More than just a yellow repair bag

How BA International manages to stay ahead of the dental equipment repair business

By DTI

NOTTINGHAM, UK: For almost 25 years, BA International has been at the forefront of the handpiece repair business, providing repair and sales services to dental clinicians all over the UK. According to its own words, no other company can provide dentist with the full service peace of mind that it offers. Its ISO 9001 certificate ensures that it has quality management systems in place, to ensure exacting industry standards and to continually develop and improve its services. With over 350 combined years in the handpiece repair industry, its fully OEM accredited engineers, who are approved by companies like KaVo, W&H, NSK, Sirona, Bien Air, JMi ESPE, Elma, SciCan, Nitram, Henry Schein, Micro-Sleega and EMS, ensures that customers get the best possible service in the industry.

To this day, it continues to work with dentists up and down the country to surpass expectations in what a repair company can offer in terms of quality and competitive pricing. So how do they do it without being just a yellow repair bag? At the beginning, dentists use the free industry recognised prepaid repair bag to send in their handpieces. BA returns them in protective reusable & autoclavable BA Steriboxes to ensure that the handpiece arrives safe and sound. In addition to handpieces, BA can also repair a huge array of small equipment devices such as amalgamators, ultrasonic baths, DAC and SciCan Statim autoclaves, curing lights and endo units, among many other things.

For this, the company creates custom made insured boxes using foam moulding technology to protect the equipment during transit to ensure that it arrives safely. When clients receive their items back safely, they can keep the custom box for the future thus saving them further possible costs.

After a concise initial examination of the arriving handpieces and equipment, BA offers a free quotation on all repairs in order to allow clients to make an informed decision on whether it would be beneficial to repair an existing handpiece or invest in a new of their own state-of-the-art handpieces. The company offers steel & ceramic bearing replacements & cartridge replacements for all makes and models. In addition, they provide world leading high quality BA parts as well as OEM spares.

With every single one of our repairs, BA includes a full strip clean and service to ensure that handpiece return as new. It also carries out very specific tests in its repair facility during the service process which include chuck retention, speed and concentricity tests, as well as checks on the water system, chip air and air exhaust to ensure that every handpieces is in full working order. The company also has an extensive range of handpiece spare parts and can offer a same day turn around on most handpiece repairs, where applicable. BA is extremely proud to stock the largest amount of spare parts in the UK, more than any other provider and is therefore more likely to offer a same day turn around.

BA can offer free preventative maintenance advice upon request to help reduce a handpiece repair overheads and maximise the chair time utilisation. By advising dental staff over the phone on preventative maintenance, the company has found that it dramatically reduced their custom er’s overheads and repair expenses. It can also offer advice on servicing, maintenance, regulations and recommended use of handpieces and dental equipment. Working with leading manufacturers, BA also offer guidance on reprocessing and adhering to the HTM01-05 guidelines in the most cost effective and time efficient ways.

Also available from the company is after sales services on repairs and purchases as well as consumables. So in case customers have any requirements from a handpiece or piece of small equipment, its staff can advise the best product for any clinical needs. As they are an approved DAC service centre, BA International also offers validation and servicing for the DAC Universal. Its loan service ensures that whilst DAC is with them, customers are not left without one therefore not disrupting their daily operational requirements. Loan services can be also on many items to help customers when they need it the most. BA International work with dentists to ensure that they experience as little interruption in their clinical work as possible thus ensuring the best patient care.

As you can see, BA is far more than just a yellow bag. It says it can offer all this at the best price in the industry and if you can find a better price, it will beat it. So why not call their technical service department to find out if they can repair your faulty device.

More information on BA International and its services are available online at www.bainternational.co.uk.

Dental Tribune International

ESSENTIAL DENTAL MEDIA

www.dental-tribune.com
By DTI

LONDON, UK/SAN JOSE, USA: In September, Align Technology announced that the 4 millionth Invisalign patient has started his treatment in London. In celebration of this milestone, the company has called upon its followers to share a photograph of their smile on social media platforms. Align Technology will match every post with a $1 donation to international children’s medical charity Operation Smile to raise money to provide free surgeries for children with cleft lip, cleft palate and other craniofacial defects.

In particular, Align Technology has urged its followers to take and post a selfie with a hand-written sign reading “#4millionsmiles” on Facebook, Twitter or Instagram. People can also make use of Align’s template messages. Every smile posted will be included on a geolocation world map on a dedicated website. The initiative runs through September and is aimed at raising the equivalent of $100,000 to provide operations for 400 children in need.

Non-profit organisation Operation Smile has provided hundreds of thousands of free surgeries for children and young adults in developing countries who were born with cleft lip, cleft palate or other facial deformities. It is one of the oldest and largest volunteer-based organizations dedicated to improving the health and lives of children worldwide through access to surgical care.

Since 1982, Operation Smile has developed expertise in mobilising volunteer medical teams to conduct surgical missions in resource-poor environments while adhering to the highest standards of care and safety. Operation Smile helps to fill the gap in providing access to safe, well-timed surgeries by partnering with hospitals, governments and ministries of health; training local medical personnel; and donating much-needed supplies and equipment to surgical sites around the world.

Founded and based in Virginia Beach, US, Operation Smile has extended its global reach to more than 60 countries through its network of credentialed surgeons, paediatricians, doctors, nurses and student volunteers.

In celebration of World Smile Day on 7 October, Align Technol-
UK implant market gets a new player
MIS to expand its worldwide business to the British Isles

By DTI

LONDON, UK: According to latest statistics by market intelligence provider idata, the UK market for dental implant fixtures is currently showing the highest growth within Europe mainly owing to its underpenetration compared to other countries like Germany, Switzerland or Italy. This makes the country attractive for many small and medium-sized providers that now see the chance to have their share of this promising market.

One of them is the Israel-based company MIS, an acronym for “Make it simple” and also the company’s motto, which after successful ventures in Europe and other parts of the world is now taking its first steps to open its own business in Britain.

For many the name MIS may only sound familiar due to its recent acquisition by Dentsply Sirona, but the company is actually a long and established provider of dental implant solutions, particularly in emerging markets in Eastern Europe and South America. But the recent step, which followed takeover rumours by a number of implant companies, will not affect the company’s expansion plans in Britain, if you want to believe Central and Eastern Europe & UK Regional Manager Alex Raychuk. Indeed, MIS plans to keep his brand separate as much as possible from those of its new parent company.

“We are actually very proud that Dentsply Sirona has shown that kind of interest in us and expect a number of good synergies come out of this transaction that will not only benefit our company but the whole market,” Raychuk said.

A native of Belarus and currently living in Germany, Raychuk has been overseeing the company’s development in Eastern and Central Europe since 2011. For the last two years, he has been also observing the market in the UK extensively as a visitor to trade shows, for example, and thinks that it holds a large potential for his company to grow.

“We wanted to enter this market in the right way and at the right time because it is very important to come here ready and to take the proper steps to start a business,” he explains the reason why MIS has not approached this large market yet. “The UK market is developing very dynamically and offers some very exciting opportunities.”

“I believe we are now here at exactly the right time,” he further explains.

Coincidentally, MIS already had its first major product launch at Europerio in London last year, which saw the introduction of the Vy concept. Designed in collaboration with leading clinicians, including Prof. Nitran Rizghacho and Dr Yuval Jacoby, both from Israel, as well as Dr Eric Van Dooren from Belgium, this new implant is suitable for a wide range of surgical scenarios and promises immediate biological benefits for better treatment outcomes. Its design aims to provide both specialists and general practitioners with optimum flexibility in implant planning and placement for a restorative-driven approach. In particular, the triangular shape of the coronal portion is intended to encourage bone regeneration and to gain greater volume of bone in support of stable surrounding soft tissue for restorations with improved aesthetics. According to Raychuk, it has also been a commercial success with over 20,000 implants sold since last year’s launch.

“It is a modern approach on implantology that is based on extensive scientific research and developed to provide clinicians with an advance from the start,” he said. “It is also a high quality product and with it we believe we can bring good value to the market.”

In addition to its latest premium product, MIS offers a number of established implant brands such as CI and SEVEN, as well as prosthetic options, bone grafting materials and solutions for digital dentistry like the MAGUIDE for the production of surgical drilling templates based on a prosthetic-driven implant plan. With the expansion of the company’s business, the UK market in the UK will now also be able to purchase and receive first-hand support, according to Raychuk.

In his role as Regional Manager, MIS’s Alex Raychuk, MIS Central and Eastern Europe & UK Regional Manager, is responsible for the growth of the MIS business in the UK, Ireland, continental Europe and Russia. He is also in charge of providing customers with world-class clinical support, training and education, including the company’s Clinical Masters Program, which is now available in Scotland and Wales.

The MIS Clinical Masters Program is a 11-day intensive live training with the Masters in Como (IT), Heidelberg (DE), Barcelona (ES) and live online mentoring and on-demand learning at your own pace and location.

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Dr Joan Costa
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For more information about the MIS Clinical Masters Program, please visit www.mis-implants.com or contact us at tel.: +49-341-484-74134 email: request@tribuneCME.com

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Curriculum fee: €11,900

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Details on www.TribuneCME.com

For the time being, it plans to concentrate on education, for which the company is known for through its internationally renowned speakers. High quality education is very important and part of the soul of our company.”

More information about MIS and its products in the UK are available online at www.mis-implants.com. Raychuk can be contacted directly at alexander@mis-implants.com.