

small **solutions** for big problems

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Winter 2014

Great succes at the 4th Mozo-Grau Implantology Symposium, Bilbao 2015



Dr Marco Esposito (Italy)



Dr Miguel Peñarocha (Spain)



Dr Carlos Larrucea (Chile)

Despite the horrible weather, around 300 professionals attended the 4th Mozo-Grau Implantology Symposium, our biannual event which has become a sector benchmark. The event took place on 30 January in the Auditorio Mitxelena at the University of the Basque Country (Bilbao).

This was the first time the symposium was held in the Basque Country, having previously taken place three times in Catalonia. Looking ahead, Mozo-Grau intends to hold symposiums around the country so we can reach the largest possible number of people. During the event, which featured a number of nationally and internationally renowned speakers, special focus was placed on the current state of dental implantology and the latest trends and common recurring themes within the sector; all of which were discussed from a rigorously scientific viewpoint.

The symposium, which welcomed participants from as far afield as Chile, Italy, Poland and Portugal, was divided into four thematic blocks: the morning session was on 'Regeneration and grafting,' with presentations by Drs Juan Carlos de Vicente, José Luis Cebrián Carretero and Pablo Galindo, with Dr Luis Naval Gías serving as moderator.

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Dr Pablo Galindo, Dr José Luis Cebrián, Dr Juan Carlos de Vicente and Dr Luis Naval



Mitxelena auditorium

Mozo-Grau strengthens its presence in Asia

中国区销售经理孙燕在 Mozo-Grau



Yan Sun China Sales Manager in Mozo-Grau
中国区销售经理孙燕在Mozo-Grau



Mozo-Grau Stand Sino Dental Beijing 2014
Mozo-Grau在2014 中国国际口腔展

With the aim of boosting our presence in the Chinese market and ensuring our distributors there receive a more personalised service, we have recently welcomed Ms. Yan Sun to the Mozo-Grau team as our China Sales Manager (yans@mozo-grau.com). She will spend three months in Spain to complete her training before going back to Shanghai where a new office will be opened. Last year Mozo-Grau was pleased to participate in the Chinese Dental Expo in Beijing, through tour distributor Baoli and in the 16th China Dental Show with opinion leaders such as Prof Yong Sun from Chengdu and Prof Wang Quetao from Jinan.

为更好地满足中国市场需求，向用户提供更有针对性的服务，Mozo-Grau团队迎来了新的成员——中国区销售经理孙燕 (yans@mozo-grau.com)。她将在西班牙接受为期三月的培训，之后前往上海，筹备Mozo-Grau中国分公司的开业。通过我们的经销商保利，去年Mozo-Grau参与了在北京召开的中国国际口腔展；我们也有幸与国内口腔专家王克涛（山东大学齐鲁医院）、孙勇（成都军区机关医院）共同出现在上海国际口腔展上。

Tribute to Professor Carlos Navarro Vila



Dr Ignacio Navarro, Dr José Luis Cebrian, Dr Carlos Navarro C., Mr. Fernando Mozo, Dr Carlos Navarro V, Dr Carlos Martínez and Dr Carlos Ivorra

On 24th September, the Mozo-Grau head office paid special tribute to Prof. Carlos Navarro Vila, a standard-bearer at the global scale for the treatment of cancer patients. Prof. Navarro Vila is Full Professor of Maxillofacial Surgery at the Madrid Complutense University School of Medicine. He has led many courses around the world and is the author of numerous publications focusing on oral and maxillofacial surgery. Prof. Navarro Vila is also the Head of the Maxillofacial Surgery service at the Gregorio Marañón University Hospital in Madrid. A prestigious maxillofacial surgeon, Prof. Navarro Vila has accumulated over 30 years of experience

and was appointed Academician to the Spanish Royal Academy of Medicine in 2013. Here at Mozo-Grau it is our wish to recognise his tireless work in the field of research, as well as the high-level training he imparts to his students. It is thanks to his persistence and efforts that hundreds of young trainees have received and continue to receive his knowledge and experience, thereby helping develop a future generation of bright young professionals.

Prof. Navarro Vila unveiled the plaque for the Mozo-Grau training room, which from now on will bear his name.

SPAIN

Over 300 participants registered for the 4th Mozo-Grau Implantology Symposium which took place in Bilbao for the first time

Carry on page 1. Afterwards, presentations and discussions were held on 'Peri-implantitis' featuring Drs Marco Esposito (Italy), Arturo Sánchez Pérez, Asier Eguia del Valle, with Dr Eduardo Estefanía Cundín as moderator.

The moderator for the evening session was Dr Ramón Gómez Meda, who led discussion on the 'Anterior aesthetic dentistry sector', with presentations by Drs Ion Zabalegui Andonegui, Pablo Domínguez Cardoso and Fernando Rojas Vizcaya. The last session was on 'Implantology risk factors', featuring Drs Miguel Peñarrocha Diago, Carlos Larrucea

Verdugo (Chile) and David Esteve Colomina. In parallel to the foregoing sessions, a course for laboratory technicians led by Mr Javier Valladares Relaño, Mr. Luis Miguel Vera Fernández and Mr. Javier Ortolá Dinnbier was held.

Mozo-Grau has also set the date for its next Implantology Congress (another biannual event, which takes place during even years). This will be held on 5 and 6 February 2016 in the Auditorio Norte at the IFEMA exhibition centre in Madrid. The last time the event was held over 1,900 people were in attendance.



Dr Asier Eguia del Valle, Dr Arturo Sánchez Pérez and Dr Marco Esposito (Italy)



Laboratory Course



Some of the meeting attendees, Quintanilla 2014

Quintanilla Scientific Meeting 2014

Last 28 June our annual scientific exchange meeting was held in Quintanilla de Onésimo near Valladolid, in the heart of the Ribera del Duero region. Drs Arturo Sánchez Pérez, Pablo Domínguez Cardoso, Eduardo Estefanía Cundín, David Esteve Colomina, Maribel González Martín, Juan Antonio Hueto Madrid, Miguel Peñarrocha Diago and Messrs Luis Carreras Fernández and Agustín Ripoll Puig were all in attendance.

These 11 professionals, who are all involved in dental implantology, had

the chance to reflect on and share their experiences and knowledge on diseases (such as peri-implantitis), prosthetics and loading protocols, biocompatible pillars and biomechanics.

As with previous editions, the programme culminated in an exceptional closing conference, with Mr Inocencio F. Arias, foreign policy expert and former UN representative for Spain, leading the proceedings.

International visits to Mozo-Grau headquarters



Drs from Poland



Drs from Colombia



Drs from Russia



Drs from Poland

Goal achieved

More than 50 courses completed in 2014



Mozo-Grau course

Mozo-Grau held over 50 training courses in 2014. Mozo-Grau is proud to confirm that it has met the ambitious target it set for last year: over 50 training courses held. One of our company goals, ever since the start, has been to support training and place scientific accuracy at the forefront of all of the events we organise.

MG BIO-CAM

Production capacity doubled

Last October Mozo-Grau acquired a new milling machine which now allows us to cut metal into any complex shape required. It can reach up to 42,000 rpms and weighs 8,000 kg, both conditions being necessary for ensuring machine rigidity and high precision down to one ten thousandth of a millimetre (0.0001 mm). This machine operates using an open programme which can be used with any open scanner. This new addition allows our CAD-CAM Department to expand the product offering for the MG Bio-CAM, as we can now manufacture more structures, bridges and pillars that are completely tailored to our customers.



MG Bio-CAM System

Josefa Güiles, Mozo-Grau Quality Control manager and winner of the best quality manager award



Mrs. Josefa Güiles collecting the award

During the first ever awards ceremony held by Castilla y León Económica magazine (Castilla y León Economics) for best Management team, Ms Josefa Güiles, Quality Control manager for Mozo-Grau, received the best Manager award in recognition of her decisive contribution to implementing quality control procedures in the company. Other management teams from major companies such as Iveco Spain, Danone, the Antolín Group and the Matarramera Group also received awards.



Winners of Best Director Awards 2014

EUROPE

Consolidating our position in (Italy)

For the purposes of consolidating the ground gained so far and to continue growing in Italy, last December Mozo-Grau sales representatives Borja Soria and Daniel Hinojosa were present for three very full days where they had the opportunity to visit and get involved in various workshops. A highlight was the session led by Professor Umberto Esposito, Head of the Complex Dentistry Operating Unit at the Antino Cardarelli Hospital in Naples, the largest hospital in central and southern Italy, and Dr Paula Salerno, department adjunct. They were also present for a working day with Biaggio Mugiono from Beaver Dental (a dental laboratory) in Crispiano de Napoli.



Italian's doctors in a Mozo-Grau training

Mozo-Grau at the Quintessence International Symposium in (Poland)

From 14-16 November of last year, Mozo-Grau Poland attended the Quintessence International Symposium in Warsaw. This scientific and commercial event is one of the most prestigious held in the country for the dental sector, with over 600 specialists in attendance. The Mozo-Grau stand attracted a great amount of interest from doctors looking for implant systems with scientific proof to endorse their products.



Quintessence Symposium in Warsaw

Mozo-Grau system presentation in Warsaw (Poland)

This past 18 June, Mozo-Grau was invited by Professor Mansur Rahnama, Head of the Department of Oral Surgery at the Medical University of Lublin, to give a presentation on its implants system and the philosophy that drives the brand. 16 dental surgeons were there to participate in the meeting. The presentation itself was divided into two main parts, one focusing on theory and the other on practical implementation. This event was the first of its kind to be organised by doctors in the Lublin region.

Mozo-Grau implants at the Medical University of Warsaw

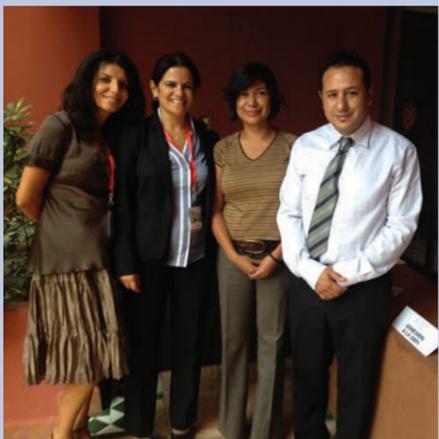
This past 23th October over twenty dental care professionals participated in the presentation of the Mozo-Grau system which took place at the Medical University of Warsaw's Department of Oral Surgery under the direction of Prof Andrzej Wojtowicz. Dr Paweł Nieckula, who also works with the Department of Oral Surgery, demonstrated the various techniques used for dental rehabilitation involving Mozo-Grau implants as part of both conventional and non-conventional healing protocols for dental alveoli.



Surgery Department of the University of Warsaw

AFRICA

2nd International Congress in Marrakech (Morocco)



Dr Bouchra Abbassi, Dr Bouchra El Houari, Miss Carolina Zambrano, Dr Lotfi Mekour

As part of Mozo-Grau's international expansion strategy, Mss Carolina Zambrano, Mozo-Grau Export Technician, recently represented the company at the 2nd International Congress which took place in Morocco. New contacts were made with distributors within the country, who were impressed by our brand values, and our highly qualified and motivated team, our technical capacity, strict quality controls and presence in the main scientific publications in the dental field.

University of Minnesota sponsorship (USA)

This past 2th September, Fernando Mozo, General Director of Mozo-Grau, had the opportunity to meet with Dr Conrado Aparicio, Subdirector of the University of Minnesota Research Centre, on site at the Research Centre facilities. Dr Aparicio is a prolific researcher who has worked extensively on dental biomaterial surfaces, their design and modification, as well as determining the features of and

analysing the physical integrity, chemical, mechanical and biological properties of biomaterials. This meeting was held with regard to researching and developing new solutions for implantology. Mozo-Grau is one of the three 'patron' companies for this institution, which is part of the third largest public university in the US. The centre hopes to position itself as a global research reference point within ten years.



Dr Conrado Aparicio and Mr. Fernando Mozo

AMERICA

16th Annual Dentistry Meeting Talca (Chile)



In the middle Dr Carlos Larrucea and Dr Ramón Gómez Meda

Mozo-Grau participated in this event by inviting Dr Ramón Gómez-Meda to present on 'Papilla regeneration using surgery and implant prosthetics'. The event was organised at the initiative of Talca State University, one of the top institutions for dental training in Chile, which received first place for academic quality from the Chilean weekly magazine 'Qué pasa'. Dr Carlos Larrucea, Oral Rehabilitation Postgraduate Director, Scientific Committee Chair and Mozo-Grau speaker was also present.

5th Ibero-pan-American Periodontics Congress (Colombia)

As part of its international development activities, Mozo-Grau was present at the 5th Ibero-PanAmerican Periodontics Congress organised by the Colombian Periodontics and Osseointegration Association which took place in Cartagena de Indias from

27-30 August of last year. Our company was represented by our distributor in Colombia, Mr Juan Carlos Velez, manager of RP Dental.



RP Dental crew in Colombia

ASIA

Iran: an expanding market

The implantology market in Iran is currently experiencing a boom. To this end the company has developed a comprehensive business plan together with ADI, a local distributor. On September 2014, Mr. Fernando Mozo, Mozo-Grau General Director and Mr. Antonio

Pérez, Exports Director, flew to Tehran to provide assistance, training and prepare a support schedule for local scientific societies. Amongst the various meetings which took place, a high point would have to be the one held with Dr Abbas Karimi, professor at

Azad Islamic University, which was founded in 1982 and has become the benchmark in the implantology field for the region. It has over 400 branches throughout Iran.



Dr Abbas Karimi, Mr. Fernando Mozo (right) and Mr. Antonio Pérez (left)

PUBLICATIONS

STUDIES

Guided bone generation study

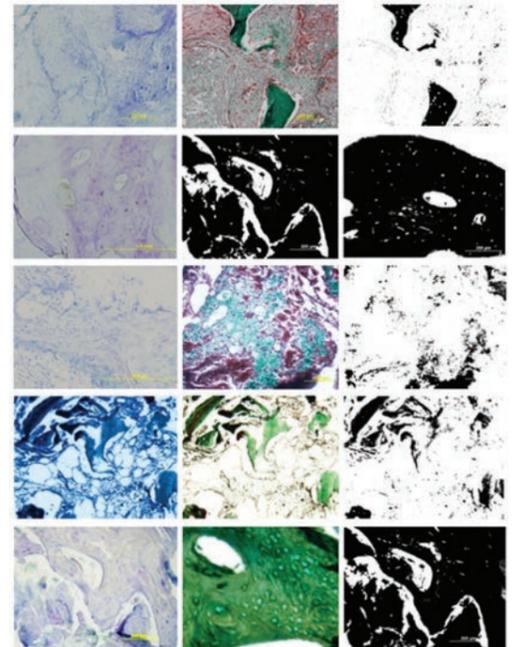
Castillo Dalí, Gabriel; Batista Cruzado, Antonio; González Martín, Maribel; Torres Lagares, Daniel; Gutiérrez Pérez, José Luis

Objective: Histologically and histomorphometrically evaluating the use of MG-Reguarde® combined with MG-Osteodrive® applied to bone regeneration, in comparison against a negative control. **Materials and method:** 10 patients aged between 18 and 30 were recruited, from both sexes, who required the extraction of the lower third molar. The third molar had to show signs of bone retention, with no rupturing of the oral mucosa. Two randomised study groups were formed: Group 1.- Regeneration using MG-Reguarde® and with MG-Osteodrive® (5 patients); Group 2.- No regeneration (5 patients). A bone sample was taken at three and six months after the operation. The following variables were evaluated: Surface area of newly

formed tissue (units; $\mu\text{m}^2 \times 10^4$) and the percentage of newly formed bone (unit %). The analysis method used was a non-parametric Mann-Whitney U test.

Results: The experimental group presented improved results for both variables when compared against the control group, both in relation to the 'surface area of bone formed' variable ($7.06 \times 10^4 \mu\text{m}^2 \pm 1.78$ vs $14.24 \times 10^4 \mu\text{m}^2 \pm 2.69$ at three months and $16.09 \times 10^4 \mu\text{m}^2 \pm 4.19$ vs $23.18 \times 10^4 \mu\text{m}^2 \pm 5.05$ at six months; $p < 0.001$) as well as the 'newly formed bone percentage' variable ($6.32\% \pm 1.70$ vs $24.82\% \pm 4.56$ at three months and $18.20\% \pm 5.15$ vs $61.71\% \pm 11.8$ at six months; $p < 0.001$).

Conclusion: Both clinically and statistically speaking, MG-Osteodrive® membranes and MG-Reguarde® filling materials meet all specifications for use in oral surgery, improving bone regeneration percentage after placement in post-extraction alveoli at three and six months as studied when compared against the control.



Pictures courtesy of Dr. Torres Lagares

MTA



New MTA®

This new MTA line offers the easiest and most effective solution

The implant (MG InHex® o MG Osseous®) together with the MTA abutment with implant mount function allows the maximum use of all its prosthetic components with the high quality has always characterized Mozo-Grau

This new Line presents, together with a Mozo-Grau implant, a final MTA® abutment, an impression coping, a cover screw and a prosthetic screw, which makes it into the optimal solution to achieve the maximum efficiency of all its components.



Building Business Together

Building a solid long-term partnership

With the aim to strengthen our international distributor network, Mozo-Grau will increase its presence this year 2015 in :

Africa



Europe



America



If you want to become our distributor, please contact to: sales@mozo-grau.com +34 983 211 312

+ INFO:
www.mozo-grau.com

