

A clinician's perspective on the Calaject Computer controlled local anesthetic device



Dr. Margalit Gavrilov

Dr. Gavrilov is a general dentist based in Newmarket, Ontario. In this interview, we explore her use of CCLAD (computer controlled local anesthetic delivery) technology in her practice, its benefits, and how she switched from her old technology to the new Calaject injection system.

What was your personal ergonomic experience to use Calaject compared to a traditional syringe?

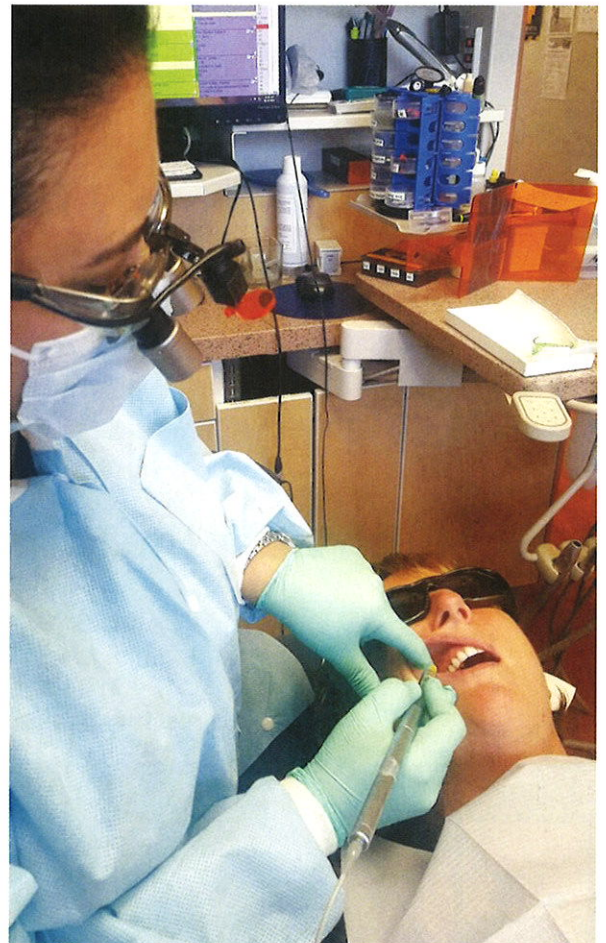
I like the ergonomic pen-like grip of the Calaject system, compared to a traditional syringe. It is much more comfortable to work with – especially since I have to provide injections every day – all day long! I used to have muscular pain in my hands and that diminished significantly since I stopped using a regular syringe. I believe that this grip provides better control over the delivery site, so my ability to maneuver, stabilize and navigate the needle is much better. I don't have to push with my thumb at all which makes it so much easier, especially during palatal injections.

What first raised your interest in Calaject?

I've been using CCLAD technology for a long time and I fully believe that this is a better way to work. What first caught my eye with CALAJECT was the fact that I could get all the benefits of this technology without the high recurring costs of my previous system. There is no additional cost per use! I limited use of my previous system to phobic patients and children, now I use it on everyone!

How would you compare the 2 systems?

I really liked that Synca offered a one week rental, so that I could try it out and really see if I liked the product. To be honest,

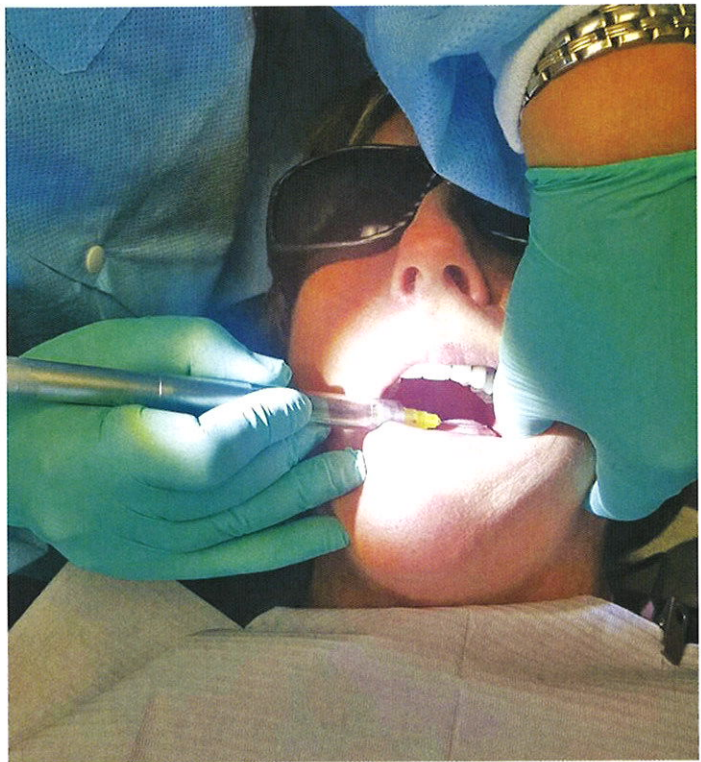


originally I didn't think that I would like it since it looked different from what I was used to. Once I tried it, and saw my patient's responses, I realized that they did not sense any difference between the systems.

Once I had a chance to try out the CALAJECT, I noticed some difference between the systems. The handpiece is not the same. The cartridge is actually in the handpiece and I can see how much I inject, since the holder is transparent. Since there is no tube to bring the anesthetic to the mouth, there is no waste of solution. Since there is no disposable, it is more environmentally friendly.

The handpiece is well balanced and I like the tactile sense in my hand. It is particularly good with small movements. In regards to the different look of the Calaject handpiece, it is very much like a handpiece. It is easy to present to patients (including children) and I use it without concern. Patients have had a handpiece used on them many times and it is something they are familiar with.

The programs are a bit different but overall offer the same functionality. The pen-like grip offers great results with blocks, by using the bi-rotational technique. My assistant likes is that the CALAJECT runs on a lithium ion battery and doesn't have to be plugged in, so it's easier to move from op to op. With the old CCLAD system, she had to unplug it every time she wanted to move it, and then re-plug it in the next op.



majority state they don't feel anything and are surprised. Patients expect pain when they go to the dentist. It's just been that way for 100 years.

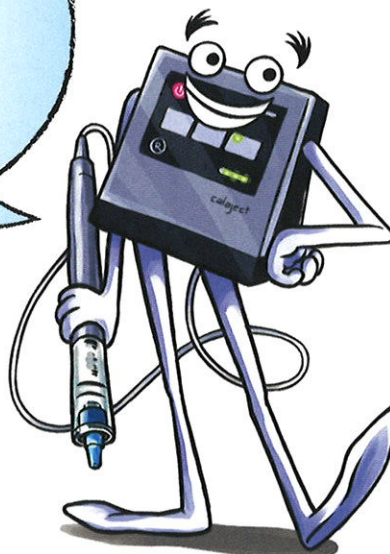
When do you use your Calaject system?

I love using this technology with everyone! I also think this is a great addition to my practice because it addresses what patients fear most – the injection. I explain the technology to them, that it is a new computer controlled anesthetic delivery system that anesthetizes in a comfortable manner, and they are quite curious and eager to experience it. The

What would you say are the most important benefits of using CCLAD in your practice?

There are many tangible and intangible benefits of these systems, but overall they make my life easier. This technology is more consistent and does a better job of

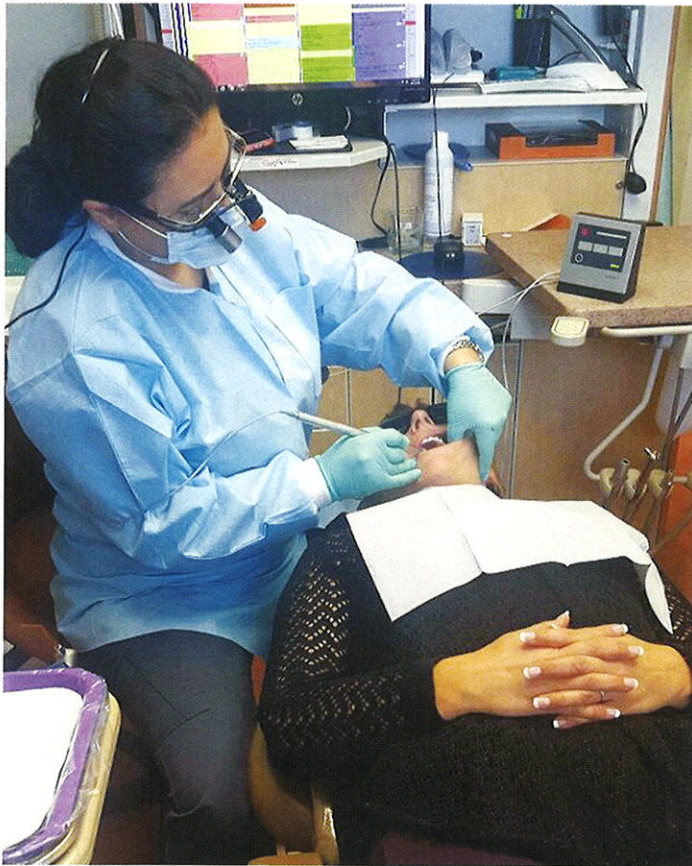
Hi! I help reducing patient anxiety and will make all anesthetic injections more comfortable. Kids of all ages love having me around.



calaject



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delivering anesthetic. I have better control and less to manage – the machine does a lot of the work! For my patients, stress levels have gone down. The number 1 thing people don't like about going to the dentist is the freezing. Since I'm addressing this concern, I feel good about using it. It is a wise investment and a great marketing tool.


We introduce the technology to our patients and explain how we want to provide treatments in the most comfortable way possible.

Word of mouth spreads quickly and we get regular referrals just based on people telling their circle of friends and family. Our office is in a very competitive area so we are always looking for additional ways to distinguish ourselves.

Do you have anything else to add?

There is a difference in how the anesthetic takes effect. A block now takes longer to deliver, but onset is quicker. While injecting, all I have to do is choose the injection speed, depress the foot pedal and then I just have to focus on the patient and positioning. Patients can sense my calmness, which in turn reduces their stress.

In my opinion, once I started using this technology and experience the benefits for me, my patients and my business, there is no going back. ■

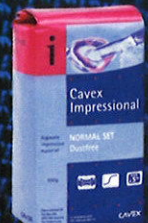


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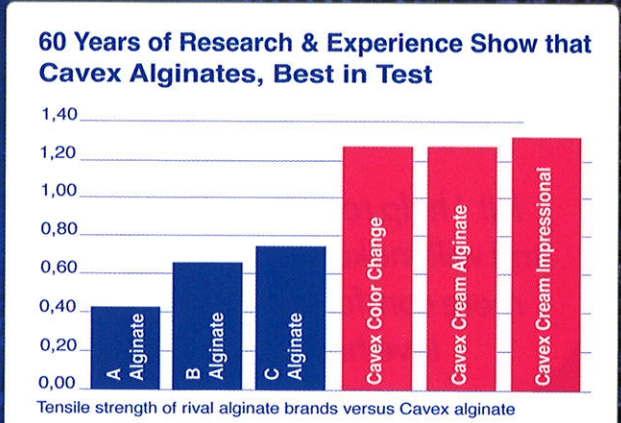
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