Implant’s tapered end mimics anatomy, increases stability

Dentatus ANEW Narrow Body Implant System offers more restorative solutions for patients with insufficient bone, limited interdental spaces or converging roots. Being introduced at this year’s Greater New York Dental Meeting is the Dentatus expansion of the ANEW Narrow Body Implant System, providing dentists and their patient’s more treatment options. The uniquely designed Elypse Platform greatly enhances the product line by blending the best features of Atlas technique with the ANEW Implant.

The ANEW Implant with the new Elypse platforms allows dentists to immediately retrofit patient’s lower dentures with a future option of later converting that restoration into a fixed restoration — all while maintaining a soft silicone interface between patient’s ridge and denture for enhanced comfort and retention. ANEW Narrow Body Implant system is a complement to other implant systems that enables practitioners to offer more restorative solutions for patients with insufficient bone, limited interdental spaces or converging roots. For many periodontists, it is the implant of choice for complex cases where provisionalization allows for measured, expert treatment planning often required. First used in 2000 and FDA approved in 2004 for long-term use, the narrow diameter 1.8, 2.2 and 2.4 single piece ANEW Implants have met with the most precise implantology standards and have undergone rigorous testing, research and clinical use by the profession.

ANEW Implants are made of Grade V, Titanium alloy, surface treated on the threaded portion and delivered sterile. The tapered end mimics anatomical design and increases primary implant stability. This in turn allows the implant to be immediately loaded with a minimally invasive procedure and eliminates most post-operative challenges. With ANEW Implants, total time in treatment is dramatically reduced so that many more patients can experience a quality of life that implantology offers. With these newly introduced options, the company reports, ANEW Implants offer unparalleled versatility with screw-retained prosthetics. They are an ideal addition in the armamentarium of any doctor who routinely places implants and who on occasion must find sound and tested alternative solutions to traditional implant protocols.

Learn more about this innovative solution; visit Dentatus at booth No. 1200.

(Source: Dentatus)

What does your future hold?
Modern Advances, Techniques and Procedures designed to dramatically enhance the lives of you and your patients!

Explore your options...

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Modern Advances, Techniques and Procedures designed to dramatically enhance the lives of you and your patients!

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Invest in yourself, your practice and your future by exploring "The Future of Dentistry" with Aurum Ceramic and LVI Global. Learn, through lecture and hands-on courses, about:
• Best practices for diagnosis and treatment planning
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• Improved patient communication
• Proven new concepts in practice marketing

Presented by W&H

50 years ago when the first dental show took place in Germany. The entire dental industry, including all of the international market leaders, will be represented. Dental medicine and dental technology will be on display, as will equipment maintenance and infection prevention techniques. The event will also showcase services as well as information, communication and organization tools. The broad range of products on display from around the world will give visitors the opportunity to get a comprehensive overview of the global dental industry in terms of services, product innovations and the latest trends. Registration and ticket sales will be available online at www.ids-cologne.de starting at the end of November.

(Source: Koelnmesse GmbH)
Help your front-office staff turn more calls into booked appointments

By Jay Geier

Odds are your practice is suffering because of a blind spot that I guarantee you’re not aware of. A blind spot that is costing you $5,000 to $25,000 a month (maybe even more). A blind spot that, if removed, could boost your new patients by 20–50 percent, maybe even as much as 100 percent.

‘Sandwich board’ gets attention, but doesn’t close appointments
It all started about 15 years ago. I was a vice president of marketing for a large private practice in Georgia. My sole responsibility was generating new patients in Georgia. My sole responsibility was generating new patients in Georgia.

As you can imagine, this was a beast that had to be tackled. So I rolled up my sleeves and started sifting through it to figure out how to close the huge gap that was negating every marketing dollar spent and costing the practice thousands of dollars a day. I was able to use our practice as a learning lab. I worked day in and day out to discover the blind spot and figure out how to get rid of it. I knew I had cracked the code.

As a result, our practice is growing and our patients are happy. We’re able to attract the kind of patients who stay for years.

Is a blind spot costing you thousands?

Are you ignoring $5,000 or even more every month because you failed to identify and address an often missed blind spot?

By Jay Geier

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Is a blind spot costing you thousands?
‘Super-fast set’ added

DENTSPLY Caulk expands Aquisil and other product lines

DENTSPLY Caulk has expanded the Aquisil Ultra Smart Wetting® Impression Material portfolio to include ‘super fast set.’ Aquisil Ultra Super Fast Set material is available in all viscosities and packaged in a convenient two-cartridge 50 ml or DECA® 380 ml refill. Aquisil Ultra Super Fast Set formula is optimized to offer an adequate intraoral work time of 35 seconds and Super Fast mouth removal time of two minutes and 30 seconds. Aquisil Ultra Smart Wetting Material is indicated for all dental impression techniques.

Unidose system for easy wash material application

Aquisil Ultra Smart Wetting Impression Material is known best for its unique combination of high tear strength and very low contact angle. Use with B4® Pre-Impression Surface Optimizer for excellent detail with less stress. A complete portfolio of five tray and three wash material viscosities are available in three set-time options. Delivery systems include the digit® Targeted Delivery System, a unidose system for easy wash material application, 50 ml and 380 ml cartridges. To learn more visit www.aquasilultra.com or call (800) 532-2855 or call an authorized DENTSPLY distributor.

Jeltrate Brand alginate impression material color coded

Jeltrate® Brand, a market leader in alginate impression materials, has expanded its portfolio with the addition of Jeltrate Chroma Dustless Color-Changing Alginate Impression Material. Jeltrate Chroma alginate is formulated to change colors for each preparation phase: fuchsia during mixing, lavender during tray loading and seating — to light blue during setting in the mouth. The product has a fast setting time of two minutes and is five-day dimensionally stable when stored in a hermetically sealed plastic bag. For a free sample or more information, contact DENTSPLY Caulk at (800) LD.CAULK, visit www.caulk.com or call an authorized DENTSPLY distributor.

Meet DDS Dan and TPH3 composite

Meet DDS Dan — part dentist, part fixer and part detective. He is an everyday guy who has all the answers and can solve composite problems for you. Follow DDS Dan on Twitter, Facebook and YouTube as he tackles some of the most challenging restorative cases and identifies ways in which TPH3 composite from DENTSPLY Caulk can solve many of your composite challenges. You can meet DDS Dan online today by visiting the site www.tph3.com/dds_dan. (Source: DENTSPLY Caulk)

Aquisil is available in a complete portfolio of five tray and three wash material viscosities in three set-time options. Delivery systems include the digit Targeted Delivery System, a unidose system for easy wash material application, 50 ml and 380 ml cartridges. Photos/Provided by DENTSPLY Caulk
Clinical benefits of the Inclusive Tooth Replacement Solution

Glidewell Laboratories streamlines workflow, ensures predictability

By Darrin W. Wiederhold, DMD, MS, and Bradley C. Bockhorst, DMD

With the new Inclusive® Tooth Replacement Solution from Glidewell Laboratories, the clinician receives all the components necessary to place, provisionalize and restore an implant. Custom-designed temporary components allow for immediate provisionalization specific to each patient, and a matching custom impression coping communicates the final gingival architecture to the laboratory. The Inclusive Tooth Replacement Solution supports a streamlined workflow that ensures predictability and long-term success.

With this solution, experienced and novice clinicians alike can place and restore dental implants with greater confidence than ever before. Once you’ve selected a diameter and length of implant, forward the diagnostic materials (impressions, models, bite registration, shade, implant size) to Glidewell for fabrication of the custom components. The laboratory will pour and articulate the models and assemble the components, delivered to you in an all-inclusive box, including a prosthetic guide, custom temporary abutment, BioTemp® provisional crown (Glidewell), custom healing abutment, custom impression coping, surgical drills, and inclusive tapered implant (Glidewell).

On the day of surgery, place the box contents alongside your usual surgical armamentarium. Confirm the fit of the prosthetic guide and verify its position (Fig. 1). After placing the implant and verifying its position (Fig. 2), decide based on the level of primary stability whether to place the custom healing abutment (Fig. 3) or custom temporary abutment and accompanying BioTemp® crown. Either option will begin sculpting the soft-tissue architecture around the implant to develop the future emergence profile.

Upon successful osseointegration, the Restorative Phase begins. Contours of the custom impression coping match those of the custom abutment, so it’s simple to remove, seat the impression coping and take an accurate full-arch final impression. At final delivery, remove the temporary abutment. Try in the final inclusive custom abutment (Glidewell) and BruxZir® (Glidewell) (Fig. 4) or IPS e.max® (Ivoclar Vivadent, Amherst, N.Y.) crown. Check the contours, contacts and occlusion, and adjust as needed.

In response to the dental implant market embracing the importance of soft tissue contouring, Glidewell Laboratories implant department has now expanded the Inclusive Tooth Replacement Solution to accommodate all implant systems compatible with the Inclusive Custom Implant Abutment product line. This creates the opportunity for more clinicians to offer their patients the advantages of the tissue contouring system contained within the Inclusive Tooth Replacement Solution. Whatever implant system you use, you and your patients can now benefit from the tremendous effects of training tissue from the time of implant placement.

By Darrin W. Wiederhold, DMD, MS, and Bradley C. Bockhorst, DMD

the code when the calls started translating into booked appointments and our staff set a practice record, scheduling 601 new patients in one week.

To eliminate the blind spot in your practice, it doesn’t require an additional investment. It doesn’t require a new source of new patients. It requires an open mind because it almost seems too simple to be true.

The secret lies in your telephone and your team, specifically your front-desk team. Both are investments you have already made, but they are not being leveraged to their peak performance potential.

Courteous, helpful isn’t enough

No doubt your staff is courteous and helpful to everyone who calls your office — and while that’s a good thing, it’s simply not good enough. In fact, their courtesy is probably resulting in lost new patients. And lost new patients means lost money.

For example, let’s say your average new patient is worth $5,500. Then one lost would cost you $5,500, five lost would cost you $27,500, and 50 would cost you $225,500. And that’s just one month’s worth. Imagine the impact of that over an entire year or how the impact would increase drastically if your patient value is higher.

Being courteous and helpful are not praiseworthy qualities if your staff doesn’t produce a profitable result and, even worse, if it is costing you money. Actually, effective ‘closing’ skills are the attributes your staff should strive to master.

But you can’t just expect them to possess this and know how to effectively use it. No one is born with these skills. They must be taught, then practiced, then reviewed on an ongoing and consistent basis.

Not knowing this could cost you tens of thousands

If you are among the majority of dentists who are spending money to market your practice, you are absolutely not an exception. In fact, the reason for recognizing this blind spot and taking action to eliminate it is even more compelling because you are investing thousands of dollars, maybe tens of thousands, to get your phone to ring. And if the phone rings and it’s a shopper and the shopper doesn’t translate into a new patient, you might as well take every dollar, one by one, and flush them down the toilet.

Revenue-producing dream team

It takes a lot of skill — and an open mind — to scrutinize your practice to create positive change. It takes even more talent, knowledge and a gift for teaching to work with your staff on the fine points of the changes needed to take your practice to the next level, and way beyond. But it’s worth it and it’s a win-win.

Your staff can be one of your best and most profitable marketing tools if they are trained and you leverage them correctly, but if not, they could cost you thousands.

Talented employees want to contribute to practice’s growth

Create a plan to get your staff trained. Talented employees want training. They want to perform better and contribute to your practice’s growth and success. If you have someone who doesn’t, they shouldn’t be on your team.
Safe, accurate, simplified sinus lift technique for general practitioners

Part 1: Crestal sinus approach innovation

By Virgilio Mongalo, DMD

In 1974 Dr. Hilt Tatum Jr. performed the first sinus lift in the world. His technique became known as the “lateral window” approach and has been mastered by oral surgeons, periodontist and trained general practitioners.

Twenty years later, in 1994 Dr. R. Summers introduced a less invasive sinus lift technique that did not require opening a lateral window and could be easily learned by general practitioners. This technique quickly became popular, known as the “Summers osteotomes intracrestal sinus lift” technique. In the next decade, many prominent clinicians, such as Jaime Loza-da, Eduardo Anitua, Leon Chen and others, have developed variations of the Summers crestal lift and proved scientifically the validity of this technique. As a result we can now perform a crestal lift using the balloon approach lift, drilling systems by various implant manufacturers and hydraulic sinus condensing technique.

The purpose of this article is to introduce an innovative sinus lift that can be mastered by the general practitioner in a safe, predictable and simple manner.

This technique utilizes a crestal sinus approach (CAS kit by Hiossen, Philadelphia) (Fig. 1). The specific indication for the CAS lift is when a patient has 4 mm to 7 mm of residual bone (Fig. 2). It is important to point out that patients with more atrophic ridges of residual bone are treated with a lateral window technique.

The CAS lift uses Dr. Anitua’s biological drilling protocol of 50 RPM and special CAS drills designed to push (not cut) the sinus (Fig. 3). The initial drilling sequence is done 2 mm short of the sinus and verified radiographically.

The length of the CAS drill is increased until the cortex of the sinus floor is broken (Fig. 4). At this point, we stop drilling and use a 3 cc syringe filled with saline fluid, which is injected slowly over a period of three minutes, each cc of saline will elevate 1 mm of sinus membrane. The saline creates hydraulic internal pressure that causes the membrane to lift without the need of curettes, thus creating a safe, simple and accurate technique.

This technique has proven to reduce the percentage of sinus perforations. The objective is to safely lift 3 mm to 5 mm. Once this objective is accomplished, we pack the site with 0.5 cc of synthetic bone (Osteogen by Impladent). Figure 5 shows a lift on the site where the implant will be placed. Now we are able to place a taper 4 mm x 10 mm implant.

Advances in teeth whitening

Philips Zoom WhiteSpeed has variable intensity settings to maximize sensitivity management

By William Simon, DMD

Dentistry’s primary concerns are establishing and maintaining optimal patient oral health. Our responsibilities include identification and control of disease, patient education, clinical and radiographic examination, health and family history evaluations, risk factors, bacterial identification and a constellation of treatment modalities. How does whitening fit into our professional responsibilities? The ADA refers to in-office whitening as “professionally applied whitening” where the higher concentration of gels are used for shorter periods of time, and preferred by patients who want results immediately.

Patients who prefer same day in-office whitening preparations created high incidences of sensitivity — in some cases regarding the safety of light-activated in-office whitening treatments on dental materials. Studies have shown the use of high concentrations of hydrogen peroxide do not affect the surface finish or hardness of restorations.19

Early whitening preparations created high incidences of sensitivity — in some cases regarding the safety of light-activated in-office whitening treatments on dental materials. Studies have shown the use of high concentrations of hydrogen peroxide do not affect the surface finish or hardness of restorations.19

William Simon, DMD, is a general practitioner in private practice exclusive to implant dentistry in South Florida since 1991. He is a pioneer in the field of implant education, introducing live surgical courses to U.S. dentists. He is an associate professor of implant surgeries at Georgia Health Science University; department of oral maxillofacial surgery. For more information on the Mongalo implant Institute and live implant surgery courses, visit www.liveimplants.com.
Stay ahead of the curve with TruDenta

By Robert L. Harrell, DDS

There is an overwhelming need to treat patients suffering from chronic headaches and other symptoms affecting the head and neck areas. According to the National Institutes of Health, between 15 and 45 million Americans exhibit some form of TMJ/O issues. Statistics from the National Headache Foundation indicate that more than 45 million Americans endure recurring headaches, and within this group, 28 million suffer from migraines.1 Research suggests that up to 80 percent of headaches result from dental force related problems. A staggering number of people don’t know why they’re in pain, or have been unable to find long-term relief. Many are unaware that dental force related issues — either specifically related to their mouth or as a result of trauma such as whiplash — can be the root cause of their pain. They usually don’t tell their dentist or physician about their chronic pain, and they’re unaware that treatment exists. I was fortunate to recognize the need for caring for these patients in a manner that provides long-term relief. After learning about the TruDenta system (www.drsdoctor.com, Ft. Lauderdale, Fla.), I incorporated this complete assessment and therapeutic technology into my practice (Fig. 2). The TruDenta system reflects an understanding and application of current research attributing dental force imbalances to muscle dysfunction in the head and neck area. Digital assessment technologies combine with treatment modalities proven in sports medicine and physical therapy, as well as specialized education. Using TruDenta, dentists can restore patients to proper dental force balance, eliminate recurring pain, and provide desperately needed care.

After integrating TruDenta into my practice and marketing this treatment, I found many patients with similar stories, all suffering from ongoing pain, beginning to believe they were beyond help, and having exhausted nearly every available resource to find a solution. They sought treatment for chronic pain, not necessarily a dentist or dental treatment. Once my team and I began treatment, we found that within a 10- to 12-week period, our patients experienced life-changing relief, and the system proved successful.

We’ve experienced professional growth, and I’ve expanded my practice in a previously unimaginable way. All by assessing and treating dental force related conditions and their symptoms, including headache/migraine pain. We’ve gained personal satisfaction by making a difference in people’s lives, and my practice has witnessed increased financial growth. I truly believe dental headache care, and a headache clinic within a practice, is a model for success that my dental colleagues may want to adopt. Patients burdened with financial constraints by examining every insurance and therapeutic technology into my practice, I found ourselves fully prepared to offer TruDenta treatment to our patients.

A year ago, I decided to open a separate headache care clinic within my practice. A goal was building awareness, so we used the marketing resources provided by TruDenta to initiate a marketing campaign. We targeted individuals seeking a solution for their pain who remained in the dark about this option. Building upon this awareness, we applied sound marketing strategies, such as proactive and free public relations, which resulted in news coverage on Fox News and articles in local newspapers and magazines. Currently, we’re examining social media as another vital publicity outlet.

The results have been well worth the effort. The clinic is flourishing, and within recent weeks, we’ve had just shy of 100 patients wait for TruDenta treatment scheduling. We don’t want to turn anyone away and are focusing efforts on hiring additional staff to accommodate the influx of patients in need of care. We also want to help potential patients burdened with financial constraints by examining every insurance and assistance program available to make treatment possible.

It is an extraordinary satisfying experience to provide someone with a solution that takes away their pain. From a economical standpoint, providing TruDenta care taps into a new market of clients directly benefiting from your services, which helps ensure increased revenue and personally unstable times. I humbly believe dental headache care, a clinic within a practice and the TruDenta system represent an amazing opportunity for dentists to help individuals reclaim power over their health and lives. In their eyes, this makes you a hero.

References


ROBERT L. HARRELL, DDS, is a general dentist with a practice in Charlotte, N.C. His practice focuses on treating advanced restorative cases, TMJ/TMD and cosmetic dentistry. He can be reached through email at drharrell@charlottedentalcenter.com.

• WHITENING, page A19
‘Barrier protection’ critical in medical gloves

While caring for their patients, dental and health care professionals are constantly exposed to bodily fluids that may carry viruses and other infectious agents. It is therefore critical that the gloves they use provide the best possible barrier protection.

Many types of gloves are available today, but it is important to know that not all gloves have the same barrier capability, depending on the type of material used. For example, natural rubber latex gloves have long been acknowledged for their very effective barrier properties, while non-latex gloves, such as vinyl (PVC), have inferior barrier capability as shown by numerous studies. Other synthetic gloves, such as nitrile and poliisoprene, perform much better than vinyl, but are more costly, especially poliisoprene gloves. Using gloves with inferior barrier capability could expose both the patients and users to undesirable/harmful infections.

Malaysia is the world’s largest medical gloves exporter (latex and nitrile). Both quality and user’s safety are of top priority to the nation’s glove industry. To this end, a quality certification program (the Standard Malaysian Gloves or the SMG) has currently been formulated for latex examination gloves. All SMG-certified gloves must comply with stringent technical specifications to ensure the gloves are high in barrier effectiveness and low in protein/low allergy risks, in addition to providing excellent comfort, fit and durability — qualities that manufacturers of many synthetic gloves are attempting to replicate. Furthermore, latex gloves are green products, derived from a natural and sustainable resource, and are environmentally friendly (You can find more at www.smg-gloves.com and www.latesgyele.com). The use of low-protein powder-free gloves has been demonstrated by many independent hospital studies to vastly reduce the incidence of latex sensitization and allergic reactions in workplaces. More important, latex allergic individuals donning non-latex gloves can now work alongside their co-workers wearing the improved low-protein gloves without any heightened allergy concern. However, for latex-allergic individuals, it is important that they use appropriate non-latex gloves that provide them with effective barrier protection, such as quality nitrile and poliisoprene gloves.

Selecting the right gloves should be an educated consideration to enhance safety of both patients and users. For decades, gloves made in Malaysia have been synonymous with quality and excellence, and they are widely available in an extensive array of brands, features and prices. They can be sourced either factory-direct (www.mnepc.com/trade and click “medical devices”) or from established dental product distributors in the U.S.

(Source: Malaysian Rubber Export Promotion Council)

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**Whitening, page A20**

Options for managing sensitivity include, fluoride products (Philips Fluorides), non-steroidal anti-inflammatories (NSAIDS) and amorphous calcium phosphate (Philips Relief ACP). Reassure the patient that sensitivity is transient and manageable. Patients who have regular thermal sensitivity should be informed of the increased likelihood of sensitivity.

Cautions that whitening results will not last forever. Consumption of darkly colored berries, tea, coffee and red wine will discolor or teeth over time as will normal aging.

A discussion of whitening maintenance including additional Zoom in-office and/or Zoom at-home treatments (Fig. 2) provide an opportunity to examine the patient for restorative and cosmetic needs, verify periodontal health and continue to establish trust and mutual respect. The benefits of offering whitening to patients are immeasurable. There are no metrics for increased confidence, satisfaction and happiness associated with a whiter, brighter smile. The benefits to the practice are significant. The average national fee for chairside whitening is $255 (January 2011 survey). The typical dental practice sees approximately 400 patients per month. If only 1 percent of those patients have Zoom whitening, the revenue associated with four patients per month is $2,100 or $25,200 annually.

Three-percent patient participation yields $6,900/month, $75,600/year. 6 percent yields $12,600 or $163,800 annually. Dental professionals can offer their patients safe, effective tooth-whitening options that provide consistent results while reducing the incidence of side effects. Philips Zoom Whitens provides these benefits.

Editorial Note: A complete list of references is available from the publisher.
One of dentistry’s toughest, age-old challenges solved

Wand/STA reduces or eliminates pain perception of injections

Of all the procedures performed on a routine basis, the one procedure that is universally perceived by patients as the most fear and anxiety provoking is the dental injection. In spite of the significant advances made over the past 100 years, our profession has yet to conquer one of the greatest challenges of dentistry — or has it? Milestone Scientific, after spending the past decade responsibly and methodically studying this problem, now believes that with the introduction of its new product, The Wand/STA System instrument, it has finally conquered this age-old problem.

The Wand/STA System instrument represents the world’s first and only technology that uses the patented dynamic pressure sensing (DPS) technology that accurately and safely performs a pressure-regulated infra-ligamentary dental injection.1 The new Wand/STA System can also perform all traditional dental injection techniques, i.e., inferior alveolar block, supra-periosteal infiltration, etc. All techniques are performed more efficiently, more effectively and virtually painlessly.2,3 Milestone’s new technology incorporates visual and audible real-time feedback, giving clinicians an unprecedented level of control and information when performing a dental injection.

The Wand/STA replaces the antiquated, heavy, metal dental syringe with an ultra-light-weight disposable handpiece weighing less than 10 grams for superior ergonomics and tactile control.4 The experience for both patient and dentist is one that is significantly less stressful.5

Milestone Scientific created and defined a new category of dental instruments called C-CLAD (computer-controlled local anesthetic delivery) systems. These are the only dental injection instruments that have the published scientific data that substantiate the claim of eliminating or reducing pain perception when performing a dental injection.6,7,8,9 These are the only dental injection instruments that have undergone the rigors of clinical testing that has been performed in numerous universities and research centers throughout the world for more than a decade. These studies are published in some of the dental profession’s most highly respected dental journals. No other instrument, technology or device developed specifically for dentistry has been developed specifically to reduce pain and anxiety while performing a dental injection can currently make that statement.

With the introduction of C-CLAD technology, several newly defined injections were also introduced to dentistry.10 The Wand/STA System has been optimized to perform all traditional dental injection techniques, i.e., inferior alveolar block, supra-periosteal infiltration, etc. All additional dental injection techniques, i.e., inferior alveolar nerve block, anterior superior alveolar (P-ASA) nerve block,12 in-growth of the undesired collateral anesthesia to the lip and face.8 Subsequently, Friedman and Hochman introduced a second injection named the palatal-approach anterior superior alveolar (P-ASA) nerve block,12 in which pulpal and soft tissue anesthesia of the central and lateral incisors are achieved by a single palatal injection.13 The general reduction in pain perception for all injections has lead to innovative ways to producing more efficient and effective dental anesthesia.

In addition to the new dental injection discussed above the Wand/STA System instrument improves the success rate of traditional injections such as the inferior alveolar nerve block.14 Holding the Wand handpiece, with the unique pen-like grasp, allows the clinician to easily rotate while simultaneously moving the needle forward — increasing accuracy by decreasing needle deflection.14 Added to the ability to use the new injection feature, the Wand/STA instrument provides numerous advantages when performing traditional injection techniques.

The introduction of The Wand/STA System instrument represents a material improvement over previous versions of this exciting technology. Numerous innovative new features are available in the Wand/STA System, they include: automatic purging of anesthetic solution that primes the handpiece prior to use; automatic plunger retraction after completion of use; and a mult cartridge feature enables multicartridge injections and reduction of anesthetic waste.

Milestone Scientific has developed a novel training feature in the Wand/STA System instrument, providing clinicians with spoken instructional guidance on the use of the instrument, thereby substantially reducing the initial learning curve. The Wand/STA System instrument is today’s most advanced C-CLAD technology and represents the next generation of a computer-controlled drug delivery instruments for dentistry.

(Source: Milestone Scientific)

Editorial Note: A complete list of references is available from the publisher.
INTRODUCING
Prime&Bond Elect™
Any etch. Any procedure. One bottle.

A truly universal adhesive.

Every procedure is different, and with the new Prime&Bond Elect™ Adhesive you instantly have the power to choose selective, total or self-etch. Built on the clinically proven chemistry of Prime&Bond™ NT adhesive, control and flexibility are both in your hands.

Call your DENTSPLY Caulk representative or visit www.primeandbondelect.com for more information.
Interface solution enables labs to send 3Shape scans directly to ATLANTIS service centers

At the European Association for Osseointegration (EAO) Congress in Copenhagen last month, 3Shape and DENTSPLY Implants announced the release of a new interface solution that enables labs to send 3Shape scans directly to ATLANTIS™ service centers for immediate design and production of patient-specific implant abutments.

3Shape, a technology leader in 3-D scanning and CAD/CAM software for dental applications, and DENTSPLY Implants, a market leader in the field of implant dentistry and CAD/CAM abutments, announced the joint release of a new software interface solution linking 3Shape 3-D dental scanners and ATLANTIS VAD™ (Virtual Abutment Design) software.

Single click

With a single click, 3Shape scanner users in dental labs across the world can transfer digital scan information, containing a patient’s oral geometry with implant positions, straightaway into DENTSPLY Implant’s ATLANTIS design and manufacturing facilities. For labs working with ATLANTIS abutment design services, this direct new connectivity reduces costs, eliminates the shipping of physical models and reduces turnaround time.

The solution gives users additional choices when providing customized abutments for their customers. It is available as an option for all users with 3Shape’s powerful Abutment Designer™ module — an add-on to 3Shape’s user-acclaimed Dental System™. For customers without the Abutment Designer module, 3Shape has recently announced the coming release of CAD Points — a new and flexible service that allows 3Shape users to access scanning and designing modules, such as Abutment Designer, on a pay-per-case basis.

“3Shape is always seeking new ways to provide maximum flexibility and a wide range of options to dental labs who are using 3Shape scanners and software,” said 3Shape President and CEO Flemming Thorup. “We are very happy that this collaboration between DENTSPLY Implants and 3Shape makes it possible for many laboratories to benefit from the unique strengths of our respective products and companies.”

Users who wish to benefit from this opportunity can contact their 3Shape reselling partner for details about availability of the interface for their system.

About 3Shape A/S

3Shape A/S is a Danish company specializing in the development and marketing of 3-D scanners and CAD/CAM software solutions for creation, processing, analysis and management of high-quality 3-D data for application in complex manufacturing processes. 3Shape envisions the age of the “full digital dental lab,” and its more than 130 developers provide superior innovation power toward reaching this goal. 3Shape’s flexible solutions empower dental professionals through automation of real workflows, and its systems are applied in thousands of labs in more than 30 countries, putting 3Shape technologies at the peak of the market in relation to units produced per day by dental technicians. 3Shape boosts its first-line distributor support network with a second-line support force of more than 30 in-house experts placed in five support-and-service centers strategically placed around the globe.

3Shape is a privately held company headquartered in Copenhagen, with the market’s largest team dedicated to scanner and software development for the dental segment (based in Denmark and Ukraine, with production facilities in Poland and business development and support offices in New Jersey, California and Asia). Learn more online by visiting www.3shapedental.com and www.facebook/3shape.

(Source: 3Shape A/S)
Intensive LIVE Implant Course
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• 84 AGD PACE credit hours
• Course fulfills requirements for ICOI Fellowships
• Course fulfills requirements for AAIP Fellowships
• Course fulfills requirement for Royal College of Dental Surgeons
• Two courses fulfills requirements for Diplomate in Implantology by Guadalajara University
• Surgical Manual
• Usage of taper, minis, ultra wide and sinus lift kits
• Break and Lunches by Chef at the institute
Product discounts and course specials

Dr. Vishal Mongalo
Global Director of Live Implant Courses

Dr. Mark Stevens
Chairman of Oral Maxillofacial Surgery at Georgia Health Sciences University

Dr. Solen Rao
Professor of Oral Maxillofacial Surgery at Georgia Health Sciences University

Dr. "Butch" Ferguson
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Anterior endodontics for GPs

Allan S. Deutsch, DMD, is instructor of next xpApce course

Fill to the radiographic apex? Okay to be long? Better to be short? One visit? Two? Are non-vital teeth treated differently than vital teeth?

International scholar Dr. Allan Deutsch examines these everyday issues and current thinking that makes one-visit anterior endodontic therapy practical.

Whether you’re a skilled clinician or looking to improve outcomes, Deutsch will help you with more accurate access, cleansing and instrumenting canals more efficiently while minimizing iatrogenic mistakes and avoiding instrument breakage.

Deutsch teaches predictable canal obturation that seals three dimensionally without complications, while exploring difficulties using a thermoplastic technique.

Take the xpApce’s module on anterior endodontics to increase clinical success when performing one-visit endodontic therapy.

Deutsch has co-authored more than 250 articles in dentistry in major dental journals, domestic as well as international. He holds 19 patents for co-inventing revolutionary endodontic obturation, instrumentation, post and composite systems as well as laser tips.

As a founder in one of the largest endodontic practice in Manhattan, Deutsch’s 35-plus years of clinical experience have crafted him into one of the top authorities in endodontics. Deutsch is an assistant clinical professor of endodontics at Columbia University in New York City.

xpApce is committed to provide individual courses and modules that are procedurally specific are conveniently available 24/7/365. Its scholars are charged with simple goals: Provide courses that can improve patient care, reduce risk, while providing practical approaches to everyday clinical problems.

New courses and modules are added all the time.

Courses are given in a unique, online dental community known as XPsquared.

xpApce’s learners seek “best-of-breed” courses. Here are some of the internationally known scholars ready to help you begin your xpApce experience now: Dr. Mariano Polack, Dr. Graziano Giglio, Dr. James Fine, Dr. Peter Cathro, Dr. Catalina Mendez, Dr. Bruce Valauri and more.

If you would like to be considered as an xpApce Scholar, please send a note to, info@xpapce.com. In addition to posting monthly courses on the Dental Tribune Study Club website, www.DTStudyClub.com, xpApce uses a unique format to provide e-learning for the dental profession: a dental community where courses may be taken anytime it is convenient for the learner.

First-time users should register at www.2.virtualevents365.com/xpsquared; and be sure to visit the xpApce eLearning booth in the site’s Exhibition Hall.

(Sources: xpApce and XPsquared)
Software makes daily practice tasks easier

Latest Eaglesoft 16 software helps reduce stress, increase profit

Eaglesoft 16 Clinical and Practice Management Software is Patterson Dental’s premier dental software. As the latest version, Eaglesoft 16 offers a new look, better functionality and enhanced adaptability while integrating the digital products for the office, clinical and imaging procedures all in one simple software.

Working to simplify the daily routine of dental offices, Eaglesoft 16 offers complete information access, condensing daily office management practices and providing specific tools that give each member of the dental team power to do more in less time.

In addition to increasing efficiency, Eaglesoft 16 can help reduce stress and increase profitability by streamlining everyday tasks and allowing offices to personalize the software to their needs. New features include:

• Line item accounting enables users to apply a payment directly to a specific item.
• Customizable windows/dockable panels allows users to choose how much information to display on the “Account,” “Appointment” and “OnSchedule” windows as well as where to place the information within those windows.
• OnSchedule has a variety of features, such as being able to change the time without affecting existing appointments. OnSchedule has provider views, so the front office can check providers’ schedules to identify double bookings and availability.
• The Patient Bar provides quick access to patient-specific information, so users can customize which icons they use the most in each area.
• Family Walkout Eaglesoft 16 no longer requires separate appointments to be processed one at a time when the entire family is in on the same day. Now the front office staff can process a walkout for all family members at once and issue one receipt for the family.
• Smart Claim/Smart Invoice allows office managers to create insurance claims and patient walkout statements more easily and check today’s items at the simple click of a button.
• Date based reporting is a new option for select financial reports letting users run financial reports for any range of dates; it is no longer necessary to choose a range of end-of-day reports.
• Automatic account aging helps office managers save time on end-of-day processing and statement processing and also keeps account balances up to date.

The help menu has also been updated and now offers easier access to the FAQ knowledge base.

Additional features include “Money Finder,” “Fast Check-In,” “The Treatment Plan,” “eReferral,” “Prescription Writer,” “Patient Notes” and “Messenger.” By understanding the many tools provided by Eaglesoft 16, dental offices can equip themselves with the software needed to make their office run more efficiently and increase revenue.

In addition to software, Patterson Dental offers support and customer service. Patterson Dental is in depth understanding of the market and commitment to development and customer satisfaction has driven the development of Eaglesoft 16 Practice Management Software, making it a vital tool for every dental office.

(Source: Patterson Dental)
Dental stem-cell banking made easier

Provia Labs expands Store-A-Tooth stem-cell preservation program

Provia Laboratories has expanded its Store-A-Tooth™ offering to dental professionals by making it easier for dentists and hygienists to provide patients the opportunity to preserve their family’s stem cells. Specifically, the company’s Store-A-Tooth service enables families to save their own adult stem cells — from baby teeth ready to fall out, teeth pulled for orthodontic reasons, and extracted wisdom teeth.

Dental professionals play a role in making patients aware of the dental stem cell banking option, giving families the choice to safely store teeth today — in a convenient, affordable way — so they can take advantage of future therapies in regenerative medicine and dentistry, such as those being studied for type 1 diabetes, stroke, cardiovascular disease, spinal cord injuries, and Parkinson’s disease, to name a few.

“We have made dental stem cell banking more accessible for consumers by offering multiple options for financing, prepayment, and family plans,” said Provia Labs CEO Howard Greenman. “Our intent is to become true partners with the dental community. We realized that the best way to forge this partnership was to eliminate any extra steps for the dentist.”

Provia Labs provides authorized Store-A-Tooth dental professionals with a turnkey program to launch the service in their practices — dedicated phone support plus free patient education, practice-building tools, CE, and training for the team — all available for free via an easy-to-access online provider portal. “We want to ensure that our authorized providers can help their patients make an informed decision for their families,” said Greenman.

The company is also developing a new Stem Cell Educator program designed for hygienists and other team members, recognizing their crucial role in talking to patients about dental stem cells. In addition, for clinicians who access the course through the Store-A-Tooth website, the company offers two free C.E. credits for its recently published course, Dental Stem Cells: A Guide for the Dental Professional. Participating dental teams and their families receive professional courtesy privilege on tooth processing, as well as an optional consideration for case in-office tooth collection. “The most credible recommendations come from those who actually use a product or service,” Greenman said. “We’re making it easy for dental professionals to experience and advocate the Store-A-Tooth Service.”

Provia Labs partners with dental offices to make it easy to educate and inform patients about the option to preserve their family’s dental stem cells. For those interested in the service, Provia works with the dental team to provide high-quality tooth collection and arranges for the sample to be sent overnight to the lab, where the stem cells are harvested, tested and cryopreserved for future potential use.

The Store-A-Tooth service is available to dental offices throughout the U.S. and world. To become a provider, call (877) 867-5753 or visit www.store-a-tooth.com.

Komet Corporation celebrates 90th year and a new logo

Komet Corporation hosted a breakfast at the San Francisco W Hotel to reveal the company’s new logo and corporate identity in conjunction with the American Dental Association Annual Session. As a well-known manufacturer of dental rotary instruments, Komet is also celebrating its 90th year in business. Komet Chief Executive Officer Klaus Rubesamen traveled from the company’s headquarters in Lemgo, Germany, to share the news as well as some interesting facts about Komet’s long history.

Established in 1923 in Düsseldorf, Germany, Komet originally sold burs door to door and have seen the importance of direct selling among all the directly sold burs available in the market. Komet USA Chief Operations Officer Warren White also attended the breakfast and shared a few words, “I want to tell all the people at Komet worldwide who have supported the United States operations. In addition, a special thanks to Mrs. Niehus and her daughters for allowing the U.S. operation to be successful with their financial support. Since Komet’s entry into the United States market in 2007, U.S. dentists have seen the importance of direct selling and exemplary customer service Komet offers,” White said.

The red-carpet event was a true cause for celebration: DEXIS launched its all-new DEXIS® Imaging Suite, in its 15th year of innovation. DEXIS, in its 15th year of innovation, more than 125,000 Komet facility Komet produced more than 100 countries, acts as the world’s largest supplier of dental rotary instruments. Komet’s products are sold in more than 100 countries, accounts for more than 100 countries, and includes the KometUSA.com website. The logo successfully reflects the quality, precision, reliability, tradition and innovation. As a brand favored by more young dentists, Komet has the greatest of proportion of use by younger dentists among all the directly sold burs available in the market.

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Tackling Imaging to a new art

Where better to find the latest in imaging than in a place known for some of the most distinct imagery in the world? That’s where DEXIS® Imaging Suite — at the San Francisco Museum of Modern Art, home of the West Coast’s finest selection of modern and contemporary art.

The red-carpet event was a true cause for celebration: DEXIS, in its 15th year of imaging success, shared the spotlight with its exclusive distributor Henry Schein Dental, commemorating its 80th year. Henry Schein General Manager and Chief Executive Officer Stanley Bergman shared his appreciation for the Schein team and spoke on what’s ahead. DEXIS President Matthew Reynolds reflected on seven years of partnership between DEXIS and Henry Schein, covering core values behind the innovative products.

DEXIS Sr. Director of Marketing Carsten Franke spoke on the many successes of Team DEXIS and Team Schein. DEXIS Director of Product Management John Steck unveiled new features of DEXIS Imaging Suite, including the DEXIS® surgical module, which enables clinicians to plan, simulate and present realistic cosmetic procedures and tooth-whitening treatments in just minutes with powerful blending, matching and sculpting tools. Also unveiled was the new iPad® app, DEXIS go™. Glowing kiosks showcased iOS loaded with the new app. With this addition to the DEXIS imaging portfolio, clinicians can access images from anywhere in their practice. The tablet functions are simple and familiar, such as swiping to go to the next image and ‘pinch-to-zoom’ enlargement. ClearVu™ image enhancement is also part of the application.

(Source: DEXIS)