration – DVD

330-206 Clear Incisor Clamp (each)



THE ANDRA GAUGE™

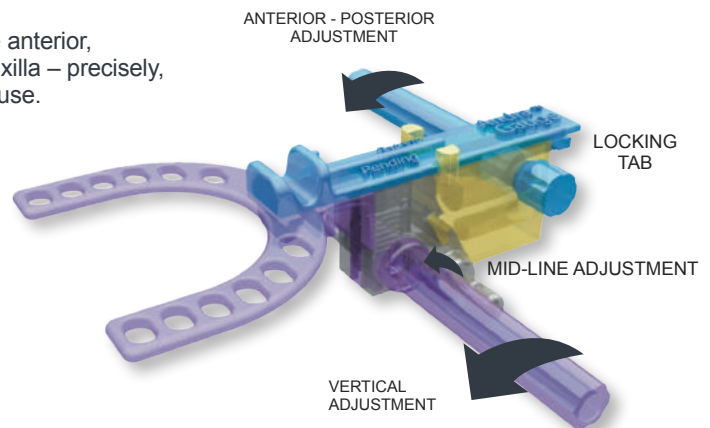
The Andra Gauge™ is the only bite registration device that can capture the anterior, posterior, vertical, and sagittal position of the mandible in relation to the maxilla – precisely, accurately and reproducibly. And it's disposable...perfect for single patient use.

IDEAL FOR:

- Sleep Apnea Appliances
- TMD/TMJ/Bruxism Splints
- Functional Orthodontic Appliances
- Neuromuscular dentistry

Adjustment Range

- Anterior/Posterior – 5mm retruded to 7mm protruded
- Vertical – 2mm minimum to 7mm maximum
- Sagittal – 3.5mm left to 3.5mm right



330-207 The Andra Gauge

Pack of 10 Available

PER-FECT BITES

Obtaining a proper construction bite is essential for the accurate fabrication of many appliances. The Per-fect Bite is one of the best devices available to help you record centric relation and occlusion; reposition a patient's mandible; establish a vertical opening quickly and easily. They are particularly useful when prescribing functional appliances and TMJ splints. Dr. William Clark (developer of the Twin Block Technique) recommends the Per-fect Bite for Twin Block fabrication. Available in two sizes (2mm and 4mm vertical openings).

330-022 Per-fect Bites, Blue 2mm (12)

330-023 Per-fect Bites, Yellow 4mm (12)



ADJUSTING THE APPLIANCE

HOT WATER BATH

To obtain an accurate wax construction bite, the wax must be uniformly soft throughout. This is difficult to accomplish without using a thermostatically controlled hot water bath. Our stainless steel hot water bath allows you to dial in the exact temperature. When that temperature is reached, an indicator light goes on. This unit is 5" wide x 6 1/2" deep x 4" high – and includes a platform to aid in removal of heated wax.

130-100 Electronic Hot Water Bath



ACRYLIC REPAIR KIT

Minor acrylic repairs or additions in your office – with this convenient kit featuring the same quality material used in SML appliance construction. Kit also includes monomer with a dispenser; acrylic powder in an applicator bottle; separating medium with built-in brush; rubber mixing bowl and spatula; complete instructions. (Best used with the Hydrostatic Pressure Unit to avoid porosity.)

- 600-100 Transparent Pink Acrylic Kit**
- 600-110 Transparent Pink Liquid Monomer**
- 600-120 Transparent Acrylic Powder**
- 600-130 Separating Medium**
- 600-200 Clear Acrylic Kit**
- 600-210 Clear Liquid Monomer (Blue Tint)**



ACRYLIC CURING HYDROSTATIC PRESSURE UNIT

Small enough to be used in the operatory, this portable pressure pot is ideal for curing your repairs or bite plane modifications on the spot. Also for relining or re-basing dentures or making temporary crowns and bridges. You'll achieve lab-quality cured acrylic – dense and bubble-free in about five minutes!

110-200 Acrylic Curing Hydrostatic Pressure Unit



ASSORTED BURS

This complete kit contains the basic lab hand piece burs needed to adjust removable appliances. Carbide burs in flame, barrel, fissure and round head shapes included...or purchase separately!

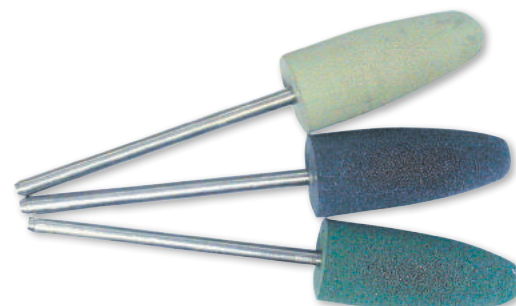
- 490-200 Set of 4 Burs – Flame, Barrel, Fissure, Round**
- 490-211 Flame Shaped Carbide**
- 490-200 Barrel Shaped Carbide**
- 490-200 Fissure Shaped Carbide**
- 490-200 Round Head Carbide**



ACRYLIC POLISHING POINTS

Specifically designed to save you valuable chair time, these points are ideal for smoothing and polishing any and all on-site modifications or repairs of acrylic retainers, splints, partials and dentures. Packaged as a set of 3: Coarse, Medium, and Fine Grit.

490-315 Retainer Polishers, Pack of 3



BIRD-BEAK PLIERS

Noted for their square jaw-opposite-round jaw configuration, Bird Beak (aka Adams) Pliers are used (in conjunction with finger pressure) to accomplish 90% of all appliance wire adjustments. For comprehensive interactive assistance, The SML Appliance Adjustment Video will show you how to use these pliers to form clasps, labial bows, springs and other accessories.

210-139 Bird-Beak Pliers



NARVAL™ UNDERCUT ADJUSTMENT PLIERS

Made from premier quality surgical stainless steel, these signature pliers are the ideal choice for re-establishing or modifying appliance retention at interproximal points on the Narval CC appliance.

230-764 Narval Undercut Adjustment Pliers

230-765 Narval Countouring Pliers

230-766 Narval Insertion Pliers



Undercut Pliers

Countouring Pliers

Insertion Pliers

HERBST® HINGES AND SPACERS

The ideal hinges for the construction of the Herbst® Appliance. Originally designed to help correct Class II malocclusion, they are being used today to treat snoring and obstructive sleep apnea as well. That makes these key setups and accessories just that much more valuable to the developing dentist.

800-830 Herbst Hinges, 1 pair

800-831 Herbst Straight Wire, 1 pair

800-832 Herbst Spacers, 1mm, 1 pair

800-833 Herbst Spacers, 2mm, 1 pair

800-834 Herbst Spacers, 3mm, 1 pair



EXPANSION SCREW ADJUSTMENT KEYS

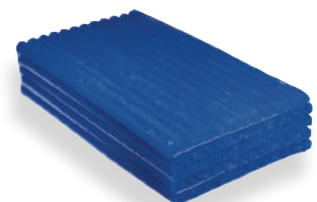
Although included free with each of our expansion appliance orders, it's always a good idea to keep extras in stock for patients who lose them.

410-010 Bag of 10 Keys



BLUE PERIPHERY WAX

892-142 Blue Periphery Wax, Box of 60



PATIENT HYGIENE

RETAINER CASES

Our single-hinged, highly durable retainer cases come in a variety of distinctive colors and are sold individually -- patient labels included. Available in three different models: Standard (2 7/8 x 2 3/8 x 1 1/4), Deluxe (slightly larger with an expansion key holder) and Deluxe Plus. The Standard case can handle most retainers. The Deluxe is perfect for mouth guards, splints and most functional appliances.

410-111 Assortment Pack - 1 of each color

410-112 65 Cases- 5 of each color

STANDARD

410-210 Green
410-211 Red
410-212 Purple
410-213 Yellow
410-214 Clear
410-215 Turquoise
410-216 Pink
410-217 Black
410-218 Blue
410-219 Silver
410-220 Orange
410-221 Neon Green
410-222 White

DELUXE

410-230 Blue
410-231 Turquoise
410-232 Pink
410-233 Black
410-234 Red
410-235 Dark Green
410-236 Neon Green
410-237 Orange
410-238 Yellow
410-239 White
410-240 Clear
410-241 Purple
410-242 Silver



STANDARD



DELUXE

OAP DENTAL APPLIANCE CLEANER

Better than sonic cleaning! Eliminates odor-causing germs in seconds...just apply, scrub and rinse. Fresh minty taste and convenient on-the-go pump container ensure ready patient acceptance. Recommended by dental and medical professionals nationwide, this new wonder solution is guaranteed to clean and sterilize within 1 minute of application -- and it's 100% safe to use with every dental device:

- CLEAR ALIGNERS
- MOUTH GUARDS
- DEVICE CONTAINERS
- NIGHT GUARDS
- WHITENING TRAYS
- BITE PLATES
- TOOTHBRUSHES
- DENTURES
- RETAINERS
- PARTIALS

890-071 OAP Dental Appliance Cleaner, 3.38oz



SMILE SAVER™ & GUARD HEALTH™

Smile Saver™ is the perfect preventative care for removable oral devices -- from dental appliances to musical instrument mouthpieces!

890-073 - Bubble Gum..... \$19.95

890-074 - Spearmint \$19.95

Guard Health™ is a proprietary, bacteria-killing, fresh-tasting pump spray derived from all-natural ingredients with no harmful chemicals. Applied to a mouth guard before and after wear, it metabolizes fully, helping to eliminate up to 99% of all potentially harmful bacteria and germs.

890-077- Punch Bowl..... \$19.95

890-076 - Sport Mint.....\$19.95



Smile Saver

Guard Health



CONTACT INFORMATION AND POLICIES

SML PRODUCTS AND SERVICES

1-800-423-3270



Monday-Friday, 7:30 am – 4:00 pm (PACIFIC TIME)
After Hours and Weekends: Available by appointment and message service
FAX ORDERS: 818.407.5445 or 818.341.4684

To Order By Mail:

SML® P.O. Box 4184, Van Nuys, CA 91409-4184

To Access Our Online Catalog:

Visit SMLglobal.com

Shipping

ALL ORDERS SHIPPED U.P.S.GROUND INSURED.

For Volume Discounts:

Call for a quote

For Faster Service:

Overnight service available (additional charge)

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SML® strives constantly and responsibly to foster quality product performance and to improve and increase our product offerings. We reserve the right to upgrade product quality and design, adjust prices and/or discontinue product items without prior notice.

Payment and Terms

All invoices are due 15 days from invoice. At day 30, credit card on file will be charged. We accept Mastercard, Visa, American Express, and Discover. A 1.5% interest charge (18% per year) will be added to all invoices not paid by the due date. If legal action is required to obtain payment, SML® is entitled to actual attorney fees.

Returns

Returned merchandise will be accepted only if returned within 30 days of invoice date. Returned merchandise will be subject to a 20% restocking charge. Credit card charges will be credited to the card account -- otherwise, a credit memo will be issued to cover adjusted amount. No refunds will be issued.

Shipping and handling charges cannot be credited -- and are the sole responsibility of the customer. Return shipping charges are the responsibility of the customer and must be postage-insured for full-invoice value. SML® cannot accept liability for product loss or damage that may occur during return shipment.

All items must be returned unused, in their original packaging and condition. All returned items must be accompanied by a note or letter of explanation and a copy of the invoice.

Product Use and Liability

SML® provides these products as a convenience to our clients by acting as their agent to the manufacturer. We cannot assume responsibility for the use, misuse or abuse - by purchasing doctor, staff or patients - of said products or any techniques used for the seating or placing of bands, crowns, brackets or space maintainers.

Sterilization and Materials

Many types of pliers and inserts may prove subject to corrosion if exposed to germicide sterilizing solutions for prolonged or extended period. We recommend dry sterilization of all pliers and instruments – DO NOT AUTOCLAVE. In addition, all heat-sterilized instruments should be DRIED WHILE HOT to prevent corrosion.

Caution

HIGH HEAT STERILIZATION will damage crowns. We recommend use of a glutaraldehyde – full strength – for the manufacturer's recommended time period (6-10 hours).

Warning

Please be advised that many catalogued products are made of stainless steel (containing nickel and chromium) and/or nickel titanium and/or acrylic. These materials can in some cases trigger an allergic reaction. If such a reaction occurs, advise your patient to consult a physician immediately.

UNITED STATES

Global Headquarters- L.A.

9129 Lurline Avenue
Chatsworth, CA 91311
800.423.3270

Pacific Northwest- Spokane

1320 North Howard
Spokane, WA 99201
800.423.6509

Northeast

839 Commerce Park Drive
Ogdensburg, NY 13669
866.310.5800

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Chatsworth, CA 91311
800.423.3270

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800.423.3270

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Calgary, AB T2S 0A1
1.800.661.1169

Ottawa, Ontario

1175 Cecil Avenue
Ottawa, ON K1H 7Z6
1.800.267.7040

Vancouver, British Columbia

936 - West 8th Avenue
Vancouver, BC V5Z 1E5
1.800.663.1721

Saskatoon, Saskatchewan

336 - 6th Avenue North
Saskatoon, SK S7K 2S5
1.800.665.8815

AUSTRALIA

527 Hampton Street
Hampton, Victoria 3188
1.800.333.142

TAIWAN

2ND Floor
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Kaohsiung, 80014
886.7.235.5612

MALAYSIA

13A, KG BATU
5th Mile, Off Jalan Ipoh
51200, Kuala Lumpur
603.6251.8599



**SPACE MAINTAINERS
LABORATORIES**

