Private Practice

Sitting Pretty

After 15 Years!

The Rambach Saddle Seat has successfully been in production for 15 years. This market-leading seat is the only one of its kind to be endorsed by the Australian Physiotherapy Association and for a very good reason. There are many cheap copies on the market that do not necessarily have the clinical papers or experience to back their claims. Rambach has been proven time and again over the years with more than 50,000 seats sold worldwide.

The correct seating position using the Rambach Saddle Seat can alleviate many of the problems associated with muscle fatigue by encouraging an improved sitting posture. This Seat helps to maintain the natural s-shape of the spine, preventing the discs from being put under pressure. The hips are kept at the optimum angle, so back and thigh muscles are at their most relaxed. Rambach Saddle Seats are fully adjustable to create a bespoke individual stool just for you.

The company are so convinced of the benefits that they are offering you a free 50-day trial in your own practice. For further information please contact Rambach directly on 0800 581 108.

We’ve refocused our vision...

As the UK’s no.1 supplier of loupes and lights, our vision is to supply the very best precision products, combining exceptional quality with outstanding design.

Our new loupes and lights are expertly custom-made by leading supplier ExamVision®. Founded by Jorn Bengvig and optometrist Kim Jensen, ExamVision® offer a welcome commitment to delivering superior design and quality craftsmanship, which perfectly complement our 16 years of untravalled loupes experience and outstanding customer service.

Available in 2 styles, 3 frame colours and 5 frame sizes, each ExamVision® loupes is individually crafted to your personal measurements using a purpose-built factory on the small, tranquil island of Samsø in Denmark. ExamVision® produce loupes and lights to the highest standards, providing a quality product that Evident are proud to endorse.

Our vision has always been to exceed our customers’ expectations and we are confident our exceptional service combined with the superb quality of ExamVision® loupes and lights will reflect your vision too!

Arrange a no-obligation consultation FreeCall 0508 521111 or visit our website www.evident.co.uk.

Your Partnership in Practice

Henry Schein Minerva is the ideal partner to help run a profitable private dental practice.

Offering a loyal and committed service, Henry Schein Minerva encourages practitioners to maximise profitability by helping them run a successful business. Providing practices with a great service, reliable delivery and many forms of additional support is all part of Henry Schein Minerva’s commitment to your success.

A profitable private practice does not just relate to the money that it makes, it involves generating high levels of patient satisfaction and achieving practitioner goals.

Henry Schein Minerva has a nationwide network of consultants who have a real desire to help you identify where practice improvements can be made in terms of productivity and efficiency.

So, if you’d like to run your practice more efficiently and profitably come and visit us at stands S06 and S08 at the BDTA Dental Showcase 2009 in Birmingham or call 0845 541148.

Faster Cutting with Predator from Prima Dental Group

Predator Turbo is the original one-piece metal cutting carbide, ideal for rapid reduction of all dental materials, amalgam, and semi precious and non precious metals, tooth structure. Its unique sharp blade design and multiple cross cuts provide the ideal combination for crown removal and endodontic access.

Predator Turbo considered the ultimate in premium cutting technology, received US Dental Today’s highest accolade of Top 100 products.

The secret of Predator Turbo’s success lies in its subtle aggression whilst its unique tooth geometry and flute design supply the cutting power necessary for metal/crown removal.

Predator Turbo burs are manufactured using the latest Swiss made precision machine tools. As a result their optimal design, quality materials and exacting engineering enable Predator Turbo burs to cut faster than straight bladed burs and smoother than regular dentated burs. Predator Burs are the strongest, sharpest and most durable burs available.

All shapes are available in a unique Solo® Peel blister 10/packs as well as convenient clinic 100 packs.

For further information please contact Prima Dental Group on +44 1452 307171 or www.primadentalgroup.co.uk.

A plus for any practice

You are your practice’s most important asset and maintaining your health is vital. Sirona’s mission is to design our treatment centers for your ergonomic needs and to promote sustained well-being.

Convenience

A relaxed practice team is the ideal basis for an efficient workflow. You can now actively shape your working environment. Thanks to their compact dimensions, our C5 products deliver clear ergonomic benefits, even in compact treatment rooms.

Optimal Workflow

The user-friendly features of the C5+, C4+ and C5 not only eliminate unhealthy fatigue symptoms, but also promote an optimum workflow. Each model is based on a proven ergonomic concept.

Enhanced comfort for patients

Make sure that your patients feel as comfortable as possible. Thanks to the ErgoMotion system, the thermo upholstery and the anatomically designed headrests, you’ll be uniquely placed to enhance the well-being of your patients – and to achieve optimum treatment outcomes.

Hygiene

Hygiene procedures should be as simple and effective as possible. All the outer surfaces are smooth and easy to wipe. Critical components (e.g. the handpiece rack) can be detached for cleaning and/or disinfection purposes.

For further information please contact: Sirona Dental Systems 0845 071 5040, info@sironadal.co.uk.

Keeping You in Control

With over 20 years’ experience in UK dentistry, no other supplier is better placed to offer practice management solutions than Software of Excellence, which they do through their highly innovative practice management system EXACT™.

EXACT™ is currently the most used practice management software in the UK and the latest updates offered by Version 10 includes a range of innovative features designed to improve the efficiency of all dental practices. Features include patient recall through innovative email and SMS communications, computer telephony integration (CTI), 3D teeth charting, multi column appointment books and much more. Combine this with the new patient education resource “Guru”, which enables you to further develop or simplify your patients individual explanations through various forms of media, and you have a practice management system which helps you to stay in complete control of your practice.

Find out all you need to know about EXACT™ at Stands R01, S05 and T04 at the 2009 BDTA Dental Showcase in Birmingham or call 0844 345 5767 today.

Not Just Good Looking

Design Matters

Takara Belmont has successfully managed to dispose the old adage “you can’t please all of the people, all of the time” with the launch of Clei II.

Enhanced Specification

Like all good makeovers, there are many significant improvements, which collectively result in an exquisite transformation. The Clei II, with its ability to make it easier for you whether sitting in an armchair, it makes this less intimidating for patients, whilst offering obvious ergonomic benefits to the Operator.
Pre-Approved Finance

BRAEMAR FINANCE

With pre-approved finance from Braemar, you can buy now and pay later, or pay for your chosen equipment at show case.

You can order equipment direct from one or several suppliers allowing total flexibility and indicate Braemar as your method of payment.

Braemar wish to remind you that HMRC propose to increase the VAT rate from 01 January 2010, adding further cost to any purchase, so buying now can save you money. The additional 2.5% will add £569.00 a purchase of £20,000 so the savings are significant.

In addition with the first £50,000 of capital expenditure in each financial year eligible for 100% tax relief, it really is the time to make that investment in large equipment and installation. They can also help to spread the costs with attractive hire purchase agreements that take advantage of the reduced VAT rate, so now really is the time to make that investment in large equipment or a surgery refit.

Our Equipment Department have a sales team waiting to help you through the minefield of product selection, planning and installation. They can also help to spread the costs with attractive hire purchase agreements that take advantage of the reduced VAT rate, so now really is the time to make that investment in large equipment or a surgery refit.

Dental laboratory’s that offer quality products, reasonable prices and outstanding service will be favoured – but what should you expect from your lab?

Quality - Perfect aesthetics for your patients, including marginal fit, occlusion, anatomical contouring and shade matching

Personal Service - A solid relationship with tailor made solutions and options that fully suit the needs of your practice

Guarantees – For at least three years on everything the lab sells, including materials

Price – Transparent pricing policy to offer you the most competitive prices in the industry

BriteRite Dental Laboratory combines the standards and values of the traditional dental laboratory with the contemporary work ethic of today’s dentist. Who is ready for a fresh, approach to cosmetic crown and bridgework solutions?

Call 0208 455 5521 or go to www.brite-rite.co.uk to see the biterite difference.

Rotary Endodontic Procedures

Embrace Endodontic Success!

Mrs ProTaper Universal lies at the centre of most successful Endodontic procedures in the UK. Due to her unique shape, she cuts quickly ensuring efficiency, whilst maintaining flexibility, whether you are heading straight or into a curve. She doesn’t mind how experienced you are, whether you are a GDP who hasn’t used her before or an Endodontist, she’s high quality and easy to work with, ensuring excellent and consistent results every time. She’s a true exception - let her be at the heart of your endodontic success.

ProTaper Universal is the market leader with 56.4% market share (Q3, Q4 2008 data)

DENTSPLY’s Rotary Endodontic Team understand that excellence in endodontics is a must. So from access to restoration we will help you achieve consistent reproducible results. Each of the high quality products work perfectly together, achieving excellent clinical outcomes, offering a simple, cost effective and predictable way to excel in endodontics. “Embrace endodontic success” with DENTSPLY’s Rotary Endodontic Team!

Access with Mr Start, X1X Ultra-sonic Tips “Access all areas”
Shaping with Mrs ProTaper
Universal NITI file “She’s a true exception”
Irrigation with Mr Glyde® KITa-based Lubricant “A smooth operator”
Obturation with Miss All Plus® Sensis Care® Plug “Easy as 1, 2, 3”

So, while all dental dealers can give you the 15% VAT rate until December 51st, don’t you want the best in price, range and service too? Start saving now call us on 0800 585 586.

Healthy gums are easy to handle!

Healthy gums are easy to handle, thanks to Curaprox’s innovative interdental brushes.

Invented by Curapox over 50 years ago, interdental brushes are the most effective method of tackling periodontal disease. With a range of brush sizes colour coded for convenience, patients will find oral healthcare easier than ever.

The ergonomic design of the brush handles means they’re simple to manipulate, reaching any part of the mouth with ease. For optimum access, Curaprox brushes are also interchangeable with the range of robust aluminium handles.

Featuring a strong, durable yet flexible wire core and soft bristles, Curaprox’s range of interdental brushes offers a simple, practical and effective method of oral healthcare: with regular use patients will see a rapid improvement.

With 50 years of experience, Curaprox offer the most durable and cost-effective brushes on the market.

For more information please call 01480 862041, email info@curaprox.co.uk or visit www.curaprox.co.uk.
Industry News

Save the planet and money!

Visitors to the BSDHT Oral Health Conference & Exhibition at the Bournemouth International Centre on the 16th–17th October will have the chance to sample this innovative new addition to the Sensodyne Pronamel brand.

Samples of GSK’s product range can be requested by visiting the dental professionals website www.gsk-dentalprofessionals.co.uk or alternatively by calling 0845 6000 441.

Nobel Biocare Implant Education Centre

The Implant Education Centre, based in Leicester, in conjunction with Nobel Biocare is pleased to welcome delegates to the outstanding One Year Dental Implant training programme.

Designed for dentists with a basic knowledge of implants who want guidance through simple and safe implant treatments, the course also offers support on more complex and advanced cases. GDC registered delegates will benefit from the many highlights of this programme including:

- 158 CPD Hours
- 12 modules over 12 months – 15 days training
- Exceeds the GDC training standards in implant dentistry
- 60% hands-on live surgery and 40% theory
- A 5 day, hands-on, cadaver module in Washington DC

Lead by Chris Lucas BDS, and a 26 strong training team, delegate feedback has been exceptional with comments such as: “Very clinically focused, exactly what I wanted” and “A very different experience from any other training or development I have been involved in within dentistry.”

Nobel Biocare continues its commitment to dentistry by supporting outstanding education and events programmes offering quality-training solutions for the entire dental team.

For more information call +44 (0)116 240 6441 or visit www.implanteducationcentre.com.

Vizilite Plus™ Screening Test for Oral Cancer

Vizilite Plus™ is a simple technology to assist in the early detection of oral abnormalities including premalignant lesions and oral cancer.

Vizilite Plus™ comprises of a chemoluminescent light source (Vizilite) to improve the identification of lesions and a blue phenolphthalein dye (TBlue) to mark those lesions identified by Vizilite. Carried out as part of a general check up Vizilite Plus is a simple, low cost, pain free and 100 % sensitive test that can help save lives or give Patients piece of mind.

Pack of 40 Vizilite Plus™ £62.78 plus VAT Pack of 20 Vizilite Plus™ £380.53 plus VAT

Dentsply

Mr SmartGem™ loves working with his indirect restorative set as it moves they always do a brilliant job together in preparing the final tooth, to ensure the final restoration fits perfectly.

When it comes to cementing the final restoration, the reliably strong Mr SmartGem2 uses his smart thinking and quick action to stick the crown in place.

Mr SmartGem2 is so smooth, he turns the final restoration, the reliably strong Mr SmartGem2 uses his smart thinking and quick action to stick the crown in place.

DENTSPY’s Indirect Restorative Team understand that crown & bridge restorations are amongst the most demanding procedures carried out by a dentist, with high expectations from their patients.

- Preparation with Miss Hi-Di®, diamond burs “A Bur’s Best Friend”
- Impression Taking with Mr Aquisul Ultra “Always makes a Great Impression”
- Temporary/Provisional Restorations with Mrs Integrity® “Looks that Last”
- Restorative Hand Instruments with Mr ARTIO® “Tools for a True Artist”
- Permanent Cmentation with Mr SmartGem2™ “Strength in Simplicity”

For more information, please contact Local DENTSPY Provincial Academic Unit +44 (0)9000 072 5315 or visit our website: www.dentsply.co.uk.

Mobile Aseptico Chair

Veloped continue to have success with the Aseptico portable range of products. The Aseptico chair, delivered with its own padded carry case is at the forefront of ‘mobile’ dentistry.

The easy clean fabric covered chair can support patients of up to 225kg at 5 adjustable heights from 28 to 50cm.

Mark Chapman, Director of Sales and Marketing commented: “We’re very excited about the way that our Aseptico range has taken off and the portable chair is a key element.”

The Aseptico range provides the ability to create a ‘dental surgery’ in any room anywhere – all you will need is power. The equipment combines comfortable dental chairs (now both Standard and Child) with operators stools, convenient lights as well as delivery systems. The delivery systems includes high and low volume powerful suction as well as a 5-in-1 syringe and an electric motor (with up to 15:1 increase this can achieve that of 450.00 rpm or very high speed turbines – as required.

You can see the chair for yourself at theVeloped stand, L22, at the BITA Dental Showcase 12-14 November at the NEC.

Mark Chapman, Mediavine Instruments Ltd, Barretts Green Road, LONDON, NW10 7AP, Tel 08774 048877.

Good for Patients, Good for Practices

Munroe Sutton International Dental Networks

The demand for dental work is growing at an unprecedented rate due to an ageing population living longer, younger generations who continue to need preventative services and maintenance of existing dental work.

Munroe Sutton has developed a patient referral plan that is affordable and effective. Unlike insurance, discount plans have no annual limits and no health restrictions.

Some of the many benefits Dentists receive from the Munroe Sutton plan are:

- Access to many potential new patients
- Support with marketing their practice through the scheme, which encourages patients to visit the dentist regularly and helps them afford desirable treatments such as aesthetic dentistry.

For more information call 020 7887 6684 or visit www.munroesutton.co.uk/dentist.

Sonicare has the X-Factor

A survey by the British Association of Cosmetic Dentistry revealed that 10% of respondents ranked Simon Cowell’s smile most highly and it is no secret that Cowell advocates all his co-stars and proteges have their teeth sorted out. This should be no problem for his X-Factor co-panelist Cheryl Cole, who along with the other members of Girls Aloud, were provided with Sonicare toothbrushes and replacement brush heads by Philips, through their dentist Wyman Chan of The Smile Studio, after he whitened their teeth.

Star of the show

Now, as the finalists are re-styled en route to stardom, Philips will be offering the X-Factor winners top of the range Sonicare FlexCare toothbrushes to help them sparkle on their close ups.

FlexCare’s cleaning power is so effective that it removes 90% of red wine, cola, coffee, tea and tobacco stains so will be perfect for erasing the signs of star excess, yet is clinically proven to be extremely gentle and safe to use on crowns and implants.

To give patients’ teeth the X-Factor, visit www.sonicare.co.uk/zip or by call 0800 0567 222.

Treat Yourself To The Perfect Practice With Genus

The delivery of gold standard patient care is only possible with the right environment. With its renowned Design and Build service, Genus offers expert assistance in project planning with bespoke practice designs, using
have further expanded the course calendar for 2010 to include a number of special events, details at the show...

Finally, every hour, Ivoclar Vivadent will give away a prize, from a New Empress Direct Kit to i-gotTOUCIL... Just visit the stand and enter!

Clean injection with Rotor

Blackwell Supplies’ innovative and fully auto-loadable Rotor Syringe range uses quality stainless steel and unique PEEK thermoplastics.

These light, moulded components, with a secure snap-fit assembly, maintain mechanical strength, stability and stress cracking resistance when exposed to the repeated, long-term high temperature autoclave cycle necessary for infection prevention.

Eliminating the use of barbs, the Rotor/S Syringe design uses the elasticity of the cartridge and thumb disk to induce carefully and easily controlled aspiration, and allows the dentist to check the correct position of the needle.

They also stop leaking anaesthetics and are resistant to a broad range of chemicals. The range includes the 2.2ml and 1.8ml self-aspirating, imperial hub thread orifice-accepting syringes and is compatible with the Astra Self-Aspirating Cartridge.

Blackwell Supplies’ Rotor Syringe range helps you achieve best practice pragmatically, combining effective infection control with durability and ease of use.

For more information please call John Jesshop of Blackwell Supplies on 020 7224 1457, fax 020 7224 1094, email john.jesshop@blackwellsupplies.co.uk.

Take No Risks When It Comes To Tax Investigations

As the economy reels, keeping hold of what you already have is challenge enough. However, if you are one of those dentists without Tax Investigation Cost Protection, you could be risking a huge slice of your savings.

HM Revenue & Customs does not just single out those people whose self-assessment tax returns contain obvious errors. They may also raise a query if there is a big difference between entries on subsequent returns, and even select cases at random.

Professional Fee Protection Ltd (PFP) provides dentists with a solution to the risk of Tax Investigation Cost Protection, or Full Enquiries, PFP gives you insurance of up to £275,000 towards accountant or investigation specialist fees.

Contact PFP today and find out how its range of policies can help you. The team will also be able to provide comprehensive Human Resources guidance with the HR Plus service.

For more information call Professional Fee Protection Ltd on 0843 597 1117 or email info@pfp.uk.com, www.pfponline.com.

Can You Benefit from Incorporation?

The move from Sole Trader/Partnership to a Limited Company can be an exciting, if somewhat apprehensive time. Incorporation can be far more sensible, durable and long-term plants reduce tax than risky ventures such as ‘tax-schemers’, which can prove to be disastrous for many dentists.

Lansdell & Rose can help you with the complexities of Incorporation and offer you a personal, bespoke service that suits you and your practice.

A Limited Company can hold many benefits including:
- Limited Liability – shareholders are limited to the capital they invest in
- Enhanced commercial and patient credibility – often seen as more credible than sole traders
- Taxation benefits – Taxation can often be reduced by up to 50%, depending on personal and business circumstances!

For more information please call Jen Smale of Lansdell &Rose on 0191 427 1029, or visit the website at www.completesmileacademy.co.uk.

NEW Kodak RVG 6500

Leaders in digital imaging and software innovation, Practice Works is proud to present Kodak RVG 6500, the latest in its impressive line of intraoral x-ray sensors. Developed to provide optimum quality digital images and improve image portability, RVG 6500 enables adaptable positioning and connectivity. Intuitive features include:
- Wireless Freedom – Portable, wireless Kodak RVG sensor, utilising state-of-the-art WiFi technology (image upload time <5 seconds)
- Intelligent Positioning System – Streamlining workflow, exclusive technology enables proper sensor alignment and angulation whilst IPS controls X-ray and X-Y beam placement to prevent distortions
- Advanced image processing
- Fully autoclavable

RVG 6500 was designed primarily for new dental nurses and also an excellent refresher course for the entire team. Offering 10 hours of verifiable CPD, DINSTAR explores the role of the Dental Nurse within the following areas:
- Health and Safety
- Infection Control
- Medical Emergencies
- Radiography
- Record Keeping
- Surgery Routine
- Working Within the Dental Team

DINSTAR was designed in conjunction with the NHS West Midlands Workforce Development Team, with the aim of increasing the number of dental nurses within the West Midlands. The course was designed by the team to provide flexible learning to help build fulfilling and successful dental careers.