

SOLMETEX COMPETITIVE COMPARISON

	SOLMETEX™	COLLECTION CONTAINER-BASED SYSTEMS	CHAIRSIDE/HANDHELD SYSTEMS	IMPLICATIONS
E.P.A. REGULATION	<ul style="list-style-type: none"> • ISO 11143:2008 	<ul style="list-style-type: none"> • ISO 11143:2008 	<ul style="list-style-type: none"> • Some handheld systems are marketed as "single use", Type 3 filtration devices with EPA 441.30(A)(2) certification. • EPA Regulation requires that Type 3 Devices have a warning system and are able to be "visually inspected" when device reaches full solids holding capacity. 	<ul style="list-style-type: none"> • EPA approval beyond question is critical when choosing which amalgam separator system a practice employs. • If a type 3 device is in use without a visual or auditory warning indicator, it may result in fines and/or immediate office shut down.
PRODUCT OFFERING	<ul style="list-style-type: none"> • Available in THREE (3) sizes: Mini, Standard and High Volume • Can also be installed in tandem for larger practices and health systems. 	<ul style="list-style-type: none"> • Single or limited system size offerings. 	<ul style="list-style-type: none"> • Single-design 	<ul style="list-style-type: none"> • Limited offering may not accommodate the unique needs of different size practices with multiple operatories, different patient populations. • Larger practices may need to install multiple systems, requiring additional maintenance, office downtime and expense during changeouts.
SYSTEM DESIGN	<ul style="list-style-type: none"> • The NXT Hg5™ Amalgam Separator consists of an efficient, two-part system. • Lower chamber collection container connects with an air-tight, leak-proof seal to the upper chamber air/water separator. 	<ul style="list-style-type: none"> • One-piece design combines air/water separator with collection container. 	<ul style="list-style-type: none"> • Single-use 	<ul style="list-style-type: none"> • Two-piece design of the NXT Hg5™ enables practices to change out ONLY the collection container once it is full or at the one year mark. • One-piece design requires practice to purchase a new system, SHUT DOWN the practice, uninstall the ENTIRE system, and install a new system EVERY time the system is full. • Chairside/handheld systems require physicians to use a new device with EVERY patient; does not ensure ALL practice dental waste is being captured.
FILTER DESIGN	<ul style="list-style-type: none"> • NXT Hg5™ uses a proprietary restrictor design, NOT a filter. • Restrictor allows amalgam and solids to separate and settle to bottom of collection container. 	<ul style="list-style-type: none"> • Some collection container-based systems use exposed string-wound filters to which biologicals adhere. 	<ul style="list-style-type: none"> • Some chairside/handheld systems utilize a filter element which reduces suction as solids accumulate. • Filter element cannot be monitored visually to ensure optimal performance. 	<ul style="list-style-type: none"> • Filter design may cause material to adhere and bind, reducing flow, halting collection of waste, causing "clogging", procedural complications and delays.
COLLECTION CONTAINER DESIGN	<ul style="list-style-type: none"> • Collection containers are made from a transparent, one piece plastic specifically chosen to be easily visible, as well as durable when exposed to vacuum pressures, vacuum line cleaners, and high heat environments commonly found in dental practice mechanical rooms. 	<ul style="list-style-type: none"> • Some collection container-based systems are made from polycarbonate plastic, which have been known to become brittle and develop cracks. • Some collection container-based systems are made of "frosted" plastic. 	<ul style="list-style-type: none"> • Design does not allow ANY visual inspection. 	<ul style="list-style-type: none"> • EPA regulation requires visual inspection to ensure proper system performance and waste collection. • Transparent plastic makes it easy for office staff and inspectors to visually inspect the NXT Hg5 Air/Water Separator AND Collection Container. • "Frosted" plastic makes it difficult to visually inspect when a collection container is full and/or if it is functioning properly. • Polycarbonate plastic collection containers may break during use and removal.
SYSTEM INSTALLATION	<ul style="list-style-type: none"> • Easily installed in-line, downstream from the patient where the vacuum is most effective. • Inflow/outflow is the industry standard 1 1/2 inch diameter. 	<ul style="list-style-type: none"> • Some competitive systems require up to a TEN-STEP assembly process BEFORE being ready to install to a dental vacuum system. • Small diameter fittings are required to accommodate pipe size in the junction box. 	<ul style="list-style-type: none"> • Chairside/Handheld Systems are single-patient use ONLY. • Systems/Devices are installed chairside, at a considerable distance from central vacuum system. 	<ul style="list-style-type: none"> • The NXT Hg5™ installation process is simple and can be completed by a proficient "do-it-yourselfer" or a licensed professional. • Downstream installation optimizes capture of dental waste from ALL patient procedures. • Small diameter fittings may result in restricted flow rates. • Chairside proximity may not take full advantage of mechanical room installed central vacuum suction.
SYSTEM PERFORMANCE	<ul style="list-style-type: none"> • Overflow bypass design enables consistent vacuum pressure, even if system becomes overloaded or is improperly maintained by end user. 	<ul style="list-style-type: none"> • Some competitive systems have reported leakage or back-up, impacting system performance and/or requiring practice shut down, insurance claims, etc. 	<ul style="list-style-type: none"> • Some competitive systems have reported leakage or back-up, impacting system performance and/or requiring practice shut down, insurance claims, etc. 	<ul style="list-style-type: none"> • NXT Hg5™ meets or exceeds EPA requirement for dental waste removal rate and capture. • Choosing a poor performing amalgam separator system can have serious practice implications, including office shut down.
COLLECTION CONTAINER CHANGE OUT	<ul style="list-style-type: none"> • When NXT Hg5 reaches "full line" or 12 months have passed, simply remove retaining pins, affix lid, place in recycling kit, and replace with a new NXT Hg5 collection container. 	<ul style="list-style-type: none"> • Some container-based systems consist of a one-part system combining the collection container and air/water separator in one "closed" unit. • Polycarbonate plastic collection containers may crack or break when removing from A/W system. 	<ul style="list-style-type: none"> • Chairside devices are single-patient use ONLY. 	<ul style="list-style-type: none"> • Two-piece design of the NXT Hg5™ enables practices to change out ONLY the collection container, allowing the practice continue to treat patients during collection container change out. • One-piece design requires the practice to purchase a new system, SHUT DOWN the practice, uninstall the ENTIRE system, and install a new system EVERY time the system is full. • Polycarbonate, "brittle" collection containers that become compromised during removal may result in dental waste spillage or leaking.
COLLECTION CONTAINER ORDERING	<ul style="list-style-type: none"> • The Solmetex Maintenance Program™ allows physicians to take advantage of a turn-key program designed to automatically deliver Collection Containers, PowerScrub™ Vacuum Line Cleaner and Practice Waste Solutions technology to effortlessly maintain their dental waste system as well as maintain EPA and POTW compliance. 	<ul style="list-style-type: none"> • No auto-replacement program offered to dentists. 	<ul style="list-style-type: none"> • No auto-replacement program offered to dentists. 	<ul style="list-style-type: none"> • The Solmetex Maintenance Program enables physicians to focus on patients while effortlessly maintaining their amalgam separator system AND regulatory compliance.
RECYCLING AND HANDLING PROGRAM	<ul style="list-style-type: none"> • Turn-key recycling program included in cost of collection container. • Proprietary threaded or Snap-Cap™ securely seal collection container during transport. • Anecdotally preferred by major carriers and shippers. 	<ul style="list-style-type: none"> • Some competitors require cumbersome third-party pick-up and include incremental charge to recycle waste. • Some systems use a "lined recycle container" and "plug hole cap" which may come open during transit; others use only a plastic bag to protect against leakage during shipping. • Competitive documentation states that some systems require additional disinfection and sanitizing steps before shipping the system which may result in overflow of liquid waste. 	<ul style="list-style-type: none"> • Some competitors require cumbersome third-party pick-up and include incremental charge to recycle waste. • Some systems use a "lined recycle container" and "plug hole cap" which may come open during transit; others use only a plastic bag to protect against leakage during shipping. • Competitive documentation states that some systems require additional disinfection and sanitizing steps before shipping the system which may result in overflow of liquid waste. 	<ul style="list-style-type: none"> • Securely packaging recycling container is important as the dentist is ultimately responsible for successfully recycling dental waste.
COMPLIANCE DOCUMENTATION	<ul style="list-style-type: none"> • Online Solmetex Compliance Center enables customers access to all Certificates of Recycling & Compliance Documents 24/7/365. 	<ul style="list-style-type: none"> • Some companies do not offer online compliance documentation. Documents are available upon request, but may not be available during off-hours or during an inspection. 	<ul style="list-style-type: none"> • Specific to chairside/handheld systems, there is no way to verify that system was used 100% of the time in all patient procedures. 	<ul style="list-style-type: none"> • Inability to provide sufficient compliance documentation may result in fines and/or immediate office shut down.
WARRANTY	<ul style="list-style-type: none"> • NXT Hg5™ Air Water Separators are warrantied against defects in material and workmanship for a period of two (2) years. • NXT Hg5™ Collection Containers are warrantied against defects in material and workmanship for a period of one (1) year. 	<ul style="list-style-type: none"> • Use of competitive collection containers/devices attached directly to the Solmetex System voids warranty. • Use of chairside/handheld systems is approved as a redundant technology. 	<ul style="list-style-type: none"> • Use of competitive collection containers/devices attached directly to the Solmetex System voids warranty. • Use of chairside/handheld systems is approved as a redundant technology. 	<ul style="list-style-type: none"> • NXT Hg5™ warranty ensures optimal system performance AND regulatory compliance.
CLINICAL COMPLEXITY	<ul style="list-style-type: none"> • None 	<ul style="list-style-type: none"> • None 	<ul style="list-style-type: none"> • Handheld devices are inserted into the patient's mouth. • Handheld devices will slow and then eventually stop suction as they become filled. 	<ul style="list-style-type: none"> • Chairside/handheld systems require physician/dental assistant involvement with amalgam separator in-procedure with patient. • Result is unnecessary procedural complexity, added patient discomfort and potential clinical complications.
VACUUM LINE CLEANER	<ul style="list-style-type: none"> • Solmetex offers PowerScrub™ Vacuum Line Cleaner, specifically designed to maintain the NXT Hg5 Amalgam Separator system, which also may be used with all amalgam separator systems. 	<ul style="list-style-type: none"> • None 	<ul style="list-style-type: none"> • None 	<ul style="list-style-type: none"> • Solmetex is the ONLY Amalgam Separator System manufacturer that offers a vacuum line cleaner with a pH between 6-8 as recommended per EPA guidelines for safe and proper maintenance of vacuum-based dental waste treatment systems.