

PRODUCTS TO SEE AT THE GREATER NEW YORK DENTAL MEETING

Meeting dates: Nov. 24–29

Exhibit dates: Nov. 26–29



AIR equipped for life®
TECHNIQUES

Mojave LT 3 dry vacuum system

COMPANY	Air Techniques
GREATER NEW YORK BOOTH NO.	3401
MORE INFORMATION	airtechniques.com

Interview with **Gregory Kass**, product manager, Air Techniques

Traditional suction systems tend to be loud and take up a considerable amount of space. How do Mojave dry vacuum systems differ?

Our Mojave high-powered vacuum systems utilize no oil or water in order to generate high-powered suction. Only a small amount of water is used in the tank to allow for material washout. This, combined with an energy variable-frequency-driven motor (VFD), makes this the most environmentally friendly system with the lowest maintenance. It can significantly reduce the amount of energy and utilities that are used in a dental practice.

Can you tell us more about VFD?

The speed of a VFD system will vary depending on how many HVEs (high speed suction) are going at one time. Traditional systems run at the same power regardless of how many operatories are in use. This system uses the appropriate amount of energy depending on

the needs of the practice. If one or two operatories are in use, less power and energy are needed than if four or more operatories were in use at the same time.

There are a few models of Mojave available. What are some new features of the Mojave LT 3?

Our Mojave LT 3 offers the same high-powered VFD of the Mojave V3 system, but it offers a significant quieter noise output, smaller footprint, and a more attractive price point. It has a lot of space-saving versatility—the Mojave LT 3 can be placed into a closet or even inside a cabinet.



PRODUCT SPOTLIGHT BY
Pamela Maragliano-Muniz, DMD

The Mojave LT 3 also offers a multicolored touch-screen display that includes “smart alarms.” These alarms keep the dental office staff and technicians up-to-date on the status of the system. The machine will warn you if the pump or separator requires maintenance, and an error alarm will alert you if there is an issue with the system.

The Mojave LT 3 is also compatible with NEO Pulse Software, a free software program that is downloadable to a desktop computer or a handheld device running Windows. NEO Pulse Software transfers alerts from the touch screen to a separate device, so these alerts can notify office staff without them having to walk into the utility room. The software can create a maintenance schedule and share vital statistics with a technician remotely via a team viewer, so the technician can prepare ahead of time. This reduces the time, number, and ultimately cost of technician visits.

When an office experiences a suction system failure, a dentist may decide to purchase a system that will get the practice up and running as quickly as possible, without considering the features or benefits from available systems. Can you offer dentists advice to minimize the risk of suction system failure, which may result in an impulse purchase?

Most suction systems last approximately 10 years. If your system is reaching that 10-year mark, it may be wise to start looking at available systems and consider an upgrade. Also, look at your utility bills. If you are seeking to reduce utility costs, a system that eliminates the need for oil and minimizes water usage may significantly reduce your energy costs.

What feedback are you receiving from dentists who have the Mojave LT 3 in their practices?

Dentists most appreciate that the Mojave LT 3 is compact, powerful, quiet, and environmentally friendly. It lives up to its tagline: Big suction. Small Machine.