

## **CALAJECT™ for pain-free anaesthesia – and more patients!**

**Anaesthesia without discomfort is now an option - an option for which there is an increasing demand amongst patients and dentists. Using computer-controlled anaesthesia, you can now provide pain-free anaesthesia - and so treat greater numbers of nervous and timid patients.**

"I'm actually rather good at applying anaesthesia manually. It's just that some patients are more anxious than others, and it is nice to be able to offer them an alternative," says dentist Mette Kæraa, of Tandlægerne Kæraa, Holm & Christensen in Horsens.

Fear of anaesthesia has been around ever since the invention of the first hypodermic in 1853. For dental patients it is the first injection that creates the greatest fear. For a lot of nervous patients, this is enough to prevent them from seeing a dentist in the first place. The alternative now is to find a dentist who can offer pain-free, computer-controlled anaesthesia.

### **Attract more patients**

At Tandlægerne Kæraa, Holm & Christensen they have been using CALAJECT™ for the past six months, and they have found that it has brought patients into the practice.

"CALAJECT™ very clearly has a value in terms of marketing. Of course people talk with friends and acquaintances and find out that pain-free anaesthesia is a possibility. So they call their dentist or search on various dentists' websites to find one who can offer pain-free anaesthesia. This is why we have acquired the system at our clinic," says dentists Søren Holm, co-owner of Tandlægerne Kæraa, Holm & Christensen.

Surveys<sup>1</sup> confirm this trend: "A dentist who can provide pain-free anaesthesia" is the most important criterion for a patient when choosing a dentist. In second place is "A dentist who won't hurt me", and in third place "personnel who are friendly, professional and helpful."

"There is no doubt that the equipment has a positive effect on my nervous patients. Using CALAJECT™ they are calmer and easier to treat because they are less afraid of it. With its pen grip, it looks less like an ordinary syringe, and it helps them to believe that I can provide pain-free anaesthesia. There is a lot of psychology in it," explains Søren Holm.



*"Computer-controlled anaesthesia has become an indispensable element of the pain-free dental treatment that we offer, says dentist Mette Kæraa.*

### **Easier than manual anaesthesia**

CALAJECT™ injects the anaesthetic fluid slowly and in a controlled way, while at the same time registering the counter-pressure in the tissue. It provides a gentle and effective anaesthesia, which is experienced as free of any pain or discomfort. Experience shows that the system also eliminates the challenges faced by dentists in connection with manual anaesthesia.

"I always use CALAJECT™ for anaesthesia, but especially with intraligamentary anaesthesia and infiltration, I find that the grip makes it easier to apply anaesthesia. Because I do not have to force the liquid through myself, I find it easier to keep my hand still. It is safer than using a manual syringe," says Søren Holm, who goes on to say, "I'm glad that I can now provide pain-free anaesthesia. My patients are really enthusiastic about it. And where intraligamentary anaesthesia is concerned, they are happy about not having anaesthetised lips, cheeks or tongues when they leave the surgery."

A particular strength with the computer-controlled system is controlled injection when applying anaesthesia in areas that are hard to access.

"The palatine anaesthesia program works really well. The slow flow means that my patients do not experience any pain with this either and the anaesthesia is effective immediately. The pen grip also improves tactility, especially with mandibular application," says dentist Rune Ørum Luk of Tandlægerne Kæraa, Holm & Christensen.



#### Problem-free operation

CALAJECT™ is operated via a touch-screen with three programs for intraligamentary, infiltration and nerve block analgesia. It is activated by means of a separate foot switch or via connection to the unit's foot switch.

"In purely practical terms, the system works perfectly. It is easy to use, and it works intuitively. Despite the cable from the pen grip to the computer unit, I do not feel tied down, because an audio signal lets me know where I have got to with the anaesthesia. I don't need to turn around to look at the screen. It's also great that it runs on a battery," explains Rune Ørum Luk.

His colleague, Mette Kæraa, agrees with him:

"The way it is put together is uncomplicated, which is also great for my clinical assistant. It is very light and requires only a slight finger pressure."

Unlike competing products on the market, CALAJECT™ requires only a one-off investment. In other words, the dentist does not have to buy any extra consumer items.

"The fact that it is a one-off investment is a big advantage. There are no subscriptions or extra equipment apart from the usual tubes and needles," explains Mette Kæraa.

At the clinic in Horsens they agree that CALAJECT™ represents a win-win situation.

"Our patients are happy about the pain-free anaesthesia. We are glad to have happy and relaxed patients in the chair. And we are also glad that this is a solution that really does make anaesthesia simpler. At the same time the equipment looks good. It gives

a signal to our patients that we have the latest technology - which makes us appear modern and professional," concludes Søren Holm.

### Why CALAJECT™?



*Dentist Søren Holm*

"CALAJECT™ makes it easier for me to treat my nervous patients. They are really enthusiastic about the fact that I can provide anaesthesia without any discomfort."



*Dentist Mette Kæraa*

"CALAJECT™ can create life-long and loyal patients with its pain-free experience alone."



*Dentist Rune Ørum Luk*

"It puts out a clear signal that the clinic is using the latest technology. In other words, we are investing in our patients' well-being."

### CALAJECT™ - for pain-free anaesthesia



Designed and manufactured by Rønvig Dental in Denmark, [www.ronvig.com](http://www.ronvig.com).