



To my colleagues

Should we really keep on persisting with the routine or should we look ahead and accept the progress, the evolution of technology with all the benefits and improvements deriving from those?

This is a question, I would like to make to those colleagues of mine, who years ago took the pathway that has guided us all towards success and huge satisfactions in our everyday practice.

Technology takes big and fast steps ahead and we have to take advantage of it in order to improve our methods, techniques and results.

The change of the needle for **Ial-System** - the golden standard product in bio-revitalization - represents a further step in the evolution of the treatment method.

Just think about it - a needle that while maintaining the same external diameter as before 30 g increases the internal diameter. This was achieved through the implementation of a particularly thin metal which thanks to this property covers less space and leaves a larger passage inside the needle canal.

What does it mean?

The increase of internal diameter reduces the degree of resistance and lowers this way the force of extrusion. In your practice you probably have already noticed, or will notice, how the degree of pressure to be exerted on the plunger of the syringe in order to inject the product, has been reduced and how much more fluid the passing of the gel has become.

What advantages does this bring to us?

We could turn to account these changes while carrying out all the series of wheals that get created in the course of cutaneous bio-stimulation. When a wheal is created on skin, it is actually a detachment of the intradermal layers to take place with the creation of a deposit of the product. In this therapeutic act there are two resistances, that oppose the getting out of the gel and that must be overcome.

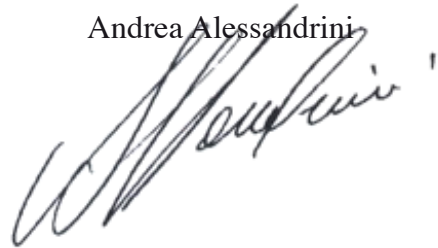
These resistances are represented the little channel of the needle and the force of cohesiveness typical for dermal layers. Bigger internal dimensions of the needle enable us to reduce at least one of the afore-mentioned resistances. This way the formation of wheals turns out to be much easier and, hence, facilitates our work.

An even bigger benefit from the new needle may be obtained when using **Ial-System ACP** - a product with a much higher viscosity level, being the latter related to its chemical structure composed of autocross-linked molecules. Operating micro-deposits of product deep inside the derma results to be easier thanks to the implementation of this new 30g and 4mm long needle.

I, certainly, do understand that initially some of you might have experienced a different "injective" sensation, but as soon as the first impact is overcome everything is going to be more simple than before, hence, improved.

Wishing you good luck in your work, I would like to remind you of a phrase that I always carry along with me: *maximum result through minimal invasiveness*.

Andrea Alessandrini

A handwritten signature in black ink, appearing to read 'Andrea Alessandrini', written in a cursive style.