DENTSPLY International Inc. and Sirona Dental Systems Inc. have announced that the boards of directors of both companies have unanimously approved a definitive merger agreement that the companies say will result in the world’s leading manufacturer of professional dental products and technologies.

The merger will create a combined company with the largest sales and service infrastructure in the dental sector, with 15,000 employees globally. “This is an exciting day for both companies, for the dental community and for patients around the globe. We are bringing together two world-class companies that share a culture of innovation and will foster the development of differentiated, integrated solutions for general practitioners and specialists, particularly in the highest growth segments of the dental industry,” said Jeffrey T. Slovin, president and CEO of Sirona. “Combining Sirona’s proven digital solutions and equipment with DENTSPLY’s leading consumables platform creates the most comprehensive dental solutions offering available to meet customer demand in every key segment. I look forward to leading the talented teams of both Sirona and DENTSPLY as we drive the global digitization of dentistry, offer superior solutions to customers and patients and create The Dental Solutions Company.”

The combined company will be called DENTSPLY SIRONA and trade on NASDAQ under the symbol XRAY. The headquarters will be in York, Pa., DENTSPLY’s current headquarters. An international headquarters will be in Salzburg, Austria.

Offering extensive product and services platforms in consumables, equipment and technology, the combined company will provide a comprehensive set of complementary offerings and end-to-end solutions to enhance patient care. According to the two companies, dental professionals across the globe will be supported by the largest sales and service infrastructure in the industry, backed by leading distributors, to deliver a product range designed to meet an increasing global demand for digital dentistry and integrated solutions.

“We are excited about bringing together two industry leaders,” said Bret W. Wise, chairman and CEO of DENTSPLY. “DENTSPLY SIRONA will offer a comprehensive set of complementary offerings and end-to-end solutions to enhance patient care. According to the two companies, dental professionals across the globe will be supported by the largest sales and service infrastructure in the industry, backed by leading distributors, to deliver a product range designed to meet an increasing global demand for digital dentistry and integrated solutions.”

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*MERGER, page A10*
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Oral Health Alliance honors Dr. Anthony Volpe

By David L. Hoexter, DMD, FACD, FICD, Editor in Chief, Dental Tribune USA

The Oral Health Alliance paid homage to Dr. Anthony Volpe at its recent annual gala, held once again in Chicago. A man of commitment and honor, Volpe is worthy of recognition, with endless achievements, including a recent trip to Israel to assist in Dr. D. Walter Cohen’s initiative, “Bridges to Peace.” Volpe has been involved in Israel’s oral health development for more than 20 years, supporting among other things both the Hebrew Dental School and the Palestinian Dental School. The two schools are known for their program that enables students to switch schools to interchange knowledge — truly building bridges to peace.

The Oral Health Alliance presented Volpe with this honor to recognize research, business acumen and service in advancing oral health, but to simply say “thank you” to a classy, wonderful individual who has encouraged all aspects of dentistry and oral health for his entire professional life — all with generosity, humbleness, enthusiasm and grace. He and his wife of more than 50 years, Marlene, have always lived as an example of decency. His leadership role in research with Colgate-Palmolive led the way to so many positive products and services of immeasurable benefit to the public’s oral health. When it was time to pass the baton to continue Colgate’s contribution to society and the business of oral health, Volpe accomplished the task like a father handing off to a son, remaining available as a loyal contributor — with insights and opinions when asked. He is a born leader. A champion of decency, faithfulness and leadership. He readily praises the many teachers and others who helped form him as they furthered the field of dentistry, including notables such as Dr. J. Manheim, Dr. A. Dragoni and Dr. D. Walter Cohen. Volpe has supported all areas of dentistry, including through his involvement with the International Academy for Dental Facial Esthetics and schools such as Rutgers.

When the gala evening commenced, Volpe graciously took me to his table and sat me next to him — surrounded by some of the ADA’s top leaders and their spouses. It was just a few years ago that Volpe raised $29 million for the ADA Foundation, specifically earmarking the funds solely for increasing dental health and delivering associated information to dentists, dental students and the public — not for marketing or lobbying.

A telling anecdote illustrates Volpe’s character: When this deeply religious man obtained a personal meeting with the Pope, he used the visit to speak of providing toothbrushes and improved oral health to countries with the greatest need. The Oral Health Alliance presented Volpe with this honor not to recognize research, business acumen and service in advancing oral health, but to simply say “thank you” to a classy, wonderful individual who just so happens — to our good fortune — to be a dentist. As Dr. Milke and JoAnn Alfano so succinctly said, “(We) and the professional field thank you for your leadership, achievements, generosity, integrity — but most of all — for your friendship.” Personally, I am fortunate to have Tony as a friend and colleague. The OHA filled the vast room to honor him without financial magnetism and without prior announcement. I personally, professionally — and as a friend — just wish to add my own, “Thank you uncle Tony.”
Save Time and Money by the Bundle

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$395* includes

- Inclusive® Tapered Implant
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BruxZir Solid Zirconia, the world’s most prescribed zirconia restoration, now comes as a complete tooth replacement solution. For about the same price as a crown and custom abutment, everything needed to replace a missing tooth is included. The bundle provides convenience and predictable treatment costs, and reduces the need to keep a supply of implants and prosthetic components on hand.

*Price does not include shipping or applicable taxes. Inclusive is a registered trademark of Prismatik Dentalcraft, Inc.
Get even greener in Vancouver

Pacific Dental Conference plans to include a St. Patrick’s Day twist

Because opening day of next year’s Pacific Dental Conference coincides with St. Patrick’s Day, conference attendees will get to enjoy the holiday with a Western Canada flavor — while also earning C.E. credits.

The PDC, which typically attracts more than 12,500 dental professionals, will be from March 17–19 in Vancouver, British Columbia.

More than 130 local, North American and international speakers will present 150 open sessions and 36 hands-on courses covering a variety of topics. Attendees also will be able to explore Canada’s largest two-day dental tradeshow (with more than 300 exhibitors), getting the year’s first chance in Canada at seeing the latest in dental equipment and services.

For most attendees, C.E. credit is given for general attendance (up to five hours) and individual courses (up to 20 C.E. credits). Online registration opens Oct. 15 at www.pdconf.com. Special hotel rates are available now.

(Source: Pacific Dental Conference)

IAPA event 20 years in the making

The 2015 International Association of Physiologic Aesthetics/LVI Conference and 20th Anniversary Gala will be held from Oct. 22–24 at the LVI Global campus in Las Vegas.

The anniversary will be celebrated with a gala dinner and dancing on Friday, Oct. 23, at the Red Rock Resort and Hotel.

Another highlight is the keynote by award-winning journalist Lisa Ling, host of the CNN show “This is Life, with Lisa Ling.” A panel discussion titled “The future of dentistry” will be moderated by Dr. Bill Dickerson and will feature as panelists: Dr. Jonathan Shenkin, ADA first vice president; Dr. Craig Yarborough, assistant dean for institutional advancement, Arthur Dugoni School of Dentistry; Dr. Gordon Christensen; Dr. Ron Jackson; and Dr. Omer Reed.

Wide variety of speakers, topics

Other speakers and topics scheduled for the event include: Dr. Joe Hickey, MD, on heavy metal toxicity; Dr. Keith Holden on nutrition; Brad Kearns with “Primal blueprint”; Dr. S. David Buck and Dr. Tim Gross on orthodontics; Dr. Sahag Mahseredjian with “NMD and Micro2”; Dr. Mike Reece with “Dentures are profitable”; Sherry Blair, CDA, with “My first day”; Drew Matthews with “Be your own brand”; Patrick McKeown with “Butekyo: Breathing for health”; Joy Moeller, RDH, on myofunctional therapy; Dr. Keith Blankenship on sleep apnea; Dr. Ed Suh with “Leadership principles”; Dr. Brett Taylor with “10 things you need to know”; Dr. Norman Thomas with “Importance of physiology”; and Jill Taylor, RDH, with “Genetics in dentistry.”

For more information and registration/membership details visit www.theiapa.com or call (888) 584-3237.

(Source: International Association of Physiologic Aesthetics/LVI)
Smallest dimensional attachment system designed to be compatible with all implants

Rhein’83 OT Equator has a reduced vertical profile of 2.1 mm and diameter of 4.4 mm

Rhein’83, a global producer of precision attachments on removable prosthesis, describes its OT Equator as the smallest dimensional attachment system on the market. It has a reduced vertical profile of 2.1 mm and diameter of 4.4 mm (metal housing included). It is compatible with any implant brand.

Because of its shape, Equator provides superior stability when compared with traditional attachments, according to the company. It corrects divergence of up to 25 degrees, the company reports. Functionality is guaranteed by coupling of attachment and cap.

Caps are available in four colors, based on levels of retention — from a minimum of 0.6 kg to a maximum of 2.7 kg. Caps should always be used with metal housing.

To learn more about OT Equator, you can contact the company by email at info@rhein83usa.it or by telephone at (877) 778-8383. You can visit the company online at www.rhein83usa.com to learn more about all of its products and services, including the OT Equator.

(Source: Rhein’83)

Many dental products are used only once, including mixing tips used to prepare cements, impression materials and temporary crown-and-bridge (C&B) material. Following application, the mixer and any material left inside is discarded. To help dentists work more efficiently and sustainably, Switzerland’s Sulzer Mixpac has enhanced its tried-and-tested mixers: The new T-MIXER™ is significantly shorter, so material can be mixed even more quickly.

For example, the new blue model saves about 0.4 ml of material per C&B application compared with its predecessor. If a dentist performs an average of four C&B sessions per day, this adds up to 350 ml of savings every year, which is equivalent to seven 50 ml C&B cartridges. Assuming average costs of $100 per temporary C&B material cartridge, the new T-MIXER helps cut annual material costs by approximately $700. And the mixing result is even better.

A T-MIXER’s endorsement by The Dental Advisor® affirms its clinical evaluation. This product enables dentists to not only improve the health and well-being of their patients, but also make their business more efficient, according to the company.

Learn more about Sulzer’s T-MIXER product family from your specialty retailers and by viewing a short film at bit.ly/T-Mixer.

New T-MIXER tips are designed to reduce material waste, improve efficiency and lower costs. Photo/Provided by Sulzer Mixpac

Reference
1. The Dental Advisor, published by Dental Consultants Inc., clinical evaluations of products.

(Source: Sulzer Mixpac)
Digital radiography in the dental practice has significantly saved time and provided the dental professional with more accurate diagnoses due to superior image quality over argentific film. One of the digital radiography options, phosphorus plate devices, gives the dental practice the ability to go digital in a way that is similar to film, but without the need for harmful chemicals or development time.

To use a phosphor plate scanner, the dental professional shoots an individual or series of X-rays and then leaves the room to run the digital plates through the scanner, placing the images into the electronic patient profile. This does save significant time over film; however, there can still be drawbacks. It can still be time consuming, images are sometimes placed in incorrect patient files and time is spent away from the patient. What has been missing is a true chairside solution for phosphorus plate systems.

For this reason, ACTEON has developed the first personal scanner, the PSPIX. The PSPIX is a phosphor plate system that is three times smaller than any other scanner on the market and is ideal to place in every operatory. The dental practitioner can shoot an X-ray and run the plate through the scanner in front of the patient, generating an image in under nine seconds. Immediate images lead to a quick diagnosis and the ability to educate the patient with a high-quality image. Workflow is improved, as is patient satisfaction and the practice’s revenue.

The PSPIX’s exclusive features provide each clinician with an efficient, affordable, compact and intuitive imaging solution. The efficiency of the device is evident in the automated process when inserting the film. The PSPIX automatically acquires the plate, detects the size, scans, optimizes the image and ejects the erased plate in a matter of seconds. Also, because of the large touchscreen controls, it takes very little time to teach the office staff how to operate the device.

With phosphor plate systems, it is obvious that a high-quality imaging plate (IP) is necessary to provide an excellent image. ACTEON provides imaging plates in a variety of sizes from a size 0 for pediatric offices all the way to a size 4 for occlusal X-rays. The imaging plates are very flexible and are positioned like film, making them more comfortable for the patient. They are perfect for those who are unable to tolerate larger and more rigid digital sensors — such as patients with strong gag reflexes or smaller mouths. These plates, regardless of size, provide sharp and accurate images for a reliable diagnosis.

Like all of us in dentistry and medicine, ACTEON is concerned about infection control. For this reason, the PSPIX has removable parts that comply with the latest disinfection standards. The areas of the PSPIX that are most likely to come in contact with contaminated hygiene bags and plates can be removed and placed in a thermal-washer disinfecter, which drastically reduces the risk of infection. The office also has the option to purchase autoclavable parts if it feels the disinfector is not enough.

To truly be easy to use, the scanner must easily integrate into an office’s existing imaging software. The PSPIX will work in most imaging software in both Windows and Mac environments. If the office does not have imaging software, ACTEON will provide that free of charge.

The PSPIX has been a welcome addition to my dental practice. It has been an investment that has paid for itself over and over again by increasing workflow and patient education. I would recommend having this device in every office.

DR. TODD C. SNYDER earned a doctorate in dental surgery at the UCLA School of Dentistry. He specializes in high-quality esthetic dentistry and full-mouth rehabilitation. He trained at the F.A.C.E. Institute for complex gnathological (functional) and temporomandibular joint disorders (TMD) and lectures internationally on dental materials, techniques and equipment. He was on the UCLA Center for Esthetic Dentistry faculty, codeveloping and codirecting the first and only comprehensive two-year postgraduate program in esthetic and contemporary restorative dentistry. He is on the faculty at Esthetic Professionals and is a consultant for numerous dental manufacturing companies, including ACTEON. He is founder and CEO of the non-profit Miles to Smiles children’s mobile-dentistry charity.
Health-care businesses are one of the most common sites of employee fraud

Your staff members are essential to the smooth functioning of your practice, and you rely on them to keep things going. But according to a 2014 report by the Association of Certified Fraud Examiners (ACFE), health-care businesses are likely to be victims of fraud, with yearly losses averaging $175,000 per practice. The same study also found that small businesses are disproportionately affected — and under protected — from fraud and employee theft.1

Three major types of employee theft plague health-care practices, according to the Medical Group Management Association.2 Here are the top three ways employees steal, along with tips for prevention:

• Removing cash from the daily deposit. If your practice accepts cash for copayments and other charges, an employee could take some of this cash and hope not to be detected. Warning signs that this might be happening generally come in the form of patient complaints when they’re being billed for something they’ve already paid for. You can help prevent this type of theft by blocking staff access to any means that could allow them to delete accounts, appointment records or payments. It may also help if the person accepting the cash payments isn’t the same person who fields patient complaints. Consider using software that records and reconciles payments, as well as video surveillance.

• Paying personal bills from company funds.

Giving your employees access to checks and/or credit cards from your practice puts you at risk for internal theft. To help prevent this, you or a third-party firm should regularly examine outgoing funds, including credit card statements, bank statements and check records.3

• Falsifying payroll records.

The person in charge of your payroll can adjust hours and/or pay rates beyond what you’ve authorized. Per the ACFE, this is generally the longest-lasting form of fraud, which means it has the potential to do great harm to your practice. It also occurs almost twice as often in small businesses as large ones.4 Your best protection is keeping a close eye on things. Personally review payroll payments regularly — and let your workers know this is part of your practice. The best way to combat fraud and employee theft is to prevent it before it happens.

References
3. Ibid.
(Source: PNC Financial Services Group)
Extract with confidence

Ergonomics meet Scandinavian design and functionality

LM Dental’s extraction instruments uniquely combine ergonomics, Scandinavian design and functionality for atraumatic tooth extraction. They feature comfortable, non-slip ErgoTouch handles and are well-balanced and lightweight, according to the company.

The instrument blades are made with DuraGradeMax supersteel, the same material LM uses for its periodontal cutters and cutting instruments. Blades stay sharp long and are very durable, according to the company.

TwistOut
The company describes the LM-TwistOut elevators (red) as being ideal for tooth extractions in situations where strong force, leverage or torque is needed.

LiftOut
LM-LiftOut luxating instruments (blue) are designed to perform typical extractions atraumatically. The instrument tip is introduced into the periodontal space and slowly advanced toward the apex of the root as the instrument is moved gently back and forth.

SlimLift
LM-SlimLift slim-design luxating instruments (purple) are created for the most atraumatic extractions. The slim profile results in less tissue trauma during the luxating procedure, enabling faster healing. The company describes the Slim-Lifts as being ideal for implant preparations.

All extraction instruments are supplied in convenient autoclavable cassette that protect both the instrument and the handler during the maintenance cycles.

You can visit booth No. 2003 (LM/Planmeca) in the ADA 2015 exhibit hall to learn more and to feel the comfortable, non-slip ErgoTouch handles.

(Source: LM-Dental)

Facts, figures from the companies
The proposed transaction will create the world’s largest manufacturer of professional dental products and technologies with scale and breadth across all major geographies and offerings in each of the major dental categories. Benefits include:

• Increased scale and product breadth:

  The combination will result in a company with net revenue of approximately $3.8 billion and adjusted EBITDA of more than $900 million, excluding the incremental benefit of synergies. The combined company will have the industry’s largest sales and service infrastructure.

• Total solutions provider: With consumables, equipment and technology under one roof, the new company will be able to deliver digital technologies and integrated solutions and workflows to enhance efficiency and patient care for general practitioners and specialists.

• Strong commitment to innovation: The combined company expects an enhanced commitment to innovation in consumables, equipment and technology. Backed by both companies’ R&D capabilities, DENTSPLY’s materials science expertise and Sirona’s technology platform, the broadened product offering will support continued innovation in the dental market. DENTSPLY SIRONA will have more than 600 scientists and R&D staff.

• Experienced management team: The combined company will be led by the one of most experienced management teams in the industry, with strong track records of growth and leadership in developing differentiated global product offerings. The DENTSPLY and Sirona teams have a demonstrated history of collaborating.

(Sources: DENTSPLY and Sirona)