



# ACE SOUTHERN

Surgical Solutions

# EQUIPMENT BUYING GUIDE



  
**ACE SOUTHERN**  
Surgical Solutions

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acesouthern.com |   



# AN ALLIANCE

Built for Your Success



# TRUST



ACE Surgical Supply and Southern Anesthesia and Surgical have joined forces as **ACE SOUTHERN**, a partnership that simply made sense given their decades long history and similar core values. Each company, established by experts in their field, identified gaps in the dental surgical field and set forth to support and empower the surgical dental community.

Today, with 90+ years of combined industry experience **ACE SOUTHERN** will continue the legacy each company built individually as a leading and trusted partner of dental surgical solutions. With the new **ACE SOUTHERN** you now have access to:

- > Best-in-class dental surgical supplier collaboration for more comprehensive product offerings
- > Superior support dedicated to exceeding your expectations across all channels: in-person, by telephone or through a new, easy to navigate website
- > Rewarded loyalty with easy to reach levels with the Alliance Program (ASAP)
- > Enhanced manufacturing processes and warehouses to ensure on time, every time product delivery
- > Time and money saving Replenish Program for automated product fulfillment

## ACE SOUTHERN: A Solid Foundation You Can Trust



- **Dr. Carchidi, DDS** founds ACE Surgical Supply Company in 1966
- New company headquarters in Brockton, MA
- First ACE branded product (IV Extension tube)

- **Mike Stamps**, a pharmacist, founded Southern Anesthesia and Surgical (SAS) in 1984 for Oral and Maxillofacial Surgeons practicing in-office sedation
- ACE expands campus to accommodate ISO8 Clean Room and achieves ISO9001 Certification

- SAS establishes AAOMS Advantage partnership providing benefits to AAOMS members
- ACE launches a full regenerative product portfolio
- Henry Schein forms partnerships with both ACE and Southern Anesthesia

- SAS opens new offices and distribution center in West Columbia, SC
- SAS forms partnership with AAP, Perio Perks to benefit AAP members
- SAS drives e222 online ordering system of schedule II narcotics

- ACE is first dental manufacturer to obtain American Association of Tissue Bank (AATB) accreditation
- SAS develops Rx Alerts to circumvent difficulties from shortages and backorders and opens new distribution facilities in Nevada and Oklahoma
- ACE Surgical and Southern Anesthesia form an alliance to become **ACE SOUTHERN**



# ASAP

## ALLIANCE PROGRAM

### Introducing the ACE SOUTHERN Alliance Program (ASAP)

When you create an alliance with **ACE SOUTHERN** you have a committed partner in your success. Part of that commitment is to reward you **for your loyalty with significant savings on every dollar you spend.**

As an ASAP Qualified Customer, you will benefit from savings and special promotions across all the products **ACE SOUTHERN** offers to help your practice prosper.

	Premier \$15K Annual Spend	Premier Plus \$25K Annual Spend*
5% savings on all Rx, Supplies and Equipment	●	
10% savings on all Instruments	●	●
15-20% savings on Bone Grafting Materials and Implants	●	●
10% savings on all Rx, Supplies and Equipment		●

*\*AAOMS/AAP members only*

Become an ASAP Member by Enrolling Today • [acesouthern.com/ASAP](https://acesouthern.com/ASAP)

## ANESTHESIA

ACE SOUTHERN recognizes your need for safe and effective anesthesia options. We are mindful of the limited space available in the OR and offer a selection of portable, small-foot-print, and full-size units.

We offer premium brands, including GE, Dräger, and high-quality private label options at an effective price, with new and recertified options featuring attractive warranties.



### AVANTE INTEGRA SP VS02 PORTABLE ANESTHESIA MACHINE

The Avante Integra SP VS02 is a fully functional, compact and portable anesthesia system in a lightweight package. The Integra SP VS02 anesthesia system is compact enough for the smallest surgery or imaging suite and is fully portable. Easily transport by using the retractable handle, located conveniently on top of the unit. Side-located gas ports allow clinicians to set up the machine safely and efficiently. The Integra SP VS02 is available with a hardshell carrying case, complete with casters and a retractable handle. A convenient mobile trolley with a sturdy built-in shelf is also available.



### DRÄGER 2000 SEVO VAPORIZOR (REFURBISHED)

The Dräger Vapor 2000 Sevoflurane is an unheated, calibrated anesthesia vaporizer for the enrichment of dry, fresh medical gas in anesthesia delivery systems with accurately-controlled concentrations of Sevoflurane vapor. The Vapor 2000 is connected between the fresh-gas flow-control unit and the fresh-gas outlet.

## MADA MEDICAL OXYGEN CYLINDER RESUSCITATOR KIT ON CART

### Demand Valve Resuscitator Kit on Cart | 1631E

- Aluminum cylinder, empty (1602E)
- 50 psi high flow regulator (1635-1)
- Demand valve with adult mask and 6' hose (1534MA)
- Cart (370C)

### Demand Valve Resuscitator Kit with Inhalator on Cart | 1634E

- Aluminum cylinder, empty (1602E)
- High-low flow regulator (R1835GBHF-25)
- Demand valve with adult mask and 6' hose (1534MA)
- Adult oxygen mask with 7' tubing, single-use
- Cart (370C)



### MADA MEDICAL WALL-MOUNTED OXYGEN FLOWMETERS

- Precise administration in fractional increments
- Available for oxygen or medical air
- Adaptable for all 1/8 NPT inlet adapters
- Back pressure compensated
- Flush flow
- Inlet filter
- Durable cylindrical construction



### PORTER MXR 3000 NITROUS FLOWMETER

The Porter MXR 3000 Flowmeter has been the industry standard for precision nitrous delivery and durability for over 40 years. The MXR 3000 is designed for those who would prefer an at-your-side vertical flowmeter. Precision, durability, and ease of operation have made this slender and sleek flowmeter the flowmeter of choice for tens of thousands of practitioners. Porter's glass indicator tubes provide accurate and easy-to-read visual flow readings. The dual-seal, one-piece solid aluminum construction virtually eliminates internal gas leaks.



## DIAGNOSTIC

ACE SOUTHERN carries exceptional quality options for all of your diagnostic and monitoring needs, featuring multiparameter monitors equipped with ECG, SPO<sub>2</sub>, CO<sub>2</sub> capnography monitoring, NIBP, respiration, temperature, and a recorder to document your cases. We also carry spot check units for patient intake and recovery.

Primary accessories are included with each monitor purchase, as well as a free 30-day trial and \$20 off your registration with xchart anesthesia charting services. With xchart, it's never been easier to automatically monitor vitals, track drugs administered and generate a clean PDF to comply with documentation requirements.



### EDAN X10

The EdanUSA X10 Patient Monitor fulfills primary clinical requirements in various environments including emergency rooms, general wards, rehabilitation centers, cardiac intensive care units, and in-hospital transfer units. The X10 comes equipped with a unique 3/5-lead system with automatic chest lead identification, making cardiac monitoring more flexible.



### ZOE NIGHTINGALE™ PPM3

The Nightingale PPM3 offers a clean, compact design and provides non-invasive vital signs monitoring, including 3 or 5-lead ECG, pulse oximetry, blood pressure, respiration (ETCO<sub>2</sub> or impedance), and temperature. An optional configuration includes two channels of invasive pressure monitoring.



### CRITICARE 8100EP1

The nGenuity patient monitor provides straightforward operation with a user-configurable display, enabling clinicians to quickly access the results they need. It comes with a wide variety of parameters, including advanced capabilities like ECG analysis, capnography (ETCO<sub>2</sub>) and mini trend reporting.



### SEDATION RESOURCE WIRELESS PRECARDIAL SEDATION STETHOSCOPE

- On/Off switch allows the chestpiece cable to remain plugged in.
- Piezo chest piece has a built-in microphone, producing diagnostic quality sound and reducing ambient noise. The chest piece is attached to the patient, the amplifier is connected to the table or chair, you are free to move about AND continue to monitor your patient's breathing.
- Amplifier is easy to use and provides outstanding sound reception with integrated Bluetooth technology. Each kit comes complete with 6' Precordial Pickup Cable, Piezo Style Chest Piece, Bluetooth Headset, and Rechargeable Amplifier.



### MEDLED CHROME® MC6 SURGICAL HEADLIGHT

The MC6 surgical headlight is for medical staff and surgeons on-the-go. Whether it's in the clinic or hospital, this unit gives enough light and battery life to see clearly in both environments.

- **Brightness:** 200,000 LUX (18,600 Foot Candles)
- **Battery Life:** 7 Hours (Continuous Operation)
- **Spot Size:** 70 – 90mm / 2.75-3.50" (18" Working Distance)
- **Dual Battery Charge Time in Lamp:** 6.5 Hours
- **LED Lifetime:** 100,000+ hours. It is not necessary to change the LED light source.
- **1-4 Battery Charge Time in 4-Bay Charger:** 10 Hours\*\*
- **Battery Lifetime:** Replace at least every 12 months

*\*Light output consistent across battery life. Other surgical headlamps on the market drop up to 30% from their initial light output within the first 15 minutes of operating.*

*\*\*4-Bay charger sold in Hospital Kit or can be purchased separately.*

### WELCH ALLYN 490 GREEN SERIES™ MINOR PROCEDURE HEADLIGHT

The LED technology within the Green Series Minor Procedure Headlight offers cool, bright white light that is ideal for a variety of office-based procedures. With targeted, well-defined illumination and adjustable spot size, Welch Allyn's high quality, long-lasting and reliable Green Series Minor Procedure Headlight will help to improve staff satisfaction and enhance patient care.

- Improve staff satisfaction with extreme comfort and lightweight, portable design
- Coaxial luminaire provides shadow-free illumination for improved efficiencies
- 50,000-hour life helps maximize investment
- Bright (120 lumens), white (5700°K) light with true tissue color rendition
- Rechargeable "belt-clip" portable battery pack available





## EMERGENCY RESPONSE

ACE SOUTHERN appreciates the importance of being prepared in an emergency. Our emergency response equipment portfolio features well-known, trusted brands that you can count on when you need to the most.



### ZOLL® AED PLUS

When it comes to helping a victim of sudden cardiac arrest, not all AEDs are created equal. Unlike other AEDs, ZOLL® AEDs support rescuers with integrated, real-time feedback on compression rate and depth. Recommended by medical professionals, the ZOLL AED Plus® defibrillator with Real CPR Help® technology guides rescuers in performing high-quality CPR and provides integrated audio and visual feedback to support you throughout the rescue.



### PHILLIPS HEARTSTART FRX AED

The Philips HeartStart FRx defibrillator features intuitive, step-by-step voice instructions, including CPR guidance, and an audible metronome to help guide basic life support (BLS) responders while treating a suspected sudden cardiac arrest (SCA). Pre-connected SMART Pads II can be used for both adults and children. Rugged, lightweight and reliable, it can withstand rough handling and extreme temperatures. When every minute counts, Philips HeartStart FRx is the partner by your side. Side by side. Step by step.





## AMBU KING VISION™ ABLADE™

Planning for the difficult airway, expected or unexpected, is no longer a challenge when intubating a patient. Whether an adult or a child, with King Vision™ you are always prepared for the difficult airway.

King Vision™ aBlade™ is designed to enable quick and easy intubation with its display providing a consistent clear real-time view of your patient's airway. The single-use blades are available in three different sizes and offers the choice of two blade types, allowing you to keep your preferred intubation technique.



### PRECISION MEDICAL EASYGOVAC ASPIRATOR PORTABLE SUCTION UNIT

The EasyGoVac battery-powered aspirator combines ease of use with powerful suction to create a portable unit that is ideal for hospitals, nursing homes, ambulances and homecare.



### ALLIED HEALTHCARE SCHUCO S430A SUCTION PUMP

The Schuco S430A suction pump is a quiet, dependable, vibration-free suction machine used to remove mucus from the airways. The Schuco S430A features a corrosion resistant, thermal protected motor, and permanent lubrication for maintenance-free operation.



### ALLIED HEALTHCARE OPTIVAC® AC/DC PORTABLE SUCTION UNIT

The G180 is the second generation OptiVac® in the industry-leading Gomco line of portable suction equipment. Its compact design, ease of operation, rechargeable battery, AC power supply, and fully-enclosed unit are just a few of its advanced features.





## STERILIZATION

The maintenance and handling of instruments is vital to your patient's health. ACE SOUTHERN offers a variety of ultrasonic cleaners and autoclaves designed to meet your specific needs.



### TUTTNAUER CLEAN & SIMPLE™ ULTRASONIC CLEANING SYSTEMS

Tuttnauer's Clean & Simple Ultrasonic Cleaning Systems are manufactured with only the highest quality components. The machines provide 60 kHz of quiet cleaning power which is less aggressive to instruments while still removing all surface contamination. The contemporary design and quiet operation compliment any office environment. Clean & Simple Ultrasonic Systems are available in 3 sizes and with a full selection of accessories to meet your specific needs. The 1 gallon holds a standard selection of instruments or 2 half size cassettes. The 3 gallon holds 3 full size cassettes, and the 6 gallon holds 6 full size cassettes.



### QUANTREX 140 ULTRASONIC CLEANER WITH TIMER AND DRAIN

The Quantrex 140 is the most versatile tabletop ultrasonic cleaner available. Its size is large enough to handle most cleaning needs but small enough to easily fit on a counter. The Q140 is available with or without a heater.

With a tank capacity of just under 1 gallon, the Q140 is the ideal ultrasonic cleaner. Delivering 43 kHz of dependable and reliable power, the Q140 will be a workhorse for year after year. Perfect for cleaning instruments. The Q140 comes standard with a 60-minute timer and multi-position drain.



### MIDMARK M11 ULTRACLAVE® AUTOMATIC STERILIZER

ACE SOUTHERN offers recertified Midmark models available for a fraction of the cost. The Midmark M11 UltraClave Sterilizer is not only technically refurbished but also cosmetically refurbished to make it work and look like new.

The Midmark M11 UltraClave is a self-contained steam sterilizer that can be used in medical and dental offices, hospitals, clinics, nursing homes, laboratories, and other facilities to sterilize heat and moisture stable reusable items. The M11 UltraClave is designed to optimize sterilization output, reducing time and effort.

- Intuitive display and simple prompts for easy operation
- Four pre-programmed sterilization cycles: Unwrapped, Pouched, Packs and Handpieces
- Dry Cycle Door Stop - Prevents door from opening full if there is a slight residual pressure in the chamber
- Monitors chamber temperature during a cycle to prevent an overheat condition
- Pressure relief valve opens to reduce chamber pressure if the chamber steam pressure exceeds the allowable limit



### TUTTNAUER T-EDGE SERIES AUTOCLAVES

The only gravity autoclave upgradeable to pre/post vacuum by software!

- Larger chamber capacity and shorter cycle times
- User-friendly touchpad and control panel
- Available in 10" and 11" chambers
- Advanced documentation and traceability options
- Optional Class B upgrade



### TUTTNAUER EZ9™ AND EZ10™ AUTOCLAVES

With the simplicity of one touch design all your sterilization and drying needs are fulfilled. The Tuttnauer fully automatic autoclaves fill, sterilize, exhaust and dry at the touch of a button.

- Chamber door remains closed during entire cycle
- HEPA filtered air is circulated in chamber during drying
- All program parameters can be customized and stored
- New brighter and easier to read panel

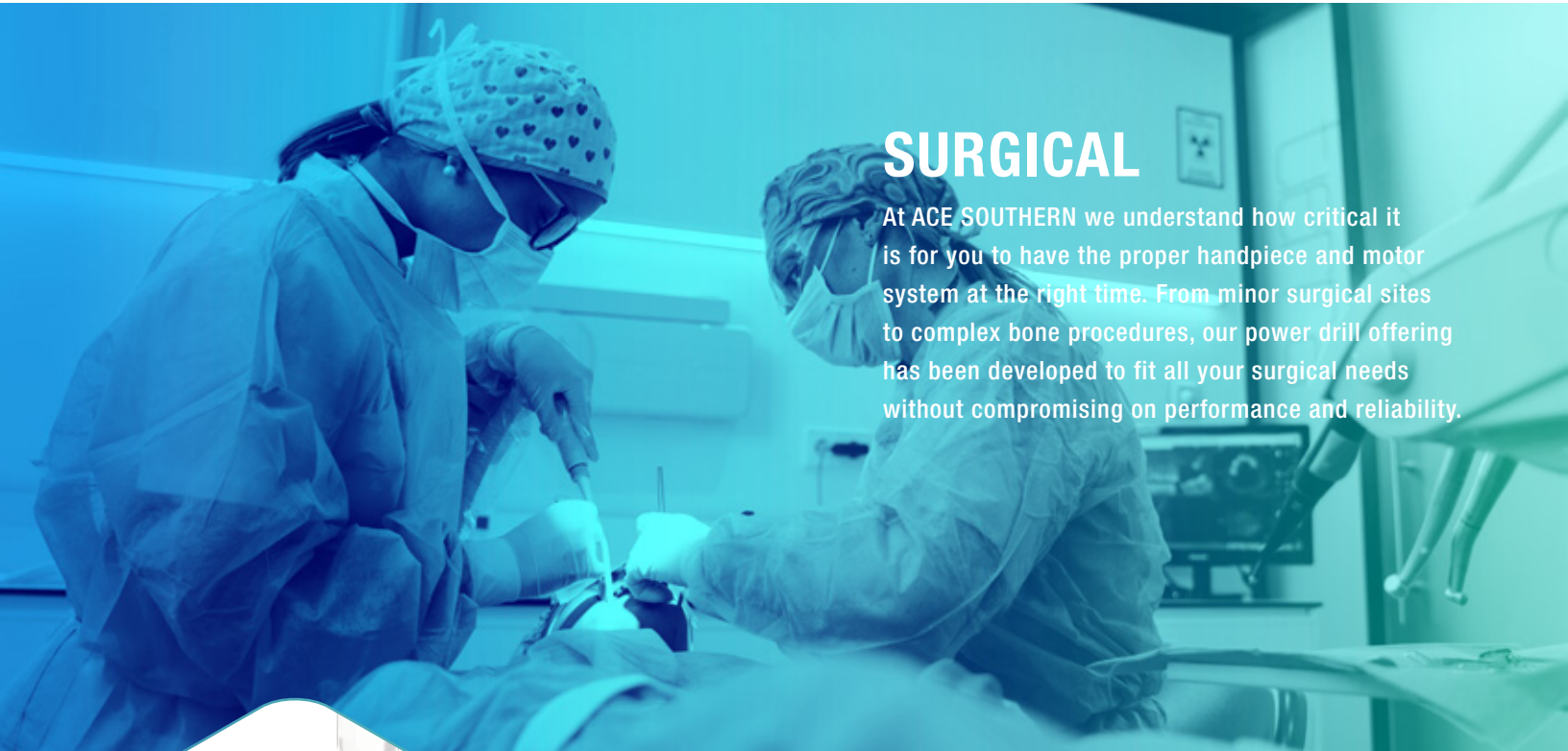


### ENBIO S STERILIZER

Enbio S is 6 times smaller and 3 times lighter than a typical vacuum autoclave. But when it comes to work efficiency, it keeps up the pace. Enbio can sterilize a load of wrapped instruments in just 15 minutes. Full drying means that pouches are bone dry. Not somewhat dry. In case of emergency, when you need an instrument sterilized for immediate use, FAST\* process does the job in just 7 minutes.

*\*Unwrapped FAST / 273°F - 7 minutes | Wrapped Vacuum / 273°F - 15 minutes  
 Wrapped Vacuum / 250°F - 45 minutes*





# SURGICAL

At ACE SOUTHERN we understand how critical it is for you to have the proper handpiece and motor system at the right time. From minor surgical sites to complex bone procedures, our power drill offering has been developed to fit all your surgical needs without compromising on performance and reliability.



## W&H IMPLANTMED PLUS SURGERY UNIT

**Accurate, powerful and uncomplicated.**  
Your reliable partner in implantology and oral surgery.

Implantmed Plus has been specially designed for use in dental implantology and gives you the tools for oral surgery procedures in the fields of implantology and maxillofacial surgery with maximum precision.

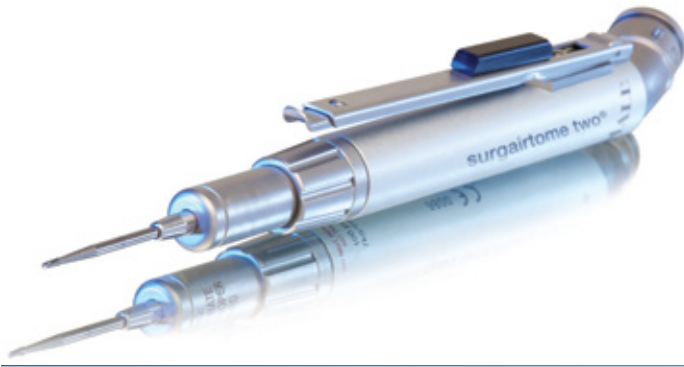
- Safe - New implant placing and stability determining feature
- Simple - Intuitive and clear operation
- Flexible - Upgrade anytime
- The Implantmed Plus is available in 8 configurations



## OSSTELL BEACON

The Osstell Beacon helps you to objectively and non-invasively determine implant stability and to assess the progress of osseointegration – without jeopardizing the healing process.

- Assess the progress of osseointegration
- Wireless
- Motion activated
- Color-coded for easy interpretation of ISQ values
- Intuitive measurement guidance
- Access to Osstell Connect
- Delivered with a USB cable, a SmartPeg mount, a testpeg, a soft case, the Osstell Key



### **SURGAIRTOME TWO® HIGH SPEED PNEUMATIC DRILL**

The Surgairtome Two® has over a half century of dependability and performance, and is among the most reliable oral high speed drills on the market today. It's lightweight and balanced for optimal control, feel, and visibility. Achieve high efficiency at cutting bone with minimal gas consumption.



### **MICROPOWER+ ORAL MAX ELITE HIGH SPEED ELECTRIC DRILL**

When you pick up a handpiece, you want the highest degree of control and precision, and you want to have the stability and comfort in your hand that gives you exacting control over your instrument. With the ConMed MicroPower+ System, you get all this and more.



### **MICROFREE® HIGH SPEED BATTERY OPERATED DRILL**

When comparing Hall's MicroFree® versus competitors, you will feel the difference and see the savings. MicroFree® is lighter and ergonomic and sterilization methods take less time and energy, making it less expensive to process than competitors.



### **BOVIE® BANTAM I PRO™**

The Bovie Bantam I PRO, A952 is a High Frequency Desiccator with cutting ability. You might call it a split personality. One half of the unit is a high frequency desiccator. The other half is a Bovie Generator, giving you 50 watts of cutting power and coag capabilities – plenty of power for most cutting procedures performed in the doctor's office.



# ZIMBIS AUTOMATED MEDICATION AND SUPPLY MANAGEMENT

The ACE SOUTHERN order integration with ZIMBIS creates a seamless workflow for your staff, ensuring that medications are available when you need them.

- Superior patient and staff safety at a time when overworked providers are more at risk than ever
- Regulatory assurance via biometric identification and electronic (automated) record keeping
- Automated, electronic ordering with ACE SOUTHERN via secure integration
- Notification of compliance with your established regulatory standards (regular cycle counts, discrepancy resolution, etc.)
- Group-wide visibility to key metrics such as inventory on-hand, average inventory turns, and weekly re-orders



## ZIMBIS MINI

- Manages up to 120 unique skus at max capacity
- Dimensions - 24.75" H x 19" W x 18" D
- Adjustable 15" touchscreen monitor



## ZIMBIS TOWER

- Manages up to 420 unique skus at max capacity
- Dimensions - 60" H x 19" W x 18" D
- Adjustable 15" touchscreen monitor

## DON'T SEE WHAT YOU ARE LOOKING FOR? CONTACT YOUR ACE SOUTHERN REP TO REVIEW OUR ENTIRE PORTFOLIO OR TO PLACE A SPECIAL ORDER TODAY!

### SECTION 179 DEDUCTION

Did you know you can lower your taxable income and enhance your equipment and technology at the same time? With Section 179 tax credits, deductions, and incentives\*\* upgrading equipment or technology can be even more affordable! Section 179 is a common tax deduction for dentists, especially when implementing new equipment and technology.

A Section 179 tax deduction may allow dental practices to take a tax deduction for the cost of qualifying purchases, such as new equipment and technology, in the year it is purchased into service. Section 179 can result in a tax deduction that helps lower your taxable income, and increase cash flow.\*

Especially now, as many dental practices are adapting to the current environment by implementing new standards of care, a Section 179 tax deduction could be a win-win. Not only are you investing in your practice with the equipment, technology, and tools needed to become more efficient and provide better care, but you may be also eligible for a tax deduction with Section 179.\* New equipment and technology are great examples of tax deductible expenses for dentists with Section 179.

**To qualify for a Section 179 tax deduction on your taxes, you must purchase and place qualifying dental equipment and technology into service by December 31st, in addition to meeting other eligibility criteria under Section 179.\***

### What are the benefits of Section 179 for dental practices?

A few key takeaways for Section 179 are:

- Section 179 allows a dental practice to take an immediate deduction for business expenses related to depreciable assets such as equipment, technology, vehicles, software, and more.
- This allows a dental office to lower their current-year tax liability rather than classifying it as an asset and depreciating it over time in multiple future tax years, as a smaller tax deductions.

\*Neither Henry Schein, Inc. nor Henry Schein Financial Services provides tax advice. Please consult with a qualified professional tax advisor to determine your eligibility for a Section 179 tax deduction. Must purchase and place into service by December 31st.

\*\*Rates and programs are subject to change without notice. All transactions are subject to the satisfaction of underwriting guidelines, credit approval by third-party lenders, and documentation requirements, and not all applicants will qualify. Certain other restrictions and additional terms and conditions may apply.

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### FINANCING

Get the equipment you need with the Route 66 financing program!

Route 66 financing options are available on equipment and technology purchases and feature no payments for 6 months, \$99/month for the next 6 months, and level payments after 12 months. 5 - 7 year terms are available.

### EQUIPMENT REPAIR AND TRADE-IN

ACE SOUTHERN has a qualified team of repair experts on site in our North Brockton office. Please call 800-624-5926, Option 5, to discuss your repair needs.

Upgrading your Equipment? Depending on brand and availability, ACE SOUTHERN may be able to offer a trade-in credit for your dated name-brand equipment.

### Why buy refurbished?

ACE SOUTHERN is partnered with a large team of biomedical engineers, all highly trained to refurbish equipment according to the original manufacturer's specifications. All of our refurbished products offer up to 60% savings on the cost of new equipment and are accompanied by a standard industry warranty and comprehensive liability insurance guaranteeing our customers' peace of mind.



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