

“Every dentist uses at least one of our products!”

BY ROBERT SIMON, DENTAL JOURNAL

This statement by Frank Müller, COLTENE's Sales Director for Germany, Austria and Switzerland, may sound a bit surprising at first, but becomes quite logical when you look at the names belonging to COLTENE: ROEKO, DIATECH, Kenda, Hanel, Whaledent, HYGENIC and many others. Well, which dentist doesn't have ROEKO dental rolls or pellets, gauze swabs, paper points or gutta percha in his drawer for consumables? Just goes to show.

Global player: 885 employees, production facilities in Germany, Switzerland, Hungary, the USA and Brazil, a distribution network in over 120 countries, over 160 product ranges, registered in 180 countries – COLTENE has a worldwide presence. The company, which celebrated the 100th anniversary of ROEKO in 2010, is divided into six business units: restoration, endodontics, prosthetics, rotary instruments, treatment auxiliaries and infection control*. And in each of these fields, COLTENE excels with outstanding products.

Pioneering achievements

An example: did you know that COLTENE is a pioneer in rotary NiTi Endo instruments? The thermal process for increasing break resistance and the thermally controlled memory effect were first realised by COLTENE and are exemplary properties of the HyFlex CM and EDM instruments. Also remarkable is the coldflowing GuttaFlow, which combines guttapercha and sealer and expands slightly, or GuttaFlow bioseal with bioactive glass ceramic for dentine regeneration. And the COLTENE colourcoded CanalPro rinsing solution system is also consistently unique.



NiTi Endo pioneer: the thermal process for increasing break resistance and the thermally controlled memory effect were first realised by COLTENE

Next to the highquality composites (*BRILLIANT EverGlow, SYNERGY D6*), CAD/CAM blocks (*BRILLIANT Crios*), A-silicones for precise impression taking (*AFFINIS, PRESIDENT The Original*) and rotary instruments and polishers (*DIATECH, Cutting Edge and new, Kenda*), the ROEKO products are partic-

ularly well known. The ROEKO production facility is based in Langenau (*Germany*) and we took a closer look.

Surprising insights during the tour of the factory

In addition to the ROEKO dental rolls, paper and guttapercha points and other products for infection control, as well as other aids such as Hanel occlusion foil and articulation paper, the surgical suction cannulae (*Surgitip and Surgitip-endo*), Gelatamp gelatine sponges and HyFlex CM and EDM endo files are also manufactured in Langenau. Dental rolls? Great: and what's so interesting about the production of massproduced items such as dental rolls? One could not be blamed for thinking like that, it is far from the truth!



ROEKO Surgitip is packed in a clean room

*Here you can find further information:



Restoration



Endodontics



Prosthetics



Rotary Instruments



Treatment Auxiliaries



Infection Control

Considerable know-how, even for dental rolls

Have you ever thought about the fact that dental rolls need a defined absorbency and should not fray and fall apart all mushy? The same applies even more to paper points. This is where *"know-how"* comes even more to the fore.

"We had to design many of the production machines ourselves, as there is nothing suitable for these requirements on the machine market,"

explains **Ms. Helga Janda**, Head of the Customer Centre, who gave us an expert tour through the production facilities. An interesting aside: some machines imitate the hand movements, just as they used to be produced in days gone by. There you are, the good old days...

Even the processing of the highquality raw materials is extremely complex. Cotton, viscose and pulp are processed in a special process, joined to form a layer and then wound. What is special here is that COLTENE works with solutions that smooth the fibres. And yet stability and absorbency are maintained.



Carded endless fleece



Transport of the dental roll rods to the packaging unit



On the way to the packaging line

Paper points in the cleanroom

The manufacturing of paper points is even more elaborate. The fibres must be aligned in a single direction for high stability and good absorbance behaviour (*capillary effect*). They are trimmed by triangular laser cutting, the conical shape results during rolling – without the use of any adhesive. This provides unrivalled properties, particularly when it comes to reliable drying of the canal.

"This is why we can also hold our own against even the cheapest producers from the Far East, and remain the market leader," **Frank Müller** proudly announces.

“Gutta-percha wire”

The production of guttapercha points – largely synthetically produced and according to own formulas is also more complex than the layman might expect. Here, the plates are rolled, cut and shredded and then extruded at 100 degrees over a die: “Gutta-percha wire” is drawn – but with a variable tensile force to ensure the correct thickness at all times. The conical shape is created by machines with a shaking motion that imitates manual production as it was 50 years ago. Customised by hand for dental purposes if you like – but with machines and fully automated! And on we go to the gauze swabs. These are specially folded and bound – also fully automated on machines – to avoid the formation of loose threads which is important when they are inserted into the alveolar socket.

This is also where the Gelatamp gelatine sponges produced here end up – and who hasn't heard of them, these small cubes, bactericidal with colloidal silver, that are absorbed after 30 days.



ROEKO Swab gauze swabs are being sorted

During the production of the Hanel occlusion foil and articulation paper we learn about two types of coating: wax paint for foil and paper or impregnated papers where the ink is released after biting. This way, the paper can be reused on the same patient – pretty smart.

HyFlex CM and EDM Endo files

At the cradle of Surgitip (*surgical cannula and its little sister Surgitip-endo*) we pass by the HyFlex CM and EDM endo files – this is where COLTENE is a pioneer in reversible shaping, cutting performance and break resistance owing to a special manufacturing process.

And finally, we are given some key data regarding the new European warehouse, which also houses the Customer Centre: 3'000 m² of space, 12'000 racks, 18 employees, with 1'000 – 1'200 daily completed order positions – quite a respectable performance.

COLTENE makes bumblebees happy too

And what where the other takeaway messages? COLTENE also manufactures individual products outside the dental world, for example, cotton stoppers for the animal world: small ones for building nests or as activity materials for laboratory animals, and large ones for feeding bumblebees. These are intended to compensate for the unfortunate decline in bees fertilising our plant world due to parasites.

If you would like to learn more about COLTENE and its products, please visit www.coltene.com



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ABOUT THE COMPANY



All dressed up: from the left: Dental Journal Editor-in-Chief, **Robert Simon**, **Anja Schneider** (COLTENE Marketing), Dental Journal Key Account Manager **Jochem Griebisch** and **Frank Müller**, COLTENE-Sales Director for Germany, Austria and Switzerland.

COLTENE – the history

If you are looking for the dental roots, you will end up at ROEKO and in the year 1910. The company was founded in 1910 by **August Roescheisen** (*Süddeutsche Bindenfabrik in Langenau*), and in 1945 **Dr. Hans Roescheisen**, the third owner and a chemist, changed production to cotton rolls and developed further dental products.

The trademark ROEKO is an abbreviation of Roescheisen & Co. A number of smart acquisitions have made COLTENE a leading dental specialist:

- » In 1990, COLTENE acquires Whaledent/USA (*parapulpal pins and posts*)
- » In 1997, COLTENE acquires HYGENIC/USA (*Endo, treatment auxiliaries*)
- » In 1998, COLTENE acquires Dentronix/USA (*small devices*)
- » In 2001, COLTENE acquires DIATECH Dental/CH (*rotary instruments*)
- » In 2002, COLTENE acquires ROEKO GmbH + Co. KG
- » In 2007, COLTENE acquires Cutting Edge Instruments/USA (*rotary instruments*)
- » In 2010, COLTENE acquires Vigodent Brazil (*chemical consumables*)
- » In 2018, COLTENE acquires Kenda/Liechtenstein (*silicone polishers*)