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 as the world’s first and currently the most used seats 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 is so convinced of the benefits that they are offering you a free 30-day trial in your own practice. For further information please contact Bambach directly on 0800 351 189.

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 loupe and lights, our vision is to create a bespoke individual system 16 years of unrivalled experience and outstanding customer service.

Available in 2 styles, 3 frame colours and 3 frame sizes, each ExamVision loupe is individually crafted to your personal measurements at a purpose-built factory on the small, tranquil island of Samso in Denmark. ExamVision loupes combine high-quality 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 that our exceptional service combined with the superb quality of ExamVision loupe and lights will refocus your vision too.

Arrange a no-obligation consultation FreeCall 0850 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 S66 and S67 at the BDIA Dental Showcase 2009 in Birmingham, or if you are unable to attend please contact Henry Schein Minerva on 0870 10 20 45.

CEREC – Perfect Crowns
A Reality

CEREC from Sirona Dental Systems enables practitioners to use a high-tech yet simple to operate device to produce all dental ceramic restorations in a single surgery visit, without the need for impressions or temporaries.

In recent years the advent of the CEREC system has improved the quality of treatment for patients, and enhanced the efficiency of the modern dental practice. CEREC not only saves time, but also lab bills which can run in to a costly additional monthly expense.

In addition to inlays, onlays and veneers, the crown software fully automates the process of making perfectly fitted, highly aesthetic crowns, with excellent compressive and tensile strengths. CEREC prostheses are almost undetectable in the mouth due to the perfect life like appearance.

The remarkable CEREC technology offers the very best in clinical excellence making dentistry a more enjoyable experience for the practitioner and patients alike. What’s more, patients love CEREC too!

For further information please contact Sirona Dental Systems on 0845 071 5040 or e-mail info@sironadental.co.uk.

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 Dentistry 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, our product design, quality materials and exacting engineering enable Predator Turbo burs to cut faster than straight bladed burs and smoother than regular dentated burs. Predator Turbos are the strongest, sharpest and most durable burs available.

All shapes are available in a unique Solo Peel blister pack as well as convenient clinic packs.

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

A plus for any practice

You are your practice’s most important asset and maintaining your health is vital. Sirona is here to design your 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 C5x, C4x and C5x 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@sironadental.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 EXACTM.

EXACTM™ 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 EXACTM™ at Stands R01, S05 and T04 at the 2009 BDIA Dental Showcase in Birmingham or call 0845 545 5767 today.

Not Just Good Looking

Design Matters

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

Enhanced Specification

Like all good makeovers, there are many significant improvements, which collectively result in an exquisite transformation. The Clee already boasts a design of distinction; its’ folding leg rest making it easy as sitting in an armchair. This makes it less intimidating for patients, whilst offering obvious ergonomic benefits to the Operator.
Good Looking
As a society we are obsessed with aesthetics, and, Takara Belmont has taken the opportunity to add a few more ‘finishing touches’ to the latest Cleo model. A treatment centre is the first thing a patient will see in your surgery and they are quite likely to judge the practice on what it looks and feels like.

Beauty without Compromise
Enhanced aesthetics can often be at the expense of functionality, reliability and cost. Takara Belmont is confident that the Cleo II will not disappoint on any of these accounts. Its robust build will last a lifetime but for those looking for extra peace of mind it’s covered by Belmont’s standard extended warranties.

Pre-Approved Finance

Braemar Finance

With pre-approved finance from Braemar Finance in place you will have more time to locate and order your chosen equipment at Showcase.

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 could save you money. The additional 2.5% will add £50/£100 to 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 does make sense to make that purchase now.

Call us on 01563 852100 where purchase now.

Is your lab working as part of the team to make sure your patients are satisfied?

Even in the current climate, there is a growing demand for cosmetic & restorative dentistry and patients are paying out their hard earned money to achieve a dazzling smile at a decent price. They trust their dentist to deliver quality restorations quickly and at a reasonable price.

Dental laboratory’s that offer quality products, reasonable prices and outstanding service will be favored – 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

Gutta Percha “Easy as 1, 2, 3” – Fluoride delivery with Mr Glyde™

Irrigation with Mr Glyde™

Temporary Restoration with Mr Cheynial Molar” Glass-ionomer “She’s slick and non stick”

For more information or to book an appointment, please contact your local DENTSPLY Product Specialist on: +44 (0)8000722515 or visit our website: www.dentsply.co.uk.

Beat the VAT increase and get the best in price, product range and service too with The Dental Directory!

Remember, the VAT rate is likely to rise to 17.5% at the end of the year, so beat the increase and buy now to save an extra 2.5%!

With our huge range of 25,000 products, free next day delivery, choice of ordering systems, and our continual campaigns to offer Dentists the very best value for money, The Dental Directory has always been the place to order your dental sundries, consumables and equipment.

Our Equipment Department have a solution 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.

Dedicated Orthodontic and Oral Hygiene Product Managers are available to offer specialist products and advice that can not only save you money, but also increase your practice revenues.

So, while all dental dealers can give you the 15% VAT rate until December 31st, 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 Curaprox over 50 years ago, interdental brushes are the most effective method of tackling periodontal disease. With a range of brush

ods coded for conven-
28 Industry News

Visitors to the ISHHT Oral Health Conference & Exhibition at the Bournemouth International Centre on the 10th–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-dentalproducts.co.uk or alternatively by calling 0845 6000 441.

Nobel Biocare Implant Education Centre

The Implant Education Centre, based in Leicester, in collaboration 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. GC 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.co.uk.

Save the planet and money!

Personally, more and more of us are recycling glass, cardboard and many other regular household items. Why can’t we recycle more at the practice?

Wouldn’t it be good if there was one place that you could buy and sell used equipment? Where you could buy today to expand your dental sundries before they are out of date? Or buy returned and refurbished supplies?

There is: www.inventorycircle.com. Why not visit today and register for free? You can buy and sell:

• Time sensitive (soon to expire) supplies
• Returned equipment & supplies
• Used equipment
• Refurbished equipment

Your practice can make money out of equipment or supplies that were just going to be thrown away. Recycling in its truest sense! And, unlike advertising, you pay nothing to list your equipment or supplies for sale on Inventory Circle – you only pay a small commission once the items are sold.

Dentsply

Mr SmartCem™2 loves working with his indirect restorative system as he always chooses a beautiful job in preparing the final tooth, to ensure the final restoration fits perfectly.

When it comes to cementing the final restoration, the reliably strong Mr SmartCem2 uses his smart thinking and quick action to stick the crown in place. Mr SmartCem2 is so smooth, he turns to gel when setting to make the clean-up really easy. Give him a go!

DENTSPYLS Indirect Restorative Team understand that crowns & bridge restorations are amongst the most demanding procedures carried out by a dentist, with high expectations from our patients.

• Preparation with Miss Hi-Di-Dah, diamond burs “Dahms are a Burs Best Friend”
• Impression Taking with Mr Aquasis Ultra “Always makes a Great Impression”
• Temporary/Provisional Restorations with Mrs Integrity™ “Looks that Last”
• Restorative Hand Instruments with Mr Arties™ “Tools for a True Artist”
• Permanent Cmentation with Mr SmartCem2 “Strength in Simplicity”

For more information, please contact your local DENTSPLY Proroot Specialist on +44 (0)800 072 5315 or visit our website: www.dentsply.co.uk.

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 phenothiazine dye (TBlue) to mark those lesions identified by Vizilite. Carried out as a general check up Vizilite Plus™ is simple, low cost, pain free and 100% sensitive test that can help save lives or give Patients peace of mind.

Pack of 40 Vizilite Plus™ £622.78 plus VAT Pack of 20 Vizilite Plus™ £350.55 plus VAT

For further information, please contact Panadent 01689 888788 or visit www.panadent.net.

Mobile Aseptico Chair

Velopex continue to have successes with the Aseptico portable 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 ‘dentist surgery’ in any room anywhere – all you will need is power. The equipment combines comfortable dental chairs (now both Standard and Child) with operator stools, convenient lights as well as delivery systems. The delivery systems include high and low volume powerful suction as well as a 5-in-1 syringe and an electric motor (with 3:1 increaser this can achieve 1500 rotation or very high speed turbines – as required).

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

Mark Chapman, Management Insumtments Ltd, Barretts Green Road, LONDON, NW10 7AP, Tel 07734 044877.

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

Munro & 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 Munro & 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.

No long term commitment. Dentists can continue participation with a simple 50 day notice period.

Patients pay each time they visit the dentist

Simple, effective and tried and tested by millions of Americans. Munro & Sutton offers increased profitability for UK dentists with no extra outlay.

For more information call 020 7887 6884 or visit www.munro-sutton.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 protégés have their teeth sorted out. This should be no problem for his X-Factor 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 80% of red wine, cola, 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/dsp or by call 0880 0567 222.

Treat Yourself To The Perfect Practice With Genius

The delivery of gold standard patient care is only possible with the right environment. With its renowned Design and Build service, Genius offers expert assistance in creating a practice with bespoke practice designs, using...
Computers and Design

From the brand new Empress Direct Composite System to market leading IPS e.max – this year we really have the products and solutions to help you in your Practice and Laboratory.

We will also have details of over 15 new product additions, including: AdheSE. One F, in the brand new Vivadent – designed with simplicity in mind. Once you try it, you cannot guarantee you will not revert back to mixing & bottling!

New technology will be on show including developments with our CAD/CAM materials, that new and unique Denture Teddy Phoners as well as additions to our award winning curing light range, Bluephase.

We know how important CPS is to you, Vivadent invested more than ever before in Courses for Dentists, Hygienists and Technicians. We 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 iSotoC:LiC... Just visit the stand and enter.

Clean injection with Rotor

Blackwell Supplies’ innovative and fully autovalvable 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 cycles necessary for infection prevention.

Eliminating the use of bars, 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 anesthetic and are resistant to a broad range of chemicals. The range includes the 2.2ml and a 1.8ml self-aspiring, imperial hub thread needle-accepting syringes and is compatible with the Astra Self-Aspiring 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 1494, email john.jesshop@blackwellsupplies.co.uk.

Can You Benefit from Incorporation?

The move from Sole Trader/Partnership to a Limited Company can be an exciting, if somewhat untypically important experience. Incorporation can be a far more sensible, durable and long-term plant to reduce tax than risky ventures such as ‘tax-schemes’, 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 could hold many benefits including:

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

NEW Kodak RVG 6500

Leaders in digital imaging and software innovation, PracticeWorks 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 Wi-Fi 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

ON APPROVED RVG technology of Colson, scintillation and optical fibre.

- Improved Integration – Compact, lightweight design features eliminate cables and fit any practice décor. Enhanced computer interface system and specific FMS interface provide improved productivity
- PracticeWorks deliver superior innovation without compromising quality or ease of use. RVG 6500 is robust and reliable, compatible with the majority of X-ray generators, its WiFi technology even enables digital images to be transferred to an iPod.

For more information call PracticeWorks on 0800 109 9092 or visit www.practiceworks.co.uk.

Supporting The Entire Dental Team!

Smile-on in conjunction with the NHS West Midlands Workforce Development Unit was delighted with the response from the recent DNSTART free program and training package that was given to all practices in the West Midlands region.

To help the teams get started, there were also several free information and training evenings around the West Midlands Region with delegates receiving a complimentary buffet and 1.75 hours of CPD. One lucky delegate was also fortunate enough to win a brand new laptop preloaded with training software worth over £2000 pounds!

DNSTART was designed primarily for new dental nurses and also an excellent refresher course for the entire team. Offering 10 hours of verifiable CPD, DNSTART explores the role of the Dental Nurse within the following areas:

- Health & Safety
- Infection Control
- Medical Emergencies
- Radiography
- Record Keeping
- Surgery Routine
- Working Within The Dental Team

Smile-on is proud to support all dental professionals by offering flexible education and accessible learning to help build fulfilling and successful dental careers.