



Tel: +36-1-792-7332 • Fax: +36-26-555-132 • E-mail: info@fairtradedental.com • Web: www.fairtradedental.com



All prices include V.A.T.



Write the number of the coupon into the comment column in the end of purchase

You can use only one coupon per purchase.

4/0, DS 13 needle,
length: 45 cm

1box (12pcs):

11,67 EUR

1pcs: **1 EUR**



with atraumatic needle

Silk Sterile Surgical Suture

5/0, DRT 13 needle,
length: 45 cm

1box (12pcs):

15 EUR

1pcs: **1,33 EUR**



with atraumatic needle

Polypropylene Sterile Suture

3/0, DR 18 needle,
length: 75cm

1box (12pcs):

12,83 EUR

1pcs: **1,17 EUR**



with atraumatic needle

Polypropylene Sterile Suture

15, 20, 25, 30, 35, 40, 15-40

Endodontics

6pcs/box,
21mm or 25mm

5 EUR



Spreaders/Pluggers

5/0, DRT 13 needle,
length: 45 cm

Endodontics

6pcs/box,
in sizes 15-80

5,78 EUR



NiTi Spreaders

25, 30, 35, 40, or 25-40

Endodontics

4 pcs/box,
21-25mm

6 EUR



Paste Carrier (equipped with spring)

21-25-30mm,
thickness: 8-140

Endodontics

6pcs/box
New sizes: 8, 10,
steel **4 EUR**



Kerr and Hedstrom Files

5/0, DRT 13 needle,
length: 45 cm

Endodontics

6pcs/box,
in sizes 15-80

5,33 EUR



NiTi Kerr és Hedstrom file

1,2,3,4,5,6,

Endodontics

32mm, 6pcs/box

11,65 EUR



Gates Glidden/Peeso Reamer

0#, 1#, 2#, 3#, 4#, 5#, 6#

Endodontics

Length: 21mm,
Pkg of 5pcs

3,60 EUR



Barbed Broaches

Imitation of Protaper,
25mm, SX-F3,
in series or in one size

Endodontics

6pcs/box
NiTi
Engine Use
Endodontic Files

26,63 EUR



U-files

blue, curved, irrigation of root canal

Endodontics

10pcs/box,
20mm x 0,5mm,
with luer-lock tip

3,33 EUR



Ez-Flow (microapplicator)

15-40, color coded

Endodontics



Taper 0.02:

3 EUR

45-80: **3,30 EUR**

size 45-80: 200pcs/slid box, foiled

Paper Points

10-140, color coded

Endodontics



Taper 0.02:

3,67 EUR

45-80: **4,33 EUR**

120pcs/slid box, foiled

Gutta Percha Points



Endodontics

50pcs,
round, 50x8 mm

5,67 EUR

Endo Foam



Endodontics

EMS, DTE, Satelec, Woodpecker, Mectron, Sirona
E1 Ultrasonic Scaler Tip:
22,30 EUR
Wrench:
8,33 EUR
Set price: **46,67 EUR**
Endodontic
Nickel-Titanium
Files: **19,97 EUR**

Endodontic Set

Endodontics

Woodpecker,
in 6 fixation types
13,33-23 EUR
Wrench
10-19,97 EUR

compatible with 11 brands

Ultrasonic Scaler Tips/ Wrench

Endodontics

Plastic Adapter:
1,97 EUR
Metallic Adapter:
4,30 EUR
Ultrasonic Scaler Tip Holder:
12,63 EUR
without cover:
8,33 EUR

Oil Adapters, U. Scaler Tip Holder

Impression accessories

white: 98004A red: 98001A yellow: 97006A
green: 98003A blue: 98002A

50pcs
for impression
machines

26,67 EUR**Dynamic Mixing Tips**

Impression accessories

yellow: 95013, green: 95027, pink: 95026
brown pointed: 96005, 96006,
brown not p.: 96007
blue-orange: 96010,
blue not p.: 96008
blue pointed, 1:1: 96009, 97007

50 pcs 1:1 and 4:1,
in all known types **13 EUR**

Automix Mixing Tips

Impression accessories

yellow, XXS, transparent, long
yellow:
6,65 EUR
xxx:
8 EUR
transparent:
7,33 EUR

50 pcs

Intraoral Syringe Tip

Impression accessories

**36,58 EUR****Impression Gun 1:1 or 1:4**

Impression accessories

3 upper,
3 lower,
3 partial types

Plastic, blue
perforations,
with grips

0,38 EUR/pcs**Impression Tray**

Impression accessories

large: 50 sheets, 90x200mm,
small: 75 sheets, 68x72mm

large: **3,30 EUR**
small: **1,96 EUR**

Mixing Pads

Impression accessories

11,5 cm
Rubber,
for alginates
and plaster

2,53 EUR**Mixing Bowl, rubber**

Impression accessories



100 pcs

10 EUR**Plastic Root Canal Pins**

Impression accessories

Refill (10pcs fiber posts)
25,33 EUR

Kit
4x6 fiber
posts
and 4 drills

60 EUR**Glass Fiber Posts**

Impression accessories

blue, white, yellow, red



1pc,
plastic

1,20 EUR**Clips For Bibs**

Disposable materials

Dochem, 600pcs
in size 2: **3,30 EUR**
Dochem, 750 pcs
in size 1: **5,33 EUR**

**Cotton Rolls**

Disposable materials

100x98x50 mm

plastic

6,63 EUR**Cotton Rolls Dispenser**

Disposable materials

125 pcs:
6,95 EUR

500 pcs:
25,30 EUR

100 sheets, 25x25cm, sterile

Headrest Cover

Disposable materials

standard:
2,66 EUR

premium:
3,30 EUR

50pcs, 3 ply, blue, green, pink

Face Masks (earloop)

Disposable materials

27Gx21 mm, 27Gx38 mm,
30Gx21 mm, 30Gx38 mm

100 pcs, sterile

6,63 EUR**Disposable Dental Needle**

All prices include V.A.T.

Disposable materials

2 part: **3,16 EUR**
 3 part, liver: **6,65 EUR**
 3 part, liver-lock: **8,72 EUR**



100pcs,
 2,5 ml, sterile, plastic

Syringe

Disposable materials

25Gx1; 25Gx1 5/8; 27Gx3/4;
 27Gx7/8; 30Gx1/2

2,30 EUR30Gx1/2: **3,99 EUR**

100pcs, sterile

Injection Needle

Disposable materials

in colors white, green, yellow, red, blue



1pc,
 metal
 for patient towel

3,33 EUR

Dental Clips For Bibs

Disposable materials

powdered, latex: **4,33 EUR**
 powder free, nitril:
4,66 EUR
 powder free, latex:
5,63 EUR



100pcs, in sizes SX-S-M-L-XL

Examination Gloves

Disposable materials



for 30pcs
 2dl cups

16,66 EUR

Cup Dispenser

Disposable materials

white, blue, green
 white, light blue:
1,55 EUR
 colored:
1,97 EUR



2dl, 100pcs

Cup

Disposable materials

powder free (6-9):
0,71 EUR
 powdered (S, M, L):
0,31 EUR



1 pair

Sterile Gloves

Bulbs

KaVo, NSK, Sirona



for coupler
 and microengine

30 EUR/pc

LED Light Bulbs

Disposable materials



1pc
 plane, in 4 sizes,

0,86 EUR

Mouth Mirror

Infection control



57x100mm: **5,16 EUR**
 70x230mm: **7,83 EUR**

200 pcs

Sterilization Pouch

Infection control



200 meters

5 cm: **9,97 EUR**
 7,5 cm: **13,63 EUR**

Sterilization Reels

Infection control

autoclavable



1 pc,
 Plastic,
 20x10x2,5 cm

3,70 EUR

Dental Plastic Tray

Infection control



100 pcs

2 EUR

Shoe Cover

Infection control



5pcs/kit:
 3 hand instruments,
 tray, bibs

1,18 EUR

Sterile Dental Instruments Kit

Infection control

26,3x11,5x7,2 cm



1 liter,
 light grey

20,23 EUR

Germicide Tray

Infection control

in 4 colors

**1 EUR/pc**

Medical Safety Glasses

Infection control

with black adjustable legs
 and yellow lenses**5 EUR/pc**

Leg Adjustable Safety Glasses

Infection control

Plastic, transparent, 1 pc/box

**4,08 EUR/pc**

Medical Safety Glasses

All prices include V.A.T.

Burs & Diamonds

In 5 types:
ICB, pointed,
flat, rubber, wide



0,36 EUR/pc

Polishing Brushes, Rubbers

Burs & Diamonds

FG, 1 pc



1,53 EUR/pc

Ceramic Grinders

Burs & Diamonds

FG, 1 pc



1,19 EUR/pc

Diamond Burs

Surgical products

20pcs/box,
sterile



1box (20pcs):

24 EUR

1pcs: 1.19 EUR

Surgitip imitation

Surgical products

10 pcs/pack, with 6,4-3,2-1,6 mm
diameter, autoclavable, plastic,
with several tips



2,86 EUR

Surgical Ejector

Surgical products

sterile, 15 form



0,15 EUR

Surgical Blades

X-ray supply

in 2 sizes: 20,3x4,1 cm
and 25,4x6,35cm

500pcs,
disposable



18 EUR

Plastic X-Ray Sensor Cover

X-ray supply

4 types:
anterior, posterior,
bite-wings, endodontic



1 piece

16,66 EUR

X-Ray Film Holding System

X-ray supply

for X-ray imaging, disposable,
for Digora, Fona, Genex, Vistascan films
OR (223) FARY 19 (24x40) ORC 29 (23x41) ORC
SR (27x33) ORC 44 (37x76) ORC



100pcs

15 EUR

Barrier Envelopes

Prosthesis making accessory

8 cm long, 100 pcs, in large size



3,17 EUR

Micro Applicator

Prosthesis making accessory

in plastic bags

10cm,
100pcs,
in sizes:
small, medium, large



2,83 EUR

Applicators in plastic bag

Prosthesis making accessory

Blue (23G) for acids,
black (20G) for flow
composite filling



20 pcs

2,41 EUR

Pre-bent Disposable Syringe Tips

Prosthesis making accessory

small,
medium,
large

1pc
increase
patient comfort
when mouth opening



1,50 EUR/pc

Rubber Mouth Support

Prosthesis making accessory

2X2,5 ml
+ 10 pcs tips



5,50 EUR

Phosphoric Acid 34%

Prosthesis making accessory

30-50-100 mikrons

200 sheets



3,93 EUR

Articulating Papers

Others

small: 11-6mm
large: 15-11mm

1pc
plastic, white,



1,69 EUR/pc

HVE Adapter

Others

For storing braces,
dentures, baby teeth,
whitening strips and trays



0,31 - 0,61 EUR

Baby Tooth Box,
Retainer Case and Denture Box

Plastic Boxes

Others

10x10cm
0,41 EUR
6x6cm
0,30 EUR



sterile, 100sheets

All-Gauze Sponges

FairTradeDental.Com

Hard Discount in the market of basic dental materials

According to Dr. Tibor Handa, specialist dental practitioner, founder of the webstore FairTradeDental.Com, in recent years many of his colleagues have turned toward alternative purchase channels because of extreme prices of european market and the loss of revenue caused by financial crisis. That is why he founded a Hard Discount dental shop based on online sales which - unlike his competitors - would not overcome rivals with some favourable offers, but by attempting to keep prices down with continuous market monitoring in each product group.

You are a dentist, but you were wondering what if you could deal with sales in addition to the dental practice. What has motivated you? Are you not afraid that your profession is a handicap rather than an advantage in dental sales and your colleagues will not accept you in this new role?

I have been working as a dentist for fourteen years and I had contact with many dentists' offices, and I often thought how I could make the practice more efficient. I think that purchasing materials in a conscious way is the simplest, quickest and safest form of cost reduction in dental activities. I had the experience that many dentists abandon the traditional traders because of extreme prices of european market and are arranging their purchases by ebay and other alternative channels. By reason of these facts, I am convinced that an operating cost-minimizing Hard Discount webstore - as the one we have created - is justified in the hungarian market.

I think, as I am specialist dental practitioner too, I know better the dentists' most common problems, I can serve our customers as an expert. When purchasing I can judge better what product worth to be marketed because of his good value for money and which doesn't worth dealing with due to their uncertain quality.

Can be profitable a dental webstore based on online sales in the european market? Why have you chosen this business model?

The level of online sales is still growing year on year, and traditional shops have taken steps in this direction. Our advantage is that our business model itself is built on that. We are not using traditional dental means.

We define ourselves as a discount, the more efficient way of cost reduction is if we minimize associated costs to be passed on to our customers. For that reason we don't employ medical representatives, we don't have showrooms. We are not spending lot of money for enormous stands in the exhibitions. We don't have company cars. Each „penny saved“ are put in the price, that is why we can market goods at such a low price.



And because of your sources of supply. Don't you think that in case of medical products people still have little confidence in Far Eastern sources of supply, in particular in China?

I have been following the development of quality of chinese medical products for more than a decade, I have been testing them regularly, and I have to say that in most areas they could be considered amongst the world leaders.

We have the image of poorly paid chinese workers on never-ending production lines assembling western brand products, but now they are not dealing only with contract manufacturing. Chinese companies joined the world leaders with their own innovations just think of Huawei or ZTE in the telecommunications field. „Made in China“ products can not be laughed at any more.

I want dentists to see commercial tendencies more clearly and not believe in their long-standing prejudices. Evidently, China is much more complicated than the japanese or corean market: a continental-scale country where many types of producers and qualities are present. The trump cards of our company are that we know who worth entering into a deal with and how, and who are better to avoid.

This article was published in the Dental by professional magazine in November 2013

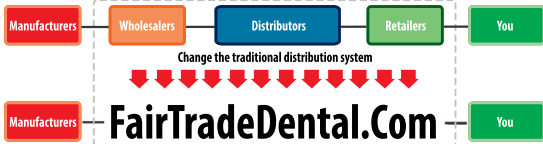
Dr. Tibor Handa's portrait:

He is a 39 years old specialist dental practitioner. He received his diploma at the Semmelweis University's Faculty of Dentistry with cum laude in Budapest in 1999. He has been practicing for 15 years, at the beginning of his career he worked in several offices and have been pursuing his activities in private practice for 6 years, specialized in endodontics now. He has been dealing with the trade of dental devices since 2006 in addition to his practice, and in 2013 after several years of preparation he founded his dental webstore called Fairtradedental.com.

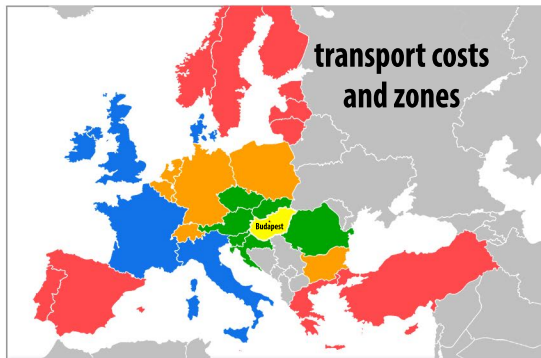
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Be the 3rd in the chain. We cut the wholesalers and the distributors out. We purchase our products straight from the manufacturers.



Weight:

Zone 1

Zone 2

Zone 3

Zone 4

under

(SK, HR, SI, A, CZ, RO)

(PL, D, NL, B, FL, L, BG, CH)

(DK, F, RSM, X, I, GB, MC, IRL)

(LV, LT, E, S, EST, M, TR, N, GR, FIN, CY)

Weight:	Zone 1	Zone 2	Zone 3	Zone 4
100 g	4,28 EUR	4,28 EUR	4,28 EUR	4,28 EUR
250 g	5,63 EUR	5,63 EUR	5,63 EUR	5,63 EUR
500 g	7,88 EUR	7,88 EUR	7,88 EUR	7,88 EUR
1 kg	11,93 EUR	11,93 EUR	11,93 EUR	11,93 EUR
2 kg	12,42 EUR	13,59 EUR	24,27 EUR	24,27 EUR
3 kg	13,26 EUR	14,26 EUR	25,53 EUR	26,74 EUR
5 kg	13,50 EUR	14,93 EUR	26,74 EUR	29,64 EUR
10 kg	16,84 EUR	17,09 EUR	27,73 EUR	36,15 EUR

Further details on delivery costs can be found on our website: www.fairtradedental.com/deliverycost