

## Appledore Clinic

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Dear Brian

We have recently taken our fourth 'Wand' from you and I thought you would like some feedback.

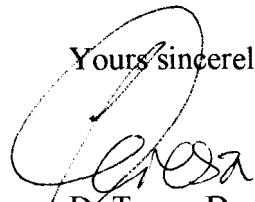
Our initial reasons for buying the wand were twofold. Firstly to enhance our high tech image, so that patients can see that we are at the 'cutting edge' of dental science, and secondly to allay the fears of our needlephobes, including myself!

When we first saw it demonstrated, one of our dentists gave one of our nurses a palatal injection, and she was so surprised that she had not felt a thing. We were so impressed that we ordered 3 immediately, one for each surgery. The fourth one is for our new surgery which has just been kitted out.

Our patients have been very appreciative. It truly does what it says; it delivers pain free injections every time. It fits in well with our practice. We use the ClearVu intraoral camera to show and teach our patients about their mouths. We use CrystalAir air abrasion for minimal cavities. We use the wand where anaesthesia is required, and we use the fast curing light to speed up the restorative procedure.

Our patients have come to expect new techniques, materials and equipment when they visit us, so don't forget to let me know about any other new things when they come onto the market.

Yours sincerely



Dr Teresa Day  
Clinical Director