



INNOVATIONS FOR DENTAL HEALTH



“The solutions to our problems lie in the future and not the past.”

Frederic Vester (1925-2003),  
German biochemist and environmental scientist.

## VOCO – THE DENTALISTS

Modern dentistry requires dental products made of the highest quality materials and having the highest level of user-friendliness. What is needed here are solutions which are both practice-oriented and efficient. At VOCO we pursue precisely these goals. Our business as Dentists is to operate as specialist suppliers of dental materials. We therefore concentrate exclusively on this area of activity and put all our resources into the service of dental medicine. As a family business, independent of any group, we pursue this goal soundly and efficiently, drawing on the expertise and commitment of our staff.



Dr. med. dent. Heike Gräber, Munich

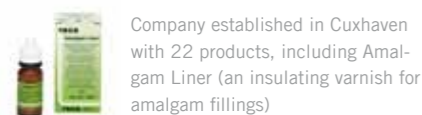
### Serving dentistry internationally

Since 1981, VOCO has been supplying dental practitioners all over the world with high-quality dental materials and today ranks among the leading manufacturers in this sector. With our comprehensive range of over 100 products we supply dental practices and laboratories in over 120 countries with pharmaceuticals and medical devices “Made in Germany” for preventive, restorative and prosthetic dentistry. In numerous countries our prophylactic preparations, filling materials of various classes, fissure sealants, core build-up, crown and bridge materials have given us a leading market position.

## INTERNATIONALLY SUCCESSFUL

VOCO is a company with a strongly international outlook and operates in almost every world market. Exports constitute over 75 percent of our sales. VOCO is represented every year at over 200 trade fairs and conventions at home and abroad. The company currently employs about 250 staff in Germany. Some 300 specialist dental advisers work for VOCO abroad and this number is increasing. VOCO's dynamic growth is a story of consistent success and can be attributed to a corporate strategy which is both visionary and globally oriented.

From the beginning we very much focussed on the continuous expansion of our research and development department. Since its foundation there has never been a year when VOCO has not introduced several new products to the market. In addition to the constant development of new, innovative products, our formula for success has been the continuous expansion of our distribution network and consequent close relationships with our customers. The deliberate expansion of our business into an increasing number of new markets has led to significant growth in sales. In addition to Germany and Europe the core markets for VOCO products today include the USA and Canada. At the same time we have growing market shares in Asia, Central and South America and Australia.



Company established in Cuxhaven with 22 products, including Amalgam Liner (an insulating varnish for amalgam fillings)

1981



Traypurol, concentrated cleaning agent

1984



Meron, water-mixable glass ionomer cement for luting

1986



Bifluorid 12, the first fluoride varnish on the world market for caries prophylaxis and desensitisation with calcium and sodium fluorides



Provicol, the first temporary luting cement on the world market with calcium hydroxide



Calcicur and Calcimol, calcium hydroxide preparations

1987



## QUALITY PRODUCTS FOR DENTISTRY

VOCO offers a broad spectrum of pharmaceuticals and medical devices for preventive, restorative and prosthetic dentistry. Resin-based filling materials and glass ionomer cements, core build-up materials, materials for the fabrication of temporary crowns and bridges, adhesives, varnishes containing fluorides for caries prophylaxis and tooth desensitisation, together with fissure sealants, make up the majority of the VOCO range.

### A versatile range of products for dental practices

In the area of preventive dentistry VOCO's products include, amongst others, fissure sealants, fluoride preparations for caries prophylaxis and preparations for the treatment of hypersensitive necks of teeth. In the area of restorative dentistry filling materials are the main focal point. For this field, VOCO provides products in various types of material such as composites, compomers, Ormocer®s and glass ionomer cements. Together with adhesive systems and other filling products that are formulated to be optimally compatible with each other, they allow for restorations that convince through their functionality as much as their aesthetic appearance and thus ensure sustained success in dental health treatment. In the area of prosthetics the range that VOCO has on offer includes materials for core build-up and temporary treatments, luting systems, silicones for impressions and prosthetic linings.

### Optimal material and handling properties

VOCO products are used in over 120 countries and have proved themselves a million times, both to dental practitioners and patients. With their outstanding material and handling properties they have often set the standard for the development of innovative dental materials and have won awards from renowned test institutes. Results and applications published regularly in the trade media in the domestic market and abroad give VOCO products the best ratings time and time again. VOCO products form an essential part of the fundamental equipment in dental practices. One such product is the fluoride varnish Bifluorid 12. With its particularly effective combination of sodium and calcium fluorides it is used for caries prophylaxis and the treatment of hypersensitive necks of teeth. Another product which has firmly established itself is the crown and bridge material Structur, the first product of its kind to be made available in a 1:1 cartridge, which is both practical and safe to use.



Ionoseal, the first light-curing glass ionomer composite liner in a syringe on the world market

1988



Fluoridin N 5, dental suspension for caries prophylaxis

1991



Ufi Gel P, soft-remaining, cold-curing relining material on silicone base in tubes

1992



Arabesk, light-curing micro hybrid composite with a multifiller system

1993



Structur 2, the first material in 1:1 cartridges on the world market for fabricating temporary crowns and bridges



1994

VOCO is the first German company in the dental materials sector to have a certificated quality assurance

system in accordance with EN ISO 9001, EN ISO 46001 and MDD 93/42 EEC-Annex II

## MILESTONES IN PRODUCT DEVELOPMENT

With their innovative products VOCO has often been a pioneer, setting new standards in the world of dental technology. A case in point is Admira, the first Ormocer®-based filling system. In addition to its stability and aesthetic qualities, a particular feature of Admira is its outstanding biocompatibility. In 2003 VOCO introduced the first nano-hybrid composite to the world market: Grandio®. Its excellent material and handling properties quickly made Grandio® into one of the most successful universal filling materials on the international market. Further evidence of VOCO's innovative strength is again provided by Grandio®SO, which was introduced in 2010. Grandio®SO is a universal nano-hybrid composite whose physical characteristics taken as a whole make it one of the most tooth-like filling materials available, and one which meets the highest functional and aesthetic standards during minimally invasive treatment for dental restorations in the posterior and anterior regions.

### Setting standards in the development of dental products

VOCO has also repeatedly been a pioneer in the area of packaging concepts and application techniques. Various products have been specially developed and patented to make the application of dental materials as easy, efficient and hygienic as possible. One such example is the practical *SingleDose* blister pack used for the VOCO bonding systems and fluoride varnishes, and another example is the AC application capsule for glass ionomer cements. The non-running, non-dripping NDT® syringe, based on the innovative non-dripping technology and developed specially for flowable materials, also ensures that the relevant VOCO products are used safely and efficiently.

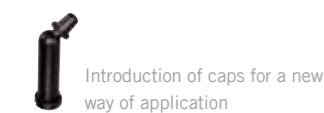


## CERTIFIED QUALITY "MADE IN GERMANY"



All VOCO preparations are developed, manufactured and packaged exclusively at the company's headquarters in Cuxhaven in the most modern laboratories and production facilities. This not only enables staff to collaborate flexibly and effectively across departmental boundaries, it also ensures that product quality is closely monitored throughout. Thanks to intensive testing and a certified quality management system here on site we are able to ensure the continued and conscientious compliance with the highest quality standards for our "Made in Germany" brand-name products.

As early as 1994 VOCO was one of the first dental products manufacturers in Germany to possess a certified quality management system. All our development and production processes are subject to strict quality control. Thus VOCO ensures consistently high standards of safety and quality during product development and manufacturing. VOCO has EN ISO 9001, EN ISO 13485 and MDD 93/42 EEC - Annex II certification and fulfils the requirements of, amongst others, the German Drug Law and the Food and Drug Administration of the USA (FDA).



Introduction of caps for a new way of application

1996



Rebuilda DC, a dual-curing core build-up and post luting system

1997



Admira and Admira Bond, the first Ormocer®-based filling system on the world market

1999



VOCO Ionofil Molar AC, glass ionomer cement in direct application capsules



Futurabond, one of the first self-etching adhesive systems in the world



## RESEARCH FOR DENTAL PRACTICE

Research and development has always played a prominent role at VOCO. In addition to intensive work carried out in-house, VOCO researchers are deeply involved in an active exchange of ideas and information with over 150 universities and other renowned research establishments throughout the world. These establishments conduct in-vitro analyses and controlled clinical studies and tests of VOCO products with regard to standards of safety and performance. The results of these independent studies, as well as discussions with dental research colleagues at renowned universities and institutes regarding new therapy concepts and their associated material systems, provide us with important insights for further research and development work and the production of innovative dental products.

### International collaboration in research with universities and institutes

The know-how of VOCO's scientific experts is rated very highly. For instance, VOCO has already played a leading part in several research projects sponsored by the German Federal Ministry of Education and Research (BMBF). Our project partners in these included the Fraunhofer Institute for Silicate Research ISC (Würzburg), the Department of Material Science and Medical Engineering of the University of Rostock and the Hannover Medical School. Our own research expertise and our close collaboration with expert partners have led to new material systems and innovative products. These advances have meant that VOCO has repeatedly set new standards for the development of modern dental products.

In parallel with this work, VOCO also supports dental health faculties by providing expert lectures and hands-on courses on various topics. Practical dentistry courses regularly take place as part of the further training program initiated by VOCO under the title "VOCO Dental Education".

Furthermore, VOCO is particularly committed to the promotion of new scientific talent. The annual "VOCO Dental Challenge" research competition has been established for a long time now in expert circles. This competition gives participants the opportunity to speak about the results of their research in short presentations which are then assessed by three independent scientists of professorial qualification. Attractive cash prizes beckon for the winners, as well as support for publishing their work. This research competition for the support and motivation of dental students and scientists engaged in dental research is intended to encourage young academics in their work. Through these activities VOCO also makes a contribution in support of the field of dental research in Germany.



Patent application for *SingleDose*, the equally practical as particularly hygienic blister pack for the application of various preparations

2000



Ufi Gel hard C, the first direct hard relining material in cartidges on the world market



Twinky Star, the first coloured light-curing compomer restorative material with glitter effect on the world market

2001



Grandio, the first nano-hybrid composite on the world market

2003



Grandio Flow, the first flowable nano-hybrid composite on the world market

## IN PARTNERSHIP WITH DENTAL PRACTITIONERS

At VOCO, our self-understanding is that of a partner for dental practitioners. We aim to provide them with products which exhibit optimal material and handling properties and which make it possible to work efficiently in terms of time and cost. We can also be contacted at any time to provide expert advice. Our Scientific Service and Knowledge Communication departments maintain the exchange of information with dental health practitioners at their expert level. They provide answers to questions about our products and their fields of application, and lend their expertise to the support of academic conferences and further training events. There are seminars and practical courses for dentists from all over the world which regularly take place at our own in-house training centre. In addition to this, VOCO also supports dental practitioner quality circles and provides lectures and hands-on courses at conferences and trade fairs at home and abroad.

### Service and further training opportunities for dental practitioners

Our expert dental advisers, who receive regular training, play a particularly important part in our close links with dental practice. Their specialist knowledge enables them to provide information about the material and handling properties of VOCO products in over forty countries. As trusted partners enjoying the confidence of our customers they also attentively observe the needs and ideas of those working in the field of dentistry. Time and again, this gives us the stimulus to develop modern practice-oriented dental products and to expand our service provision. Multilingual scientific product and usage information, illustrated instructions, product catalogues in over 30 languages, product-related patient information and our website all form part of the comprehensive range of services offered by VOCO.



## PARTNER TO THE DENTAL TRADE

VOCO distributes its products at home and abroad exclusively through specialised dental trade channels. The high quality of our products, the broad range of products and our ability to deliver quickly make VOCO an attractive and reliable partner in the dental trade sector.

### Ensuring reliability of supply in collaboration with our distribution partners

The expert dental advisers employed by VOCO also use their know-how to support specialist retailers in their sales activities. An efficient network of depots and modern distribution software enable us to process orders carefully and promptly. VOCO intends to intensify and expand its collaboration with distribution partners. For this purpose we offer, amongst other things, a range of services to our distribution partners such as training courses and webinars on particular products for those working in the dental sector.



## SUPPORT FOR DENTAL AID PROJECTS

VOCO supports a number of dental aid projects. In various places around the world voluntary aid workers are committed to help, working under difficult conditions and using just these tried and tested VOCO products. Using preparations such as the glass ionomer cements VOCO Ionofil Molar, VOCO Ionofil Plus or Aqua Ionofil Plus they are making a valuable contribution to the provision of basic dental health care in these locations.

One of the aid projects supported by VOCO in parts of the world with a weak medical care infrastructure is the ART (Atraumatic Restorative Treatment) development programme in the West African state of Gambia. This project focusses on the training of dental health personnel and measures to prevent caries progression as well as the development of therapies to preserve teeth as an alternative to emergency extraction, thus far the usual treatment.

In addition, VOCO has also made commitments at local and regional levels and supports various social and charitable organisations in Cuxhaven and the surrounding area. This commitment is in accordance with our philosophy of cultivating a responsible corporate relationship in all respects with our locality and the people living here.

VOCO supports dental aid projects all over the world, for instance in northern India's Ladakh province in the Himalayas.



Photo: M.Wieczorrek, www.ladakhpartners.de



x-tra fil, light-curing posterior filling material for layers up to 4mm

2005



Structur Premium QM, highly aesthetic material in the QuickMix syringe for fabricating temporary crowns and bridges

2006



Amaris, light-curing restorative with excellent aesthetic properties and a revolutionary shade system

2007



Futurabond DC *SingleDose*, worldwide the first self-etching adhesive in a disposable blister pack for all light-, self- and dual-curing composites



Traypurol tabs, a world first: a cleaning material in tablet form for impression trays and instruments

## AN ATTRACTIVE EMPLOYER

In recent years people have become increasingly aware of the value of healthy and at the same time beautiful teeth. This trend will continue to strengthen, furthered especially by higher average life expectancy. This has accordingly propelled the demand from dental practitioners for modern products for use in various indications. In particular, high quality products "Made in Germany" also have an excellent reputation in the dental health sector. The dental industry in Germany is therefore a stable and future-oriented sector, offering a wide variety of career paths and prospects.

VOCO provides all staff and job applicants with demanding challenges and a wide variety of responsibilities in diverse areas of work. Whether in the area of research and development, marketing and distribution or production and packaging, we offer exciting and responsible occupations in every area. A collaborative management style, flat hierarchical structures and thus short and rapid pathways to decision-taking, combined with teamwork across the departmental boundaries, are all hallmarks of VOCO. Our staff also benefit from individual career development through general and specialised further training. Advanced training and commitment open up interesting development prospects for advancement within the company.

VOCO offers very skilled and wide-ranging professional training in various subject areas. The qualified occupations for which VOCO offers training include chemical laboratory assistant and chemical production specialist, industrial management and specialist warehouse management. Our aim is to employ trainees in a permanent position after they have completed their courses.

### Living and working where other people spend their holidays

The location of the company headquarters is certainly another benefit of working for VOCO. Cuxhaven on the North Sea coast is one of the largest coastal health resorts in Germany and a popular holiday destination. With its pronounced maritime atmosphere and its numerous sights and leisure facilities it offers the perfect environment for a wide range of activities. Nature lovers will find a great deal on offer in the Cuxhaven area. The tidal mudflats, declared a natural heritage site by UNESCO, are one of the most beautiful nature reserves in Germany. And the water quality of the bathing beaches here is verified as unpolluted. The pristine landscapes of the Elbe and Weser estuaries and the islands of Neuwerk and Heligoland are further attractions for excursions. The proximity to the coastal city of Bremerhaven and the Hanseatic city of Bremen with its international airport is a further bonus of the area.



Rebuilda Post System, a complete system for post-endodontic restorations

2008



Presentation of the first non-running, non-dripping application syringe on the world market based on the innovative Non-Dripping Technology (NDT)

2009

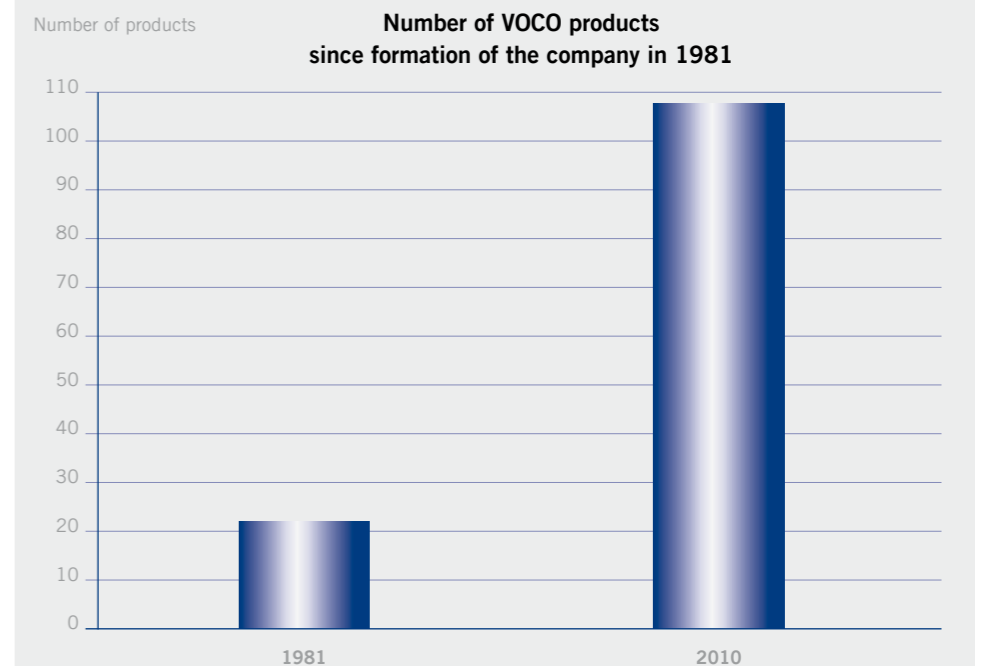
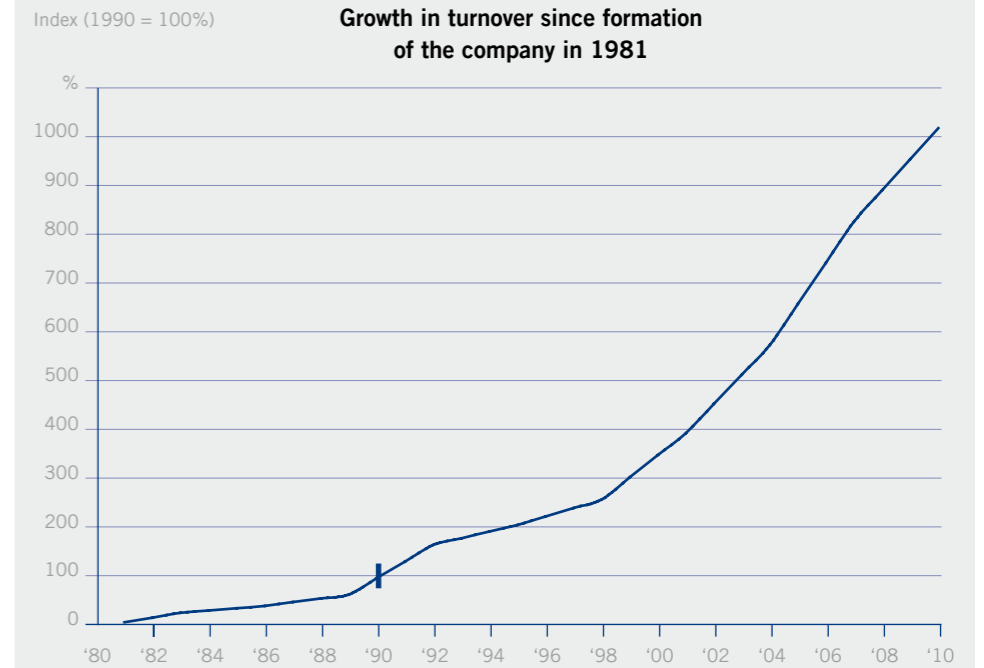


GrandioSO, universal nano-hybrid restorative material for highest standards

2010



GrandioSO Heavy Flow, high viscous flowable universal nano-hybrid restorative material



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**Legal information**

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