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Dear Nicole,

I am writing this letter in response to your request, asking what my experiences have been with the Compudent system. I bought the system when it was still called the "Wand", over 6 years ago. We call it our "Magic Wand". I actually have 2 of them – one for my treatment room, and one for my 2 hygienists to share.

Since I bought the Wand, I have had no use for traditional syringes. I don't even use the "intra-ligamental" injection systems for teeth that are traditionally difficult to numb. All of my syringes have been in storage now for years. I have never had my Wand fail to numb a patient in 6 years – NEVER. Occasionally, I have a carpule of anesthetic that won't puncture, but that is a carpule problem, not a Compudent problem. I have NEVER stuck myself with the needle in the time I have had the system. I have also had no maintenance problems with either one of the two I have. Neither of them have ever had to be repaired. We keep them properly lubricated and maintained, and have never had a problem with them.

In the time I have had this system, my reputation has spread far and wide for being a truly "painless" dentist. I see children as young as 3 years of age, and my oldest one is 99 years old. I have patients who live far away, in other states or even other countries, and they choose to return to my office to have their dentistry done by me. I have a patient who lives in Norway, and one who spends most of her time in Kazakhstan, and lives in Canada. She comes to Houston strictly to see me. I do sedation dentistry, but it is not the norm for me, even with small children – I simply don't have to sedate a whole lot of people, because the number one cause of fear of dentistry is the fear of needles and shots, and my "Wand" makes this a non-issue for me. My patients know that I don't use syringes right from the start.

My entire routine consists of the following: I have my assistant place the topical anesthetic (patients get to pick from 7 different flavors) in the area to be anesthetized. I tell the patients that we will be using my "Wand" (I tell the children we will be using my "magic wand"), and I tell them it is a "computer controlled, electronic delivery of anesthetic". I show them the handpiece (but NEVER the needle). I touch their hand with the tip of the handpiece and tell them I will be touching their tooth with it in the same manner. If they ask me "So that means no needles?", my answer is "It has no SYRINGE". Patients equate needles and syringes – I am telling them the truth, but they are hearing "no syringe", and they assume "no needles". Since this is what they want to hear to calm their nerves, I don't correct their assumption. And then I administer the

anesthetic using the Compudent (I still call it my Wand). That is it. I haven't had to change the way I give anesthetic, I haven't had to change my techniques.

Occasionally, I will use the "Single tooth anesthesia" technique unique to the Wand, but by and large I use the techniques I was taught in Dental School. For Palatals, I infiltrate through the papilla on the buccal of the tooth through to the palatal. When the tissue blanches on the palatal area, I give the traditional palatal anesthesia, with the patient none the wiser. They feel some pressure, but no pain. I do this with the incisive canal anesthesia too. Patients feel it far less when you infiltrate through the papilla. For lower molars, I use the Akinosi technique, because it is far more effective than the inferior alveolar block, and has far less risk of nerve damage.

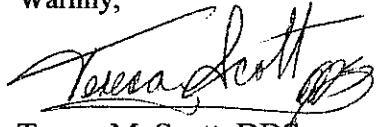
When a doctor asks me about the time involved in giving the anesthetic, I reply – it doesn't take any more time than a properly given injection with a regular syringe – if you are going slow to increase patient comfort with a syringe now, then you are giving the injection the way it was meant to be given. The Compudent system won't take any longer. If you are currently using a syringe rapidly, then your patients are climbing out of the chair in pain, and your referral rates and patient satisfaction scores aren't going to be very high. The Compudent system will take a couple more minutes to administer the anesthetic per patient, but your production and patient satisfaction and referrals will increase immensely. So the extra couple of minutes will translate to a much healthier bottom line.

When another doctor asks me about the cost involved, I tell them the following: If you are so worried about the cost of this system, raise your fees a couple of dollars per procedure. The machine will pay for itself within a few months. The difference to your practice will be in the increased referrals and patient satisfaction, which translates to increased production and doctor satisfaction.

And the last thing, but by no means the least, that I love about the Compudent system is an intangible in terms of dollars produced every month, but it has given me the chance to extend my career until I WANT to end it, not prematurely because I can't physically do it anymore – my hands don't hurt anymore. With syringes, the position my hands had to go into to give an injection were very unnatural. By the end of each day, my hands were killing me, and I was worried my career would suffer an early death due to my inability to perform dentistry, because my hands hurt so much. I don't worry about that any more. My hands quit hurting the day I started using the system. I went home pain free that very night and haven't felt pain in my hands since then. Holding the Compudent handpiece is like holding a pen. It feels natural and I could do it for hours if I had to.

Needless to say, if you can't tell already, I LOVE this system. I have NO idea why more dentists don't use it – syringes should go the way of amalgam, and be phased out completely within the next couple of decades. We simply shouldn't have to use barbaric instruments when there is a better way. There is no other way to ensure patient comfort with anesthesia that is as predictable and painless as this system. I encourage any dentist who is hesitant to try it to speak with me. I am easy to contact through my email address. I check it frequently and always answer. If you know of anyone who might have questions about the system and wants a clinical perspective from a doctor who has experienced this system, please don't hesitate to refer them to me. My email address is tscottdds@hotmail.com. It was a pleasure speaking with you recently. I hope more doctors invest in their futures with Compudent.

Warmly,



Teresa M. Scott, DDS