Back to New Orleans

The Big Easy will once again host ICOI Winter Symposium

By R. Craig Johnson, Executive Director, ICOI

Catering to membership requests, the ICOI will return to the Big Easy, New Orleans, for its Winter Symposium. The dates for this meeting are Jan. 16–18. The venue will be the Marriott on Canal Street.

ICOI co-chair Dr. Kenneth Judy is the scientific chair for this meeting, which has as its theme, “Fine Tuning Today’s Implantology.” Invited speakers include Drs. Charles Babbush, Richard Kraut, Jack Hahn, Carl Misch, Rick Ferguson, Jin Kim, Pablo Galindo, Michael Sonick, Georgios Romanos, Alvaro Ordonez, Aldo Vicari, Keith Progbhm, Guido Sarnachiaro, Gerard Scortecci, Avi Schetritt, John Olsen, Scott Ganz, Ady Palti, Konstantinos Vala-

Brazilian, Russian, Indian and Chinese implant markets to see rapid expansion

By Dental Tribune International

According to a new report, the Brazilian, Russian, Indian and Chinese (BRIC) markets will be the fastest-growing dental implant markets worldwide in the next few years. It is believed that they will reach $1.3 billion in 2021 owing to the rising number of dentists learning to perform implant procedures and the increased importance of local low-cost competitors for the international dental industry.

According to the Millennium Research Group (MRG), a Canadian provider of strategic information to the health care sector, Brazil currently represents the largest of the BRIC markets and will continue to generate the highest proportion of revenues, accounting for more than 50 percent of all dental implant revenues. Dental implants have been available in the country for a long time and many Brazilians seek this treatment owing to a high level of esthetic consciousness in the society.

With regard to market expansion, however, MRG predicts that the less mature Russian, Indian and Chinese markets will have greater growth, with the dental implant market in China experiencing the strongest development.

“Price competition will be less prevalent in China than in Russia, India or Brazil,” said MRG analyst Jeremy Seath. “Chinese dentists place greater emphasis on brand names and premium products because it improves the appearance of their practices to patients. The majority of patients undergoing dental implant treatment in China continue to be of a wealthy social class and they are more likely to request higher-priced brands. As a result of this trend, the aggregate selling price in China was more than double that of the other BRIC countries in 2012.”

MRG also stated that low-cost products will gain more importance as price competition intensifies worldwide.

Although the increasing availability of low-cost products will make dental implant procedures more accessible to patients, this trend will ultimately impede revenue, MRG suggested. Therefore, international competitors, particularly in Brazil, will be looking to meet growing demand for implants by acquiring local low-cost companies to offer low-cost products alongside their premium devices. In 2012, for instance, Straumann acquire a 49 percent stake in Neodent, a leading dental implant company in Brazil.

The report, titled “BRIC Markets for Dental Implants 2013,” can be accessed on MRG’s website.
ICOI, Page B1

vanis, Randy Resnik and Rob White.

Young implantologists attending this symposium will be treated to some "vet-

ers" to the science of oral implantol-

ogy. The first speaker of the program, Dr.

Jack Hahn, will deliver a self-effacing

lecture on 40 years of clinical experience and

enthusiastic implant failures, while ICOI's

President Elect, Dr. Gerard Scortecci, will

deliver a self-effacing

In addition to the 1½-day general ses-

sion, several p r e - s y m p o-

sium sponsored workshops will take place.

Companies hosting these four-hour courses include MIS, Zest Anchors, Intra-

lock, BioHorizons, DENTSPY Implants, Salvin Dental Specialties and the Misch

International Implant Institute for complete information on these cours-

es, visit the ICOI web site at www.icoi

neworleans2014.org.

Concurrent with the doctors' program

will be a 2½ day-program for auxiliary

team members that will focus on en-

hancing and understanding patient as-

essment, treatment planning and clini-

cal procedures.

In addition to the ½-day general ses-

sion for the auxiliaries, four all-day cer-

ification courses and workshops will be

held for hygienists, dental assistants, practice management and implant coor-

dinator staff members. Doctors should

courage their staff members to attend

the symposium as a means of enhancing

individual practices.

The ICOI also encourages those who

wish to participate in the educational

experience by giving a table clinic or poster presentation to submit a request to

the chair for the table clinic/poster

presentations, Dr. Avi Schetritt at dravi@-

perso.org.

The French Quarter, the Garden Dis-

trict and all that New Orleans entails

await our delegates to this always excit-

ing venue.

For more information on this

upcoming conference, we invite you to visit our web site, www.icoi

neworleans2014.org, and "Laissez les bon temps rouler!" (Let the good times roll.)
NEW!

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Meisinger’s High Altitude Bone Management Winter Camp features world-renowned speakers

From Feb. 5-8, the High Altitude Bone Management Winter Camp by Meisinger will take place for the fourth consecutive year. World-renowned speakers will present numerous lectures and hands-on workshops on current topics and trends in implantology.

The Westin Riverfront Resort & Spa and the winter landscape of Beaver Creek, Colo., will make the Winter Camp an unforgettable event for attendees, organizers say.

During the event’s numerous lectures and workshops, participants will gain an understanding of all challenges of modern implantology and Meisinger Bone Management. The topics will range from “Maxillary Arch Reconstruction: Single Tooth to Full Arch” to “Sinus Elevation with the Crestal Approach.”

The lectures will be presented by renowned speakers including Dr. Michael Pikos, Dr. Bach Le, Dr. Sascha Jovanovic and many others. The speakers will demonstrate practical solutions for complicated situations. Additionally, there will be the opportunity for direct talks with speakers and colleagues.

For more information and registration, visit meisingerusa.com.

About Meisinger USA
Meisinger USA represents Hager & Meisinger GmbH, one of the world’s leading developers and manufacturers of rotating high-tech instruments in the field of dental and medical technology. The range of diamonds, carbides, drills, abrasives, polishers and special procedural sets for general dentistry, endodontia, orthodontia, oral surgery and oral implantology, comprises around 12,000 products.

About Meisinger Bone Management
Hager & Meisinger have developed the Meisinger Bone Management product line in cooperation with leading academics and practitioners. The objective was to enable a significantly larger group of users to be able to supply implants safely. As a complete system solution, Meisinger Bone Management allows controlled optimization of the bone implant site coupled with keyhole surgery and simplification of implantation even with complex indications — no matter which implant system is chosen. Meisinger Bone Management provides the necessary instruments including accessories for all the tasks required for implant preparation.
OSADA Enac Model: OE-F15

Long awaited Bone Cutting Specialist with Extended Boosting Power

OSADA Enac
Model: OE-F15
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With ST 106
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Torque-safety feature prevents damage to implant interface

Square top detaches with impression for metal to metal transfer accuracy

Two-Piece fixture-mount (patent pending) with preparable abutment

Concave transgingival profile matched with healing collar to shape soft tissue for improved esthetics

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Unless noted, prices are exclusive of taxes and freight.

1. New and not commercially available

2. US only for Integra 2 P TYPES, abutments, and transfer kit as of August 2013.

3. US only for Abutment Angled w/ Cap & Transfer Sleeve as of July 2014
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Learn about all the benefits of Drake Labs

Mark Stueck, CDT, is the implant specialist at Drake Dental Laboratory. Stueck has been with the company since 1989.

The evolution of CAD/CAM technology now provides an opportunity for Drake Dental Laboratory to create implant abutments with clinically proven zirconia, goldhue and titanium materials in single- or multiple-unit applications.

Drake Labs can produce well-designed abutments that provide ideal soft-tissue management by creating the proper emergence from the implant interface to the desired gingival margin.

This revolutionary technology provides the most predictable and cost-effective foundation for the resulting full-coverage definitive restoration, according to the company.

Drake's implant specialist, Mark Stueck, CDT, has been with Drake Dental Laboratory since 1989. He is a member of the American Academy of Implant Dentistry, Charlotte Implant Study Club and Charlotte Chapter of the Seattle Study Club, NBC and NADL.

Drake Dental Laboratory offers:
• patient-specific design,
• titanium, goldhue and zirconia materials choice,
• ideal emergence profiles,
• accurate and precise margins,
• cost effectiveness and cost predictability,
• and compatibility with most implant systems.

Henry Schein to invest in BioHorizons

Henry Schein, provider of health care products and services to office-based dental and medical practitioners, has announced plans to invest in dental implant manufacturer BioHorizons. With the strategic acquisition, which follows an investment in European company CAMLOG Biotechnologies, the company aims at expanding its position in the dental specialty market.

Henry Schein reached an agreement to acquire a 60 percent interest in BioHorizons, a U.S.-based manufacturer of advanced dental implants sold internationally. Under the agreement, BioHorizons, with revenue of approximately $115 million, will continue to operate as an independent company. The financial terms of the proposed transaction were not disclosed. Henry Schein expects to complete the transaction by the end of the year.
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Combined with PreXion3D Viewer software, implant planning tools, and a blazing fast Thin Client Data Server environment, the Eclipse provides dental professionals with the most accurate assessment of the bone and surrounding anatomy.

For a demonstration, please call 1-855-PREXION or visit us at http://www.prexion.com/dental/eclipse.html

With over 800 CBCT placements worldwide, PreXion is the #1 dental CBCT scanner sold in Japan.
BIOLASE introduces GALAXY BioMill

By Sierra Rendon, Managing Editor

If you have been holding back on the idea of utilizing chairside milling in your dental practice, BIOLASE has a new system that you may want to learn more about. The GALAXY BioMill CAD/CAM System was officially introduced in December at the Greater New York Dental Meeting.

“The GALAXY is smaller, lighter, more sturdy and more sophisticated than other chairside milling machines,” said Federico Pignatelli, chairman and CEO of BIOLASE. “Additionally, it is very competitively priced — about 30 percent lower than others on the market. The cost of maintenance for the GALAXY is also substantially lower.”

The GALAXY BioMill, developed and designed by BIOLASE in conjunction with imes-icore GmbH in Germany, is an open-architecture CAD/CAM system for scanning, designing, milling and finishing crowns, inlays and veneers in the dental office in a single appointment.

The GALAXY BioMill System will utilize 3Shape’s Trios, a fast and accurate intra-oral scanner that captures high-resolution 3-D digital images of the teeth and crown-preparation site. These are then processed through a CAD/CAM software program to design the dental restoration. The design is transferred to the GALAXY BioMill to mill the crown using the latest in esthetically pleasing, biologically compatible and long-lasting tooth-colored materials.

“The GALAXY BioMill System completes BIOLASE’s strategic plan to offer dentists a wide portfolio of high-tech hard- and soft-tissue dental lasers, 2-D and 3-D digital radiography and CAD/CAM products,” Pignatelli said. “With the introduction of the GALAXY BioMill System, BIOLASE has truly become a one-stop-shop for dentists. Not only do our technologically advanced products increase patient and doctor satisfaction, but they also offer tremendous return-on-investment.”

For example, Pignatelli explained, the GALAXY can cut in half a dental practice’s monthly laboratory fees, freeing up a substantial amount of capital to be re-invested in other cutting-edge high-tech products, such as the WaterLase iPlus or NewTom digital radiography.

Adding a WaterLase iPlus substantially increases a dentist’s return-on-investment by creating opportunities for new procedures, ensuring more efficiency on existing procedures and increasing the overall number of procedures performed in-house versus referring them to outside specialists, he added.

Pignatelli said that BIOLASE has seen a lot of interest already in the GALAXY and that the company is very optimistic about the reception it will receive in the industry.

“BIOLASE’s laser technology reinvigorated my passion for dentistry and my practice,” said Howard Golan, DDS, JD, of Golan Family Dentistry in Williston Park, N.Y. “With the introduction of the GALAXY BioMill System, BIOLASE has become the industry’s most comprehensive technology solution provider. WaterLase has been a significant revenue driver in my practice, and chairside milling is no different. I need only 14 in-house restorations per month to pay for my chairside milling machine with savings from lab fees and associated variable costs, and I currently average about 25 per month. Further, the GALAXY BioMill System has a significantly lower entry price and substantially lower operating costs than the industry leaders.”
"The new LODI System offers us a good alternative to o-ball attachments when the use of a narrow diameter implant is desired. I also like the LODI Surgical Kit. It has nifty snap-on Drill Stops and a Torque Wrench that tops out at 70 Ncm, which assists in determining the level of primary stability."

Steven H. Pratt, DDS, FAGD, FAAID

"I have placed more than 50 LOCATOR Overdenture Implants and this system is exactly what I have been looking for. It is easy to use with graduating drill diameters and multiple length drill stops, as well as paralleling pins for alignment. My patients are very happy with their treatment and I am happy to no longer hear them complain that they can lift their lower denture out with their tongue like I consistently heard with o-ball mini systems."

James G. Jenkins, DMD

"I originally tried the LOCATOR Overdenture Implant System because I didn’t have enough vertical room with the system I’ve been using. This implant from ZEST Anchors is perfect for these situations. I’m sure I’ll continue to use this implant system."

Joseph A. DeLapa, DDS

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The MGUIDE System by MIS goes beyond the guided surgical procedure

By MIS staff

With the MGUIDE Guided Implantology System, only a single CBCT scan is required in order to start the planning immediately. The stone model and diagnostic wax-up of the patient can be displayed digitally on the CBCT scan data within the implant planning software. This allows us to see the current soft-tissue contour, the future prosthesis plan, the patient’s bone volume, the implants and even the abutments. With this information, we can now create the ideal treatment plan.

In fact, by using the surgical template, we can create a model of the post-operative condition, complete with analogs, prior to the surgery. By doing this, we can fabricate temporary components to be immediately loaded after implant placement, so the patient can go home having his or her teeth.

The surgical template is printed with the latest 3-D printing technology without any human intervention. It features a unique open design, which allows an optimal line of sight, as well as excellent irrigation. Within a few days, we can have the surgical template in your practice, ready for surgery.

Case planning

The latest CBCT scan data is used for case planning, allowing the location of the implant to be positioned with the precision of one tenth of a millimeter. This reduces the risk of error, and also the risk of damaging any proximal anatomical structures. Because of the precise orientation, any bone replacement may be avoidable. In situations where bone grafting is unavoidable, then the primary fixation of the implant can be strengthened with correct placement in the existing bone. Clinical decisions such as this can be thoroughly discussed during the treatment planning.

Planning for implant placement with our system allows informed decisions to be made prior to the surgical procedure. This preparation helps ensure that the implant survival rate remains extremely high. By way of prosthetic-driven planning, actual surgery time can be reduced, and optimal implant placement results in simpler prosthetic work. Why? Because we can analyze the bone, the soft tissue and the proposed tooth placement during the planning stage. The ideal solution can be realized right from the beginning.

In overdenture cases, the axial positioning of the implants can be automatically made parallel. This allows better fixation of the prosthesis, resulting in better comfort and durability.

Surgery

Our newly designed MGUIDE Guided Surgical Kit and Tools Kit work seamlessly within our system. Unlike traditional guided surgical kits, our system has eliminated the need for guidance keys or spoons. The drills and sleeves work together to center and stop at the precise depth and positioning that was planned. Our innovative drills are sequenced according to our implant lengths, so sleeve heights are not required to be raised or lowered to achieve accurate depth. These features not only allow you to change implant lengths at the time of surgery, but also ensure that clearance is never a problem.

Raising the flap is not required, as tissue punches are provided to perform minimal-invasive procedures. This means minimal or no suturing, faster healing time and esthetically pleasing restorative results, all of which lead to greater patient and clinician satisfaction.

The MGUIDE System goes beyond the guided surgical procedure, providing you with tools specifically designed to place the implants through the template. This ensures that the actual treatment goes precisely as planned, from pilot drilling to placement.
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*For plan details, please visit springstoneplan.com. †Based on findings from an independent research study of Springstone customers conducted July 2012.
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