



10 PREVIOUS EVALS 20 YEARS EXPERIENCE

Patients were pleased with the texture, which may lead them to get fluoride more often.

Jori McClure, RDH  
Pittsboro, IN



4 PREVIOUS EVALS 13 YEARS EXPERIENCE

It strengthens teeth and helps reduce root sensitivity.

Jeanne Spence, DDS  
Henrico, VA



15 PREVIOUS EVALS 16 YEARS EXPERIENCE

The varnish dried clear and wasn't visible to the naked eye.

Melanie Davis, RDH,  
BSDH, MED  
Midvale, UT

### CARGUS INTERNATIONAL

# MARK3 5% Sodium Fluoride Varnish

3.8



*This pleasant-tasting fluoride varnish helps prevent caries, promote remineralization, and treat tooth hypersensitivity*

When convincing a patient to accept a beneficial treatment such as fluoride varnish, clinicians may need to use their powers of persuasion, especially if that patient has memories of long or messy applications, bad tastes, or unpleasant textures. Hygienist Cheri Lindstrom said patients often refuse fluoride varnish treatment because they don't like the consistency or taste. Thus, she needs all the help she can get to ensure that her patients are receiving the benefits of fluoride. To ease patients' concerns, clinicians can choose products and materials that are quick and easy to apply with a favorable taste and texture.

When Lindstrom tried Cargus International's MARK3 5% Sodium Fluoride Varnish for this DPS product review, she discovered that post-application feedback from patients "was overwhelmingly positive due to the caramel flavor and the consistency not being as bulky on the tooth surfaces." Available in 3 pleasant flavors (spearmint, bubble gum, and caramel) to encourage patient acceptance, MARK3 with tricalcium phosphate (TCP) is formulated to prevent caries while promoting tooth remineralization. The resin-based formula also contains desensitizing properties when applied to enamel and dentin surfaces, and it dries to a natural and esthetically pleasing enamel color.

#### Ease of Use: Application & Consistency

MARK3 5% Sodium Fluoride Varnish is delivered in convenient 0.4-mL unit doses and is easily applied in only 60 seconds with the included applicator brush. "The application brush has long and stiff bristles, which makes it easier to apply to interproximal spaces," said Karen Dong, RDH, and hygienist Mink Lee remarked, "Application was fast, which is a big plus



for hygiene." Dr. Jeanne Spence said, "It was less time consuming to apply than other varnishes, and it was not excessively sticky like a lot of other products."

Hygienist Melanie Davis said MARK3 was easy to apply to the maxillary arch, but that it sometimes started to clump when applying to the mandibular arch—a problem she acknowledged happens with all varnishes. Susan Sander, RDH, found the packaging somewhat difficult to open and explained, "I had trouble peeling the protective cover off in one piece."

Several evaluators commented on the varnish's favorable consistency. Hygienist Jori McClure said she was specifically "looking for a thin, smooth product that doesn't get sticky and chunky" and discovered that MARK3 "was thin and went on smoothly." Lindstrom said the consistency was great, and Lee, who identified ease of application as the feature she liked most, described MARK3 as "not clumpy."

#### Appearance, Taste, & Texture

For improved patient acceptance and appearance, MARK3 5% Sodium Fluoride Varnish dries to a

## takeaways

- Prevents caries while promoting remineralization with TCP
- Treats dentin hypersensitivity
- 0.4-mL unit doses are easy to apply in 60 seconds with included brush
- Available in 3 pleasing flavors—caramel, bubble gum, & spearmint
- Dries to a natural, esthetically pleasing color

"Application was fast, which is a big plus for hygiene."

Mink Lee, RDH; Issaquah, WA

natural enamel color after application. "It dried clear and wasn't visible to the naked eye," reported Davis, and hygienist Misty Mesimer said that it dried to a natural tooth color better than other varnishes.

Comments about flavor and texture were overwhelmingly positive, including those from evaluators who tried the varnish themselves, as well as on their patients. "This is the first bubble gum flavor fluoride I've had, and it tastes and smells good! Patients liked the flavor as well," said Dong. Mesimer remarked, "The flavor was really nice, and the spearmint especially left me with a fresh, just cleaned feeling." Noting that patients who don't like varnish were more accepting of these flavors, Lee said they especially "liked the mild flavor of the spearmint and bubble gum." Kimberly McClure, RDH, said, "Patients seemed to like the flavors, but the varnish seemed to get stringy."

"Kids were accepting of the texture," according to McClure, who predicts that a favorable texture may lead patients to accept fluoride treatment more often. Lindstrom praised the pleasant smell and said, "Patients preferred this varnish compared to a rinse." Sander, who used the varnish "on patients ranging in age from 4 to 90," explained, "Patients were very accepting of the flavors and texture."

### Overall Effectiveness

Convincing patients to accept fluoride treatment with MARK3 varnish is a potential win-win-win, as the varnish not

only prevents caries but also promotes remineralization and treats dentin hypersensitivity. After using the formula as a preventive measure to strengthen enamel and reduce tooth sensitivity, Lee pointed out that "patients were more willing to try this product over trays as there is no wait time for eating/drinking." Hoping to prevent caries and treat sensitivity, Dr. Spence found that MARK3 "strengthens teeth and helps reduce root sensitivity," and LuCinda Tripp, RDH, stated, "It helps to ease sensitivity and [encourages] fluoride uptake."

### Overall Satisfaction

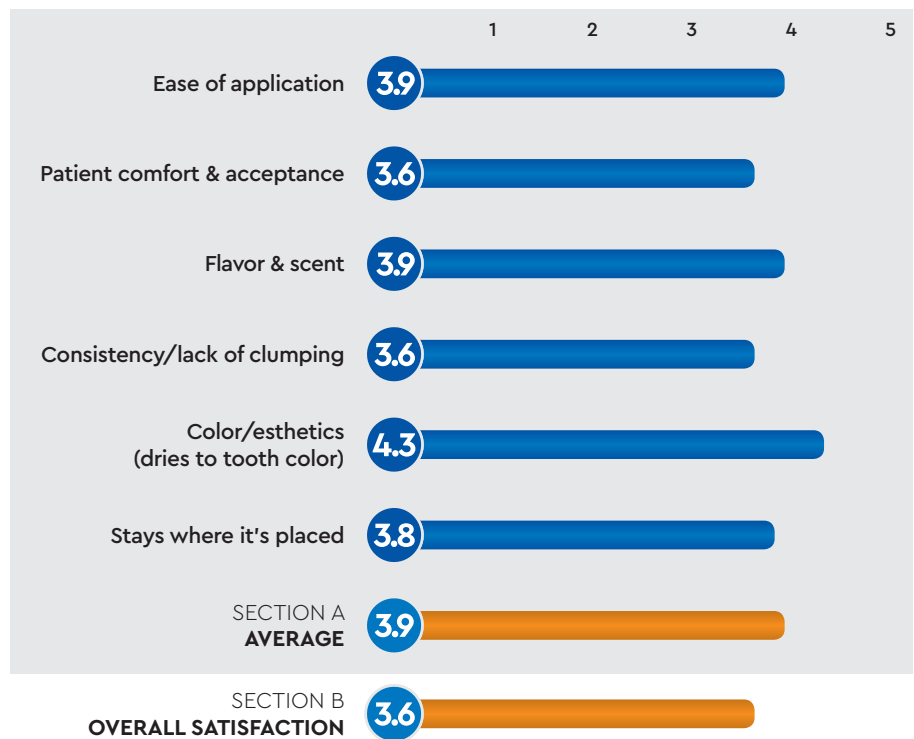
When asked to summarize their product review, Davis said, "MARK3 varnish performed better than most varnishes I have used," and Dr. Spence said, "It's a great product; I am looking forward to using it in the future." Noting that fluoride varnish "is an important and beneficial part of preventive care," Sander concluded, "This is a good and affordable product."

### FOR MORE INFORMATION:

845.267.2600  
www.cargus.com

## PRODUCT REVIEW SNAPSHOT

CRITERIA BASED ON AVERAGE SCORE (OUT OF 5)



CARGUS INTERNATIONAL  
MARK3 5% SODIUM  
FLUORIDE VARNISH

FINAL SCORE  
AVERAGE OF  
SECTIONS A AND B

3.8

Dental PRODUCT SHOPPER  
RECOMMENDED  
PRODUCT