

Dental products and services

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Indemnity policies for all

To protect against allegations or claims, you need to have appropriate dental indemnity insurance. There are two types of policies available: occurrence-based and claims-made.

An occurrence-based policy provides cover against any claim made against you as long as it occurs during the agreed policy period – it does not matter when the claim is made. A claims-made policy provides coverage for any claims made during a set policy period.

To make sure you've got optimal protection, discuss your options with a dental specialist adviser. At insurance4dentists the team of experts will work closely with you to ensure you come away with a policy that best suits your needs.

There are a number of niche indemnity insurance policies available at competitive prices, many of which are suitable for foreign nationals new to the UK as well as UK citizens.

Even if you've been refused insurance by another provider or defence union, insurance4dentists can help you get protection.

For more information, please call 0845 345 5060 or email info@4dentistsgroup.com or visit www.4dentistsgroup.com.

Exclusive distribution deal announced

DenMat Holdings, LLC has announced that it has entered into an exclusive distribution agreement with Henry Schein UK Holdings Ltd, a subsidiary of Henry Schein, Inc., a leading provider of health care products and services to office based dentists, animal health and medical practitioners. The agreement is effective from 1 September 2018 and states that Henry Schein will assume sales, customer service and fulfillment activities for all of DenMat's professional products in the United Kingdom.

'We are very pleased to be working with Henry Schein as our exclusive partner in the UK,' said David Casper, Chief Executive Officer of DenMat. 'Their market-leading position and best in class customer service makes them the ideal partner for our dental customers and our company.'

This new distribution agreement will complement DenMat's existing field sales resources in the UK, who will continue to support the existing customer base while introducing new dentists to the company's wide range of restorative and preventive solutions.

The change in fulfillment and customer service responsibilities means that the company will transition away from its existing facility located in High Wycombe.

Time to rejuvenate your patient dental chairs?

Meditelle-Dental provides a specialised onsite service to reupholster all brands and models of patient dental chairs across the UK.

To ensure equipment is not out of service for any length of time and to minimise downtime, all procedures are carried out at the dental surgery so customers can get a new look for their dental chairs in just a few hours. The company's visiting expert upholsterer has more than 20 years' upholstery experience.



Re-upholstering patient chairs may be all that is required if they have any scuffs, slits or tears in the dental chair vinyl that could present an infection control risk.

Meditelle's re-covering service will ensure that patient chairs are hygienic and the safety of equipment is maintained in line with Care Quality Commission requirements.

Meditelle offers a wide range of more than 20 vinyl colours to choose from. All are medical contract grade vinyls and contain an antimicrobial additive to provide long-lasting effectiveness even after regular cleaning. They are also effective against the spread of MRSA, *E. coli* and other bacteria on its surface.

Customers can also have a 'made-to-measure' scuff guard fitted to their newly upholstered dental chairs and opt to have operator seating re-covered in the same matching vinyl.

Flexible onsite appointments are available to work around a practice's busy schedule with early time slots prior to opening.

For a no-obligation quotation, please email Meditelle a full image of the chair front and back along with postcode location.

More information is available by calling 0121 332 1850, emailing enquiry@meditelle.co.uk or visiting www.meditelle-dental.co.uk.