



# Reusable Respirators for Dental and Healthcare Professionals

Protecting Those That Protect Us

[WWW.DENTECSAFETY.COM](http://WWW.DENTECSAFETY.COM)



# Two Operations Serving North America

Dentec Safety Specialist's mission is to provide safety solutions using a specialized approach and products.

**We are a Canadian Owned and Operated family run business with over 40 years experience in the Safety Industry and Distribution.**

- **Head Office- Newmarket, Ontario Canada**
  - Full PPE and First Aid Product offering serving the Canadian Market
- **USA- Lenexa, Kansas**
  - Two facilities – one dedicated to Manufacturing and the other to packaging, warehousing and distribution for respiratory and face protection products.
  - Full line of eye and face protection products.
  - Adding NEW Product Categories



# COVID & PPE Shortages



Severe supply chain challenges through first waves of pandemic:

Dentec was contacted by thousands of businesses and individuals desperate for protection. Received countless requests from dentists and other HCW's who couldn't source appropriate protection for employees

- PPE shortages lead to high infection rates amongst HCW's, Canada has one of the highest rates globally
- PPE shortages still exist, cases continue to climb!
- 1.79M Cases in Canada, 29,700 Deaths as of December 1, 2021

# The Problem with Disposable N95 Respirators

- Supply chain challenges unable to keep up with demand
- Fog prescription and safety glasses
- Causes face rash, skin irritation and acne
- Very difficult to conduct fit check
- Prices spiked 10–15x and remain elevated
- **Create massive environmental impact and waste**
- Lack of consistent supply results in multiple fit-tests
- Dentec saw how people were frantic for protection and said **“We can do better for our community and our planet”**





# The Risks Continue

Alpha, Beta, Gamma, Delta...Omicron!

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- New Delta Variant is transmitting 40-50% faster than other variants. Omicron potentially worse!
- The World Health Organization reports potentially vaccine resistant.
- Experts warn MORE new variants to come.
- Building immunity after vaccine “typically takes a few weeks”- CDC

*“That means it’s possible a person could get infected with the virus that causes COVID-19 just before or after vaccination and still get sick.”*

# Respirators Without an Exhalation Valve



## GUIDELINES

**Elastomeric Respirators: Strategies During Conventional & Surge Demand Situations**

October 13, 2020:

CDC Recommends the use of Respirators WITHOUT AN EXHALATION VALVE to be used by Healthcare & Front-Line Workers to Protect the Patient and the Worker

May 27<sup>th</sup>, 2021:



FDA Recommends Transition from Use of Non-NIOSH-Approved and Decontaminated Disposable Respirators - Letter to Health Care Personnel and Facilities.

- Transition away from a crisis capacity strategy for respirators, such as use of non-NIOSH approved respirators and decontamination of N95 and other FFRs.
- Increase inventory of available NIOSH-approved respirators, including:
  - **Elastomeric respirators, including new elastomeric respirators without an exhalation valve** N95s and other FFRs

# ODA Approved, RCDSO Accepted!

Announcement sent out by ODA August 27, 2021

## Eco-friendly Reusable Respirator Options from International Safety

The environmental impact of disposable N95 respirators is a big concern when choosing PPE. International Safety is now offering greener alternatives that produce less landfill while maintaining the safety level you need. Introducing **The Dentec™ Air-Purifying Reusable Respirator without exhalation valve** and the **MSA Advantage® 290 LS half-mask respirator without an exhalation valve**. By using these respirators with long-term N95 filters, you will use fewer filters, reduce your contribution to the landfill and lower your waste disposal costs. These NIOSH-approved half-mask respirators offer excellent comfort and protection.

The Dentec™ respirator is available in small-medium and medium-large. The MSA Advantage® 290 LS is available in small, medium and large.

Visit the [International Safety](#) section in the Member Discount Program PPE Vendors page to learn more and order.

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# INTRODUCING: Comfort-Air NxMD

Designed for:

- Healthcare
- Dental
- Frontline workers
- EMS
- Chiropractic
- Optometry
- Pharmaceutical
- Biotech
- Food processing



**COMFORT<sup>®</sup>**  
**AIR NxMD**



# COMFORT<sup>®</sup> AIR N MD X

- Two-way filtration, purifies the air when you breathe in and out
- Reduced breathing resistance
- No inhalation valve diaphragm
- Oversized inhalation/exhalation port
- Superior protection
- Seriously comfortable



**COMFORT<sup>®</sup>**  
**AIR N<sub>X</sub> MD**

## LOW PROFILE

- Compact design provides greater field of vision
- Accommodates Loupes
- Reduces possibility of interference with other patient treatment equipment
- Occupies less area of the face while still providing an airtight seal
- Allows you to work upright, saves your back!



# Hypoallergenic Material - Two Sizes

- Will not cause skin reaction or irritation.
- Feels comfortable on the skin vs disposable respirators.
- Easy to clean and disinfect (Multiple cleaning and disinfection options. Contact Dentec for details)



**SMALL / MEDIUM**



**MEDIUM / LARGE**

- Anatomically shaped design meets NIOSH approvals for sizing requirements
- Airtight fitting seal ensures:
  - More comfortable fit on a wider variety of users
  - Proper fit providing superior protection each time user don's the respirator



# NIOSH APPROVED

- NIOSH approved N95 and P100.
- Recommended by CDC and Health Canada to protect against viruses.
- User or patient cannot touch the filter when in use
- Protects the filter from the elements – less direct contact to the filter from bodily fluids or physical damage.
- Easy to disinfect.. Wipe the filter housing without touching the filter.
- Extends filter life reducing costs & waste.
- CDC states **filter can last up to a year in healthcare applications** when disinfected properly. (Elastomeric Respirators: Strategies During Conventional and Surge Demand Situations Conventional, Contingency, and Crisis Strategies Oct 13, 2020)





# Reduced Waste & Waste Hauling Costs

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- Globally, 129 billion disposable face masks are thrown into landfill every month totaling 1.538 trillion annually, according to a study by University of Southern Denmark researchers.  
([https://www.roadrunnerwm.com/blog/impact-of-ppe-waste?hs\\_amp=true](https://www.roadrunnerwm.com/blog/impact-of-ppe-waste?hs_amp=true))
- Plastics in disposable masks can take up to 450 years to break down.
- Experts say tested masks are vital in areas with a high risk of COVID-19 transmission.
- According to research into our waste footprint, an estimated 1.6 million tons of plastic waste has been generated worldwide every day since the start of the pandemic.

# Disposable N95s VS Comfort-AirNxMD

- At the average cost of \$2.00 per mask, what are disposable N95 Respirators really costing you AND the environment?
- The FDA now mandates that Medical & Healthcare Professionals are required to dispose of FFR's after each patient interaction.
- If just one Healthcare Professional sees a minimum of 5 patients a day, that's 5 disposable respirators per person get tossed in the trash. Now think about all the staff in dental clinic, medical lab or in a hospital that require N95's, the number quickly multiplies



**VS.**



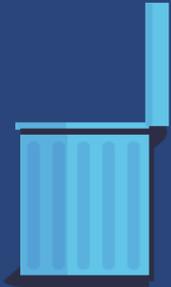
# ONE DAY

5

DISPOSABLES



\$10/ PERSON



100  
DISPOSABLES



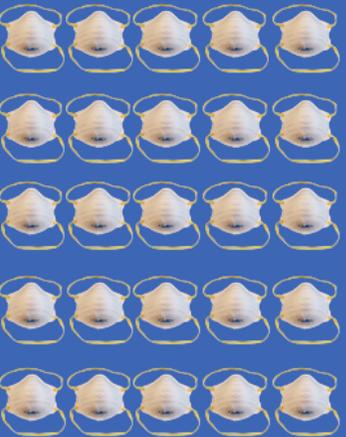
# ONE MONTH

\$200/ PERSON



25

DISPOSABLES



# ONE WEEK

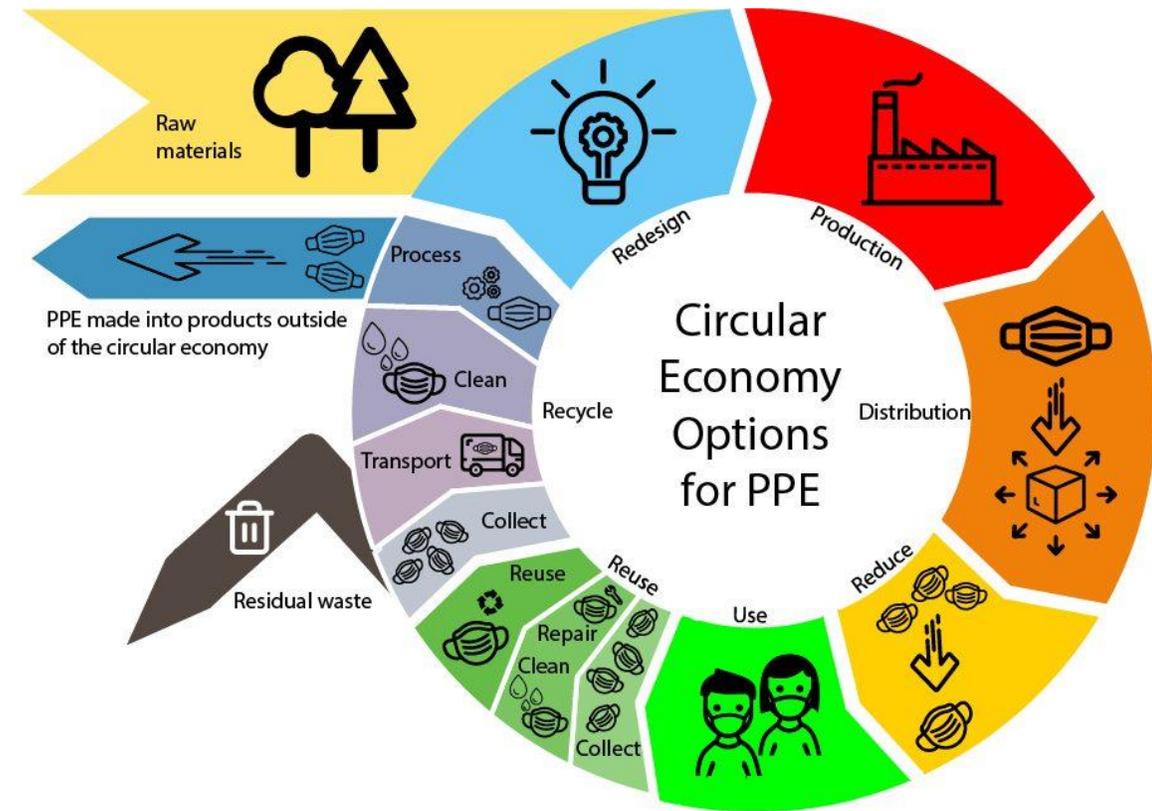
\$50/ PERSON



# Circular Economy of PPE

## Reusable Elastomeric Respirators Reduce Landfill by >90%

- Current estimates show roughly 91% of all plastics produced end up in landfill
- By converting to reusable PPE options, you can move up the Circular Economy and Reduce, Reuse and Recycle!
- Disposable 3-Ply Masks and N95's take approximately 450 Years to Breakdown.





# Protecting Those That Protect Us!

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- Safer and More Comfortable
- Sustainable Design
- Less Waste, Less Cost!
- NIOSH Approved
- Made in the USA
- Easy to Stockpile, Available when you need it!



# Thank you for Listening!

If you'd like to learn more: <https://shopdentecsafety.com/>

Email: [craig@dentecsafety.com](mailto:craig@dentecsafety.com) , Phone: 905-953-9946



**COMFORT<sup>®</sup>**  
**AIR N<sub>100</sub> MD**  
**X**

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