AO heads to Tampa

Group’s scientific program emphasizes quality, advantage of interdisciplinary team approach

The emphasis in the scientific program for the Academy of Osseointegration’s 28th Annual Meeting in Tampa, Fla., from March 7–9, will be on achieving quality and leveraging the advantage conferred by the interdisciplinary team approach.

The annual meeting program will focus on the future with the theme, “Moving Forward: Evidence, Experience, Excellence.” The opening symposium on Thursday, March 7, features some of the biggest names in implant dentistry.

Leading off will be researcher/clinician Lyndon F. Cooper, DDS, PhD, Chapel Hill, N.C., on the topic, “Translating Evidence into Treatment Predictability: What Evidence Do We Have? What Do We Need?”

Cooper is Stallings Distinguished Professor of the University of North Carolina Department of Prosthodontics and a member of the department of biochemistry and biophysics in the UNC School of Medicine. He is director of the Bone Biology and Implant Therapy Laboratory.

Cooper’s presentation will examine the current status of dental implant therapy and attempt to interrogate the levels of treatment predictability that exist for these different therapies. His presentation will be on page 4.
Laser polishing accelerates surface finish of implants, researchers say

By Dental Tribune International

AACHEN, Germany — Researchers have developed a flexible and cost-effective apparatus to polish implants automatically. The project team has managed to reduce the time needed to process dental and blood-carrying implants while maintaining their high bio- and haemocompatibility.

The surface quality of an implant plays a significant role if it is to be used in the body successfully. For example, bone implants require a porous structure so that cells can grow into them well. Other implants, however, need as smooth a surface as possible to prevent bacteria from attaching to them and the surrounding tissue from being damaged.

The MeditSurf project has made these kinds of implants the object of its research. The seven partners of the project, funded by the German Federal Ministry of Economics and Technology and led by the Fraunhofer Institute for Laser Technology ILT, recently presented their research results in Aachen.

The main focus was the optimization of the surface of the titanium ventricular assist system INCOR, made by Berlin Heart. The project aimed at reducing production time while guaranteeing high haemocompatibility. This means that the implant should leave blood corpuscles undamaged, and corpuscles should be prevented from settling on the implant as far as possible. Blood clots are prevented from forming, thus significantly reducing the risk of heart attacks and strokes.

Initially, the researchers had to establish whether laser-based polishing of the surface could obtain the same level of haemocompatibility as with conventional methods. Further advantages of laser-polished implants are reduced production time and a reduced risk of infections by bacteria. The Fraunhofer project partners managed to reduce the time needed to process dental and blood-carrying implants while maintaining their high bio- and haemocompatibility.

The surface quality of an implant plays a significant role if it is to be used in the body successfully. For example, bone implants require a porous structure so that cells can grow into them well. Other implants, however, need as smooth a surface as possible to prevent bacteria from attaching to them and the surrounding tissue from being damaged.

When it comes to outfitting a Canon digital camera with a macro flash, the best choices come from Canon, Metz and Sigma. Real flashes from real flash manufacturers - not “frankenflashes” that look like they were assembled in someone’s garage.

When you call the experts at PhotoMed, they can help guide you to the right flash for your system. Need a complete camera that includes unlimited support? We can help with that too.

The macro flash that you use for dental photography has a huge impact on the quality of your images. Not all macro flashes are up to the task and many that are being offered are not compatible with the cameras they are being sold with.

Call us and find out why we’re the best dental photography equipment and best support available.
the implants you know.

compatibility: Use your existing drills, drivers, and prosthetics.

the company you trust.

For 45 years, ACE Surgical has been dedicated to dental surgical advancements. We continue to develop and manufacture the highest quality, state-of-the-art products at competitive prices; while keeping customer service at the core of our business.

the savings you expect.

$14999 with cover screw

The infinity System allows you to place our implants with the same confidence you have with your present system. You have the flexibility of using your existing surgical drills, drivers, and prosthetics to place and restore the infinity implants.

See the infinity dental implant system and more at the 2013 AO Meeting – ACE Booth #827

acesurgical.com/infinity.html • 800.441.3100 • ACE Surgical Supply Co., Inc.
current clinical interests focus on the development of cell based tissue engineering for clinical bone formation and the immediate loading of dental implants. Other opening symposium topics and speakers are:

- “Practical and Predictable Surgical Approaches in the Esthetic Zone: Multiple Challenges,” by Daniel Buser, DDS, DMD, of Bern, Switzerland. Buser will present surgical approaches in the esthetic zone developed at the University of Bern, which offer successful outcomes with high predictability.
- “The Dental Implant: What Are the ‘Right’ Implants for Today’s Indications? Surfaces, Connections, and Flexibility,” by Clark M. Stanford, DDS, PhD, of Iowa City, Iowa. His presentation will show how the predictability of the process of tooth replacement with dental implants is becoming enhanced through the applications of new technologies expanding on our long-established protocols for implant therapy.
- “Implant Dentistry: The Interdisciplinary Advantage,” by Richard D. Roblee, DDS, MS, orthodontist from Fayetteville, Ark; Edward P. Allen, DDS, PhD, periodontist from Dallas, and Robert R. Winter, DDS, prosthodontist from Scottsdale, Ariz. Their presentation will focus on utilizing an interdisciplinary approach to maximize comprehensive results in implant dentistry.

The program retains many very popular features, beginning with the Corporate Forums Thursday morning. This year’s participants are BioHorizons, Biomet 3i, Dentistry, Geistlich Biomaterials, Hiossen, Millennium Dental Technologies, MIS, Nobel Biocare, Osteogenics, Osteohealth, Straumann USA and Zimmer Dental.

Poster presentations will be introduced Thursday afternoon, just before the welcome reception held in the exhibit area. The popular, intimate round-table clinics and limited-attendance lectures with leading experts will be Friday morning. Oral abstract research presentations will also be presented Friday morning, and clinical innovations poster presentations will be Friday afternoon, preceding the president’s reception to be held at the Florida Aquarium.

The Allied Staff Program and the Laboratory Technician Program will be held Saturday. The popular “Lunch & Learn Sessions” return Saturday at noon.

Saturday’s Closing Symposium addresses the topic, “Where Are We Today and What Does the Future Hold?”

Speakers will address esthetic parameters of tooth replacement, the role of team in implant dentistry, peri-implant tissue management and the evolving role of radiology in improving predictability.

More speakers and topics include:
- Urs C. Belser, DMD, of the University of Geneva, Geneva, Switzerland, “Contemporary Implant-Assisted Options for Patients with High Esthetic Demands: Where Are We Today and Where Will We Be Tomorrow?” Belser will discuss the rationale for an early placement/early loading concept for replacement of extracted teeth.
- David A. Garber, DMD, Henry Salama, DMD, and Maurice A. Salama, DMD, of Atlanta, on “What Was, What Is and What Will Be: The Evolving Role of Team in Implant Dentistry.” Their discussion will focus on a defined algorithm for the interdisciplinary team and will cover the diagnosis of deficiencies and the varied treatment options in detail.
- Joseph Y.K. Kan, DDS, MS, of Loma Linda, Calif, on “Peri-Implant Tissues in the Esthetic Zone: What Do We Really Know and What Can We Realistically Achieve?”
- Focusing on current implant treatment philosophies and methodologies, Kan will cover diagnosis and treatment planning, surgical, prosthetic management of soft and hard tissue for patients with high esthetic demands.
- William C. Scarfe, DDS, BDS, MS, of Louisville, Ky, on “The Evolving Role of Radiology in Improving Predictability in Implant Therapy.” Scarfe’s presentation will provide a closer look at how CBCT imaging will provide the 3-D framework for implant therapy totally within the digital domain, thereby improving treatment predictability.
- Friday morning’s program features the highly successful parallel surgical and restorative tracks, annual meeting organizers said. Speakers will include:
  - Drs. Craig Misch, Sarasota, Fla.; Robert Marx, Miami; Paul Fugazzotto, Milton, Mass.; Eduardo Lorenzana, San Antonio, Texas; Dennis Shanelec, Santa Barbara, Calif; Hideaki Katsuyama, Yokohama, Japan; Thomas Wilson, Dallas; Brody Hildebrand; Dallas; Ronald Jung, Zurich; Switzerland; Hans-Peter Weber, Boston; Stephen Parel, Dallas; German Gallucci, Boston; Mario Roccuzzo, Torino, Italy; and J. Robert Kelly, Farmington, Conn.
  - The program was created by the 2013 Annual Meeting Committee, chaired by Dr. Dean Morton, Louisville, Ky.

(Source: Academy of Osseointegration)
BE AMAZED BY WATERLASE®

SEE FIRST-DAY OWNERS & THEIR PATIENTS EXPERIENCE THE NEW WATERLASE IPLUS

The new WaterLase is simply amazing — but don’t take our word for it. Visit AMAZEDBYWATERLASE.COM to see new owners and their first WaterLase patients experience the technology on day one, or see for yourself by scheduling a demo in your practice today.

- Generate word-of-mouth referrals with WaterLase procedures that amaze your patients
- Be part of the social media buzz driving new patients to WaterLase dentists
- Work more efficiently — less local anesthetic, no packing cord, reduce chairtime
- More than 50 hours of live, hands-on training available with your system
- Total versatility compared to other laser systems

CALL TODAY TO DEMO WATERLASE IN YOUR PRACTICE
OR VISIT AMAZEDBYWATERLASE.COM TO VIEW INSTANT REACTIONS FROM DOCTORS AND PATIENTS!

© BIOLASE, Inc. All rights reserved. Made in USA by companies licensed by BIOLASE, Inc. WaterLase is a registered trademark of BIOLASE, Inc. The WaterLase 1 family of lasers is manufactured and marketed in the U.S. and some foreign countries. This ad is representative. For information, contact BIOLASE, Inc., 3220 Gateway Parkway, Vista, CA 92081. Photographs may not be used as a representation of the WaterLase in clinical use. See product insert for warranty information. Purchase Price for WaterLase Family is $25,000. WaterLase is not a substitute for surgery. Procedure performed by trained professionals. *Some restrictions apply. See product insert for details.

<table>
<thead>
<tr>
<th>Procedure</th>
<th>WaterLase®</th>
<th>PerioLase®</th>
<th>Diode Laser</th>
</tr>
</thead>
<tbody>
<tr>
<td>Soft Tissue Surgery</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
</tr>
<tr>
<td>Laser Soft Tissue Overtreatment</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
</tr>
<tr>
<td>New Attachment Procedure</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
</tr>
<tr>
<td>Calculus Removal</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
</tr>
<tr>
<td>Minimal to No Anesthetic Needed</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
</tr>
<tr>
<td>Multi-Quadrant Dentistry in a Single Visit</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
</tr>
<tr>
<td>Cuts as Fast as a High Speed</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
</tr>
<tr>
<td>Optional Crown Lengthening</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
</tr>
<tr>
<td>Root Canal Preparation</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
</tr>
<tr>
<td>Original Doctor Locator</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
</tr>
<tr>
<td>Purchase Price</td>
<td>WaterLase Family Starts at $25,000</td>
<td>$100,000+</td>
<td>$2,500+</td>
</tr>
</tbody>
</table>

Warranties and service plans may vary. BIOLASE, PerioLase, WaterLase, and other trademarks and biologics are registered or unregistered trademarks of BIOLASE, Inc. U.S. and foreign patents. For more information, visit AMAZEDBYWATERLASE.COM or call 888-460-9494.
From the moment a new patient walks into the practice, members of the dental office staff play an indispensable role in learning about the past dental histories of patients and what kind of smile that person would like to have. They have an opportunity to educate patients about options for treating missing or hopeless teeth and/or replacing ill-fitting removable prostheses. The patient experience starts with the receptionist (the face of the practice at this point), who can make patients comfortable with the knowledge that they are in the right place and will be taken care of. Receptionists must have the skill sets to graciously pass the patients off to the assistants and/or implant treatment coordinator. This transfer must be done professionally and with great care, such that patients continue to feel that they are in the right place.

Assistants generally walk the patient through the exam process and should educate the patients as to what they can expect: medical and dental histories, digital radiographs, complete physical examination, assessment, diagnosis and treatment plan options.

Treatment coordinators, depending on the particular practice, will then be called upon to explain the diagnoses and describe the benefits and limitations of the treatment plan options. Dental hygienists, who develop trust and rapport with their patients over time, can further support this process by educating them about the options that are now available.

An extraordinary opportunity for staff members to enhance their skills will unfold Saturday, March 9, at the dedicated Allied Staff Education Program that is a part of this year’s 28th AO Annual Meeting in Tampa, Fla. The program is intended for implant treatment coordinators, dental hygienists, assistants and business office staff/receptionists.

The day will start with Dr. Carl Drago’s overview of comprehensive care needs of “dentally exhausted” patients. Although many dental practitioners have spent their careers “saving” debilitated teeth, when ongoing expensive and time-consuming dental care continues to yield less than optimal results, patients may fare better by having their compromised teeth extracted, followed by immediate placement of implants and full-arch restorations. This approach represents a significant paradigm shift from “traditional” dentistry. Drago, of Waukesha, Wis., will discuss how office and clinical staff can interact with and support patients in their decisions regarding full-arch implant-supported restorations.

A significant number of patients do not warrant full-arch treatment and have one or two problem teeth or areas. Accelerated treatment protocols have been well researched and clinically proven. However, not every patient is a candidate for immediate implant placement and provisional restoration in the esthetic zone. Dr. Joseph R. Carpentieri of White Plains, N.Y., will discuss the delicate balance that must be struck between using accelerated implant-placement protocols and achieving predictable esthetic outcomes. In particular, he will focus on criteria for distinguishing which patients are good candidates for implant placement and provisional restoration immediately after extraction of anterior maxillary teeth.

After an audience-participatory discussion and a break for lunch, Dr. Robert N. Eskow of Livingston, N.J., will continue the focus on the role played by staff members in identifying potential candidates for elective implant therapy. He also will explain some of the pre-treatment therapeutic measures that can be administered to enhance the likelihood of achieving optimal results.

Before, during and after implant treatment, effective preventive care is essential to sustaining esthetic restorations, teeth and implants over time. Registered Dental Hygienist Valerie Sternberg-Smith of Summit, N.J., will be discussing the causes of peri-implantitis and how to recognize the early signs. She also will explain how to determine the best plaque-control aids for various esthetic restorative/prosthetic designs.

About the author
Anita H. Daniels of Jupiter, Fla., chairs the AO’s Allied Professional Staff Education Subcommittee. She is a registered dental hygienist.
DENTSPLY Implants is the union of two successful and innovative dental implant businesses: DENTSPLY Friadent and Astra Tech Dental.

DENTSPLY Implants offers a comprehensive line of implants, including ANKYLOS®, ASTRA TECH Implant System™ and XIVE®, digital technologies such as ATLANTISTM patient-specific abutments, regenerative bone products and professional development programs.

We are dedicated to continuing the tradition of DENTSPLY International, the world leader in dentistry with 110 years of industry experience, by providing high quality and groundbreaking oral healthcare solutions that create value for dental professionals, and allows for predictable and lasting implant treatment outcomes, resulting in enhanced quality of life for patients.

We invite you to join us on our journey to redefine implant dentistry. For more information, visit www.dentsplyimplants.com.

Visit us at booth #513 at the Academy of Osseointegration Annual Meeting to learn more.
AACD lineup revealed

Garber, Salama among the list of speakers at upcoming meeting

Courses and educators for AACD 2013 have now been revealed, including Drs. David Garber, Maurice Salama and many others among the lineup.

AACD 2013, the American Academy of Cosmetic Dentistry’s (AACD) annual scientific session, is slated for April 24–27 in Seattle. Attendees who register before April 5 will receive $150 off their tuition. To register, visit www.aacdconference.com.

What sets the AACD’s meeting apart from other dental meetings is the live learning experience, AACD President Ron Goodlin said.

“Our courses are geared toward all members of the dental team — from dentists to lab techs, hygienists, team members, office staff and more,” Goodlin said. “AACD 2013 is a place where dentists and teams can evolve together. They’ll return to their practices the following Monday with a new set of skills, new techniques and new energy.”

To see who’s on this year’s lineup, check out the AACD’s digital version of the preliminary conference guide, available at www.sxc.hu/bluetoad.com/publication/?i=85943.

The conference kicks off at 2:30 p.m. April 24 with a “power session” featuring Drs. Garber and Salama. Following the power session is the AACD’s welcome reception, which will be held at the Experience Music Project, located at the base of Seattle’s famous Space Needle.

Attendees are encouraged to register for the conference as soon as possible and to view the courses in the preliminary guide prior to course selection opening. For more information or to register, visit www.aacdconference.com.

Alongside this polishing process, a prototype apparatus has been developed at the Fraunhofer ILT for automated laser polishing of implants. For the first time, scientists have developed a glove box along with a six-axixs articulated robot, which can grasp the implants and process a complete series of them on its own. This automated machine engineering makes the entire process less expensive, more flexible and appropriate for industrial series production.
Got Torque?

surgical led+

IA-400

implantmed

elcomed

W&H Impex Inc.
6490 Hawthorne Drive
Windsor, Ontario N8T 1J9
t: +1 519 944 6739
t: +1 800 265 6277
f: +1 519 974 6121
office.ca@wh.com

wh.com/na
Managing your debt

By David Keator, Keator Group

Many investors track their assets closely — checking the Dow, following certain companies and consulting with a financial advisor. But what about the often overlooked liabilities side of the balance sheet?

There are lots of pieces to the “balance sheet” puzzle. Amazing value can be brought by addressing the debt side of an individual’s personal balance sheet. It’s just as important as the investment side.

Affluent investors, in particular, have access to a wide variety of creative lending options — the home equity line of credit and collateralized securities are considered to be chief among them. What one often finds is that clients don’t necessarily have too much debt, it’s just organized poorly. People are not taking advantage of more appropriate borrowing options. There’s debt — and then there’s debt.

Consumption vs. conservation

The difference between debt types is generally a matter of consumption versus conservation.

“Borrowing for consumption is usually not a good idea,” says Mary Sexton, former director of lending services of Wachovia Securities.

“You’re using a home equity line of credit to buy shoes? You’re accessing leverage to maintain a lifestyle you can’t currently afford? That’s borrowing for consumption. We want people to learn you should not borrow for consumptive purposes.”

Debt can be used most wisely for conservation purposes.

“These are larger expenses you just can’t fund from current cash flow, such as a big tuition bill,” Sexton says.

“It’s critical when thinking of incurring debt to consider how it will impact your investment decisions.”

With that college tuition bill, for example, it wouldn’t make sense to disrupt your long-term investment plan for a short-term need. Instead, Sexton advises, you could consider a home equity line of credit, or you may elect to borrow against your securities.

Smart debt management

To work with debt strategically, first, clearly identify your overall goals and establish priorities. Then look at all your assets and liabilities and figure out your cash needs going forward.

It’s also important to determine your suitability for borrowing and, just as with investing, set your risk tolerance level.

When you acquire debt using an adjustable interest rate, you must think about interest-rate risk. If you are borrowing in a rising-interest-rate environment using adjustable rates and the prime goes up 500 basis points (5 percent), would you have the ability to pay off the loan to reduce your risk? You need to consider the implications of borrowing. At the end of the day, you need to be able to sleep at night.

Of course, basic principles of money management hold true when dealing with interest rates, whether you are working with good debt or bad debt — you want to earn more money than you pay out.

The key is to borrow at the lowest available rate while maximizing your investment returns. You wouldn’t want to borrow on a credit card charging a double-digit interest rate while investing in a money-market fund paying below 5 percent, for example.

Selecting a borrowing method is key to smart debt management. Consider these possibilities:

• Credit cards are OK, but only if you pay off the balance. There are highly sophisticated, affluent investors who are carrying $40,000 credit-card balances and don’t have a home equity line of credit.

• A home equity line of credit works well for investors who need immediate liquidity — and even those who don’t. A home equity line is flexible, you only draw on it as you need it during the draw period. It can offer relatively low risk, may be priced at a currently low prime rate or prime plus or minus a margin, and may be tax-deductible.

It could be one of the best borrowing options available if you take into consideration your short-term, long-term and interim cash flow needs. And you never know when you’re going to need liquidity — you want the ability to access it in life-altering events. There could be a medical emergency, a divorce, widowhood. You want that line in place beforehand.

Borrowing against securities is another option. This strategy provides low-rate financing, prime or prime plus minus a margin, by using the client’s stocks, bonds and even savings accounts and certificates of deposit as collateral. Investors can continue to trade their securities and earn on their investments while they are collateralized.

The bottom line: Consult a qualified financial advisor to help you make sure you’re considering all the borrowing options available to you. It could make a dramatic difference in your future financial life.

Disclosure

All loans and lines of credit are generally subject to credit approval, verification and collateral evaluation in accordance with the lender’s underwriting standards. Not all products are available in all states. Other restrictions may apply.

Keator Group, LLC and Wells Fargo Financial Network do not render legal, accounting, or tax advice. Please consult your CPA or attorney on such matters.

The accuracy and completeness of this material are not guaranteed. The opinions expressed are those of the author(s) and are not necessarily those of Wachovia Securities or its affiliates. The material is distributed solely for information purposes and is not a solicitation of an offer to buy any security or instrument or to participate in any trading strategy. Investment products and services are offered through Wells Fargo Financial Network, LLC (WFFN), member NASD and SIPC, a registered broker-dealer and separate non bank affiliate of Wells Fargo Corporation. Keator Group, LLC, is a separate entity from WFFN.

References

1. Most home equity lines of credit are variable-rate forms of credit, meaning that the APR may increase or decrease after consummation based on changes to the index (in this example, the prime rate as published in The Wall Street Journal, Eastern Edition, was 3.25 percent on March 3, 2011) and in accordance with the terms of the Home Equity Line of Credit Agreement. The borrower may have to pay closing costs. Adequate homeowner’s insurance is usually required, and flood hazard insurance may be required. If the borrower chooses an interest-only repayment option in a state where that option is available, a balloon repayment will result.

2. Please consult your tax advisor regarding tax deductibility.

3. Margin borrowing adds risk to your investments and is not suitable for all investors. If the market value of the eligible securities in your margin account declines, you may be required to deposit more money or eligible securities in order to maintain your line of credit, or we may be forced to sell securities held in your account.

About the author

David Keator is a partner with Keator Group in Lenox, Mass. For more information, please call The Keator Group at (877) 550-8671.
Glidewell Laboratories announces the open platform Inclusive Tooth Replacement Solution

Glidewell Laboratories, an industry-leading provider of digital dental laboratory products and services, announced recently the expansion of the Inclusive® Tooth Replacement Solution to accommodate a number of popular implant systems including DENTSPLY Implants, BIOMET 3i, Nobel Biocare, Straumann and Zimmer.

“Clinicians who want to take advantage of this restorative-driven solution featuring custom tissue management but who prefer to place their existing implant system can now prescribe the open platform Inclusive Tooth Replacement Solution,” said Glidewell Laboratories Chief Operations Officer Greg Minzenmayer.

The expanded solution includes all of the same components as the original Inclusive Tooth Replacement Solution with the exception of the surgical drills required for placing the implant of choice (supplied by the prescribing dentist).

Glidewell Laboratories will provide the prosthetic guide, custom temporary components, custom impression coping and final CAD/CAM restoration, all designed around the clinician’s chosen implant platform.

Additionally, an Inclusive Tapered Implant (with corresponding final surgical drill) is included, as a replacement for the clinician’s implant if needed.

Temproization sets the tone for the final esthetic outcome, with parameters unique to each patient. Only the Inclusive Tooth Replacement Solution promotes patient-specific temporization and contoured healing through the use of custom temporary components rather than generic components, according to Glidewell.

Clinicians can provisionize a case with the custom temporary abutment and accompanying BioTemps® provisional crown or place the custom healing abutment for a more conservative approach. Either option affords the opportunity to begin sculpting the soft-tissue architecture around the implant and developing the future emergence profile — in a fraction of the time that would be required to create custom healing components chairside.

When healing is complete, the gingival anatomy is maintained and captured during the impression procedure with the matching custom impression coping, enabling the laboratory technician to design the natural emergence profile required for a predictable, esthetic result. In the same amount of time it would take to place generic stock components, patient-specific temproization and soft-tissue management is provided with this feature of the open platform Inclusive Tooth Replacement Solution.

The open platform Tooth Replacement Solution is specifically designed as a convenient, all-in-one treatment option that begins with the final restoration in mind, incorporating all of the clinical components and laboratory services required to ensure a successful outcome.

Backed by more than 40 years of experience and a strong commitment to excellence, Glidewell Laboratories has the product portfolio, infrastructure and competency to provide the full spectrum of affordable custom implant solutions to dentists, according to the company. Advanced CAD/CAM processing capabilities ensure precise, esthetic restorations that require fewer adjustments and remakes, reducing chairtime and leading to greater overall patient satisfaction.

Now, with Inclusive Scanning Abutments for clinical use, dentists who have made an investment in digital dentistry can enjoy the convenience of using their preferred intraoral impression system to take digital impressions for digital custom implant solutions that exhibit the level of precision they have come to expect from Glidewell Laboratories.

For more information, visit www.inclusivedental.com or call (888) 303-3975.
Dare to Compare on
Innovation, Quality, Service and Value

Legacy™3 Implant
All-in-1 Packaging includes implant, abutment, transfer, cover screw & healing collar
$200 vs $621¹ from Zimmer Dental

SwishPlant™ Implant
All-in-1 Packaging includes implant, straight abutment/transfer, cover screw & healing collar
$200 vs $705² from Straumann®

ReActive™ Implant
All-in-1 Packaging includes implant, abutment, transfer & cover screw
$200 vs $694³ from Nobel Biocare™

Reality Check
Nobel Customers
Save $494 with ReActive

Reality Check
Straumann Customers
Save $505 with SwishPlant

Reality Check
Zimmer Customers
Save $423 with Legacy³

Implant Direct’s New Las Vegas Training Center
Implant Direct offers an extensive list of educational opportunities at its Las Vegas Training Center with computers at each desk for Image Guided Surgical Training, models/mannequins for hands-on training and a four chair dental office for live surgical demonstrations.

Implant Dentistry 101: Three-Day Introductory Course
March 21-23 | May 16-18 | June 13-15

3D Implantology: Two-Day Advanced Course
February 22-23 | April 19-20

View Dr. Niznick’s 2-Hour Lecture at Las Vegas Training Center & Earn 2 CE Credits FREE
Dr. Gerald Niznick discusses how the latest implant design innovations are shaping the future of implantology.

New
Check out our easy to use mobile app!

AO Annual Meeting
Visit Us At Booth #201

Compare for Yourself
Introductory Offer: Make the switch & receive three FREE implants.⁴

Approved PACE Program Provider F42Z1MAGD Credits
Approval does not imply acceptance by a state or provincial board of dentistry or AGD endorsement
ID # 3156714
Introducing

CustomDirect™

CAD Milled Bars & Abutments

Select from a wide-range of bars and abutments for Implant Direct's popular industry-compatible implant interfaces below. Custom Direct bars are also available for Implant Direct and Nobel Biocare multi-unit, screw-receiving abutments as well as Implant Direct's proprietary 1-piece Screwdirect™ implant. CustomDirect abutments may be fabricated in titanium or one of five different zirconia shades for optimal function and esthetics.

CustomDirect™ bars made using the industry's only robotic and full automation machining centers for unsurpassed precision and efficiency. Select bar design and order online at www.custom-direct.com

GPS™ Titanium Bar for 4-6 implants includes screws plus up to 4 male and female attachments - $995

Screwdirect™ Implant
$100 Discount on CustomDirect bars ordered for use with Implant Direct implants or abutments

GPS™ Titanium Bar Lab designed - $100
Implant Direct designed - $130

Custom Zirconia/Ti Abutment Lab designed - $120
Implant Direct designed - $150

Hybrid Titanium Bar for 4-6 implants includes screws - $795

Joining our full line of industry-compatible prosthetics

RePlant® Internal Tri-Lobe Connection Compatible with NobelReplace

Legacy™ 45° Conical Hex Connection Compatible with Zimmer, BioHorizons/MRI

InterActive™ 78° Conical Hex Connection Compatible with NobelActive™ & NobelReplace CC

Swish™ Internal Octagon Connection Compatible with Straumann Tissue Level

Our price

<table>
<thead>
<tr>
<th>Lab restoration</th>
<th>Straight</th>
<th>Straight</th>
<th>15° Angled</th>
<th>Conical</th>
<th>G24</th>
<th>Zirconia/Ti Abutment</th>
<th>Plastic Temporaries</th>
<th>Ball Attachment</th>
<th>GPS™ Attachment</th>
<th>Angled GPS™ Attachment</th>
<th>Multi-use w/Cap &amp; Transl.</th>
<th>Angled</th>
<th>Straight</th>
</tr>
</thead>
<tbody>
<tr>
<td>$85</td>
<td>$100</td>
<td>$100</td>
<td>$120</td>
<td>$120</td>
<td>$120</td>
<td>$120</td>
<td>$40</td>
<td>$112</td>
<td>$100</td>
<td>$120</td>
<td>$100</td>
<td>$120</td>
<td>$120</td>
</tr>
</tbody>
</table>

www.implantdirect.com | 888-649-6425
BIOMET 3i welcomes new vice president of global marketing

BIOMET 3i is pleased to announce that Francois Michelon has joined the company as vice president of global marketing. Michelon holds a bachelor’s in economics from the University of Chicago, an MBA in marketing from Carnegie Mellon University and has more than 15 years of experience in marketing, general management and operations within the medical device industry.

He spent the last seven years with Smith & Nephew as group director, visualization and global services, leading the commercialization of three new capital products, several new class II products, and creating supporting innovative value-added services. Prior to Smith & Nephew, Michelon spent more than seven years with GE Healthcare in several positions of expanding responsibility throughout the organization. Michelon has demonstrated success in leading cross-functional initiatives and a strong belief in marketing/sales alignment, bringing added value to this position within the company.

“I am thrilled to join the BIOMET 3i Team,” Michelon said. “I look forward to supporting continuous product innovation, world-class education services, new market expansion and the long-standing relationships the company has with its customers, global dental schools and societies.”

Juliet Johansson, senior vice president of global commercialization agrees: “We are very excited about Francois joining BIOMET 3i. I am confident that his keen knowledge of marketing and experience with product commercialization will be instrumental in helping us accomplish our goals.”

About BIOMET 3i
BIOMET 3i is a leading manufacturer of dental implants, abutments and related products. Since its inception in 1987, BIOMET 3i has been on the forefront in developing, manufacturing and distributing oral reconstructive products, including dental implant components and bone and tissue regenerative materials. The company also provides educational programs and seminars for dental professionals around the world. BIOMET 3i is based in Palm Beach Gardens, Fla., with operations throughout North America, Latin America, Europe and Asia-Pacific. For more information about BIOMET 3i, visit www.biomet3i.com or contact the company at (800) 342-5454; outside the U.S. dial (561) 776-6700.
ZEST Anchors introduces a new narrow-diameter implant system featuring overdenture attachment

Until now, choosing a narrow-diameter implant could often mean a sacrifice in attachment performance and, ultimately, patient satisfaction.

ZEST Anchors responds to that need by introducing the LOCATOR® Overdenture Implant System (LODI), featuring a new narrow-diameter implant combined with the world-leading LOCATOR Attachment, providing clinicians with solutions to the attachment limitations often found with O-ball mini implants.

The ZEST Anchors LOCATOR Overdenture Implant System features critical elements that optimize patient satisfaction, the company says. The LOCATOR Attachment is seated after the implant is placed, making case planning, implant surgery and restoration easier. Additionally, its unique two-piece design allows for attachment replacement should wear occur throughout time.

LODI is available in narrow diameters of 2.4 and 2.9 mm and is ideal for those patients with very narrow ridges who refuse the additional appointments and the cost often associated with grafting procedures. Made from the strongest titanium available, LODI features a proven RBM surface and is designed to provide primary stability when immediate loading is indicated, the company says.

LODI is packaged with the LOCATOR Attachment so it incorporates all of LOCATOR’s sought-after features including its patented pivoting technology and customizable levels of retention, all while maintaining a dramatically reduced vertical height as compared to O-ball mini implant designs.

"The LOCATOR Overdenture Implant System is the result of a collection of inputs from market demands and clinicians expressing their needs," said Steve Schiess, CEO of ZEST Anchors. "To the many clinicians who asked us why a trusted leader in overdenture attachments that has a proven, 40-year track record of continuous innovation doesn’t make a narrow diameter implant for overdentures, I can finally say here is LODI."

For more information about the Locator Overdenture Implant System from ZEST Anchors, call (855) 868-LODI (5634) or visit the new website at www.zestanchors.com.
OSADA Enac Model: OE-F15

Long awaited Bone Cutting Specialist with Extended Boosting Power

OSADA Enac
Model: OE-F15
Piezoelectric
Ultrasonic System

SE15 Handpiece
With ST 106
Serrated
Cutting Tip

Serrated cutting tips

Scrapers & Separators

Piezo powered ultrasonic scalpels

Diamond ball tips

Sword tips

OSADA
WWW.OSADAUSA.COM
(800) 426-7232
(310) 841-2220
D4D Technologies introduces E4D version 4.5 featuring E4D Sky

With the recent release of E4D Den-taLogic™ software version 4.5 featuring E4D Sky, D4D Technologies announces the creation of a truly open network of chairside restorative solutions for pa-tient treatment. The E4D Sky communication network enables E4D system operators to ex-change case data via the Internet with internal and external service providers, greatly extending the range of treat-ments they can provide their patients. “With E4D v 4.5 and E4D Sky, a den-tal office has total flexibility and a full range of options for assistance with more complex cases, for some extra help at busy times, or for additional material options to those that are typically milled in office, like zirconia,” said Gary Sever-ance, DDS, for D4D Technologies.

E4D Sky is supported by Henry Schein’s DDX (Digital Dental Exchange) and con-nects E4D systems running version 4.5 software with a variety of outsourcing options for restoration design and fabri-cation:

- E4D Digital Services experts design, mill, or complete restorations, as well as make models or bridges
- E4D Certified Laboratories offer a variety of services
- Any third-party provider can be sent an .stl open platform file

“E4D Sky offers the E4D system to the next level while supporting the launch of our E4D Solo scan-only options. Op-erators will also be able to exploit the flexibility of the .stl open platform file export to access numerous other ser-vices with their scanned data,” said Glen Freeman for D4D Technologies. “We are pleased to announce the expanded capabilities of E4D Den-taLogic software version 4.5 with E4D Sky are now avail-able to all new and current customers.” For more information, visit www.e4d.com.

About D4D Technologies

D4D Technologies is taking the dental profession to a higher level of produc-tivity, patient comfort and convenience with its E4D restorative solutions. Den-taLogic software in the E4D Design Cen-ter enables the operator to customize a virtual restoration before it is sent to the robust E4D Mill for fabrication. With the introduction of version 4.5 and E4D Sky, each of these system components is now also available for custom configura-tions and interfaces to meet the needs of any dental office or laboratory. E4D Sky communicates with E4D Digital Ser-vices, certified E4D dental laboratories, and any third-party provider accepting open format files (.stl) for a full range of production and delivery options. E4D Compass™ integrates E4D restorative designs with cone-beam data to plan and communicate restoratively driven implant therapies. E4D Compare™, the latest addition to the E4D suite of products, employs adap-tive learning technology to dental edu-cation. Headquartered in Richardson, Texas, a suburb of Dallas, D4D Technolo-gies has partnerships with major corpo-rations in the dental profession: Henry Schein Dental is responsible for global sales and distribution; 3M ESPE and Ivo-clar Vivadent provide restorative mate-rials. E4D Dentist, E4D Sky, E4D Den-taLogic, E4D Compass, and E4D Compare are trademarks of D4D Technologies LLC.
LOCATOR CHANGED THE OVERDENTURE LANDSCAPE. NOW, OFFER YOUR REFERRALS A TREATMENT OPTION FOR NARROW RIDGES WITH LESS INVASIVE SURGERY AND REDUCED COST.

Introducing the new LOCATOR® Overdenture Implant System (LODI), featuring narrow diameter implants from the makers of the trusted LOCATOR Attachment. LODI is an ideal treatment alternative for the many patients with severe resorption, resulting in very narrow ridges for implant placement. These edentulous patients who are faced with the choice of bone grafting may decline treatment due to additional surgeries or financial reasons. LOCATOR Overdenture Implants may be placed using a minimally invasive, flapless procedure with intuitive instrumentation. The implants are made from strong Titanium Alloy and are designed to provide primary stability when immediate loading is indicated.

Incorporating all of LOCATOR’s proven features, including its patented pivoting technology, LODI has remarkable resiliency and exceptional durability, while allowing for replacement of the attachment should wear occur throughout time.

The LOCATOR Overdenture Implant System now allows you to treat edentulous patients with the minimum standard of care of an implant overdenture,* at a reduced cost and with greater satisfaction.

Stop turning away overdenture patients with narrow ridges just because they decline bone grafting!
Take a look at the LOCATOR Overdenture Implant System and call 1.855.868.LODI (5634) or visit our new website at www.zestanchors.com/ldoi/t

©2013 ZEST Anchors LLC. All rights reserved. ZEST and LOCATOR are registered trademarks of ZEST IP Holdings, LLC.
polar_eyes is a cross-polarization filter that makes it easy to eliminate unwanted reflections on teeth that are caused by a flash. These specular highlights can obscure details in the teeth and cause problems when communicating with the lab.

The sample photos show the typical reflections from a flash (without polar_eyes) and the reflection-free result when using polar_eyes. The filter attaches to your macro flash by small magnets. This allows the filter to be quickly attached or removed for patient photos. The polar_eyes filter is available to fit the following macro flashes: Canon MR-14EX, Metz MS-1 and Sigma EM-140DG.

A filter for the Nikon R1 macro system will be available shortly.

For more information, contact PhotoMed at (800) 998-7765 or visit www.photomed.net.

BIOLASE now a U.S. reseller for TRIOS

3Shape, a global leader in 3-D scanners and CAD/CAM software for dental applications, announced recently that it has signed a non-exclusive five year agreement with BIOLASE to sell the 3Shape TRIOS, a next-generation digital impression solution, to dentists, dental specialists and dental schools. Through the TRIOS’ unique lab communication features and technology, dentists will be able to focus more on treating patients and providing best quality restorations.

“The dental office is becoming more digital by the day and the TRIOS will be an integral part of these advances,” says Henrik Vestermark, vice president of operations in North America. “We believe the shift to digital scanning creates a paradigm change in dental care with the benefits to dentists and patients being proven everyday.”

The 3Shape TRIOS is a complete digital impression solution that includes intraoral scanning, clinical scan-validation, and seamless communication with the lab. It enables dentists to rapidly capture the complete intraoral situation and send the 3-D model directly to the lab. It does not require pre-spraying of the teeth. The system clinically validates the impression and includes flexible tools allowing dentists to edit their scans.

About BIOLASE

BIOLASE, the “world’s leading dental laser company,” is a medical technology company that develops, manufactures and markets dental lasers and also distributes and markets dental imaging equipment; products focused on technologies that advance the practice of dentistry and medicine. The company’s laser products incorporate approximately 285 patented and patent pending technologies designed to provide biologically clinically superior performance with less pain and faster recovery times. Its imaging products provide cutting-edge technology at competitive prices to deliver the best results for dentists and patients. BIOLASE has sold more than 19,600 lasers among 16,000 customers.

About 3Shape

3Shape is a Danish company specializing in the development and marketing of 3-D scanners and CAD/CAM software solutions designed for the 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.

For further information regarding 3Shape, see www.3shapedental.com or visit 3Shape at www.facebook.com/jshape.
Zimmer® The Implant for Osseointorporation

Bone Ongrowth + Bone Ingrowth

I am the Zimmer® Trabecular Metal™ Dental Implant, the first dental implant to offer a mid-section with up to 80% porosity—designed to enable bone INGROWTH as well as bone ONGROWTH. Through osseointorporation, I harness the tried-and-true technology of Trabecular Metal Material, used by Zimmer for over fifteen years in orthopedics. My material adds a high volume of ingrowth designed to enhance secondary stability. ...and I am Zimmer.

Visit TrabecularMetal.zimmerdental.com
to view a special bone ingrowth animation and request a Trabecular Metal Technology demo.
Zfx Dental CAD Design Software: designed by technicians, for technicians

Once the scan data is imported, Zimmer Dental’s Zfx software guides you step-by-step through the process — beginning with the crown and working down to the coping or abutment, as needed. This design flow gives you the option to control each detail, and tailor the system to suit your needs. The complete software package includes:
- Zfx CAD Design Software for crown-and-bridge restorations
- Abutment Design Module
- Virtual Articulator
- TruSmile
With the Zfx system, there’s a wide range of restorative options at your fingertips for designing abutments, crowns and bridges. Zfx software allows you to design restorations from the crown down, resulting in an ideal restoration.

The Zfx Scan III offers precision, reliability and processing speed through a user-friendly interface. The system, designed with an open architecture, allows you to output a standard .stl file for flexibility in computer-aided manufacturing and restoration. You add the finishing touches.

For more information, visit www.zimmerdental.com or call (800) 854-7019.

Looking to start CT-guided surgery?
Here’s how to do it without paying for new software
By Anatomage Staff

At Anatomage, we recognize the value of long-term relationships — our business model revolves around clinicians who will achieve success and share their business with us.

As an experienced implant clinician/surgical guide user, you know the ropes. You know the nuances of guided surgery. You may have already paid for software that has locked you into an aging, inefficient system.

Now, at Anatomage, we give you the right to choose. You don’t pay for software. You get access to our new Passage implant-planning software, world-class service and cost-effective surgical guides.

Take advantage of this opportunity now and learn about our complete solution package.
An affordable implant solution to grow your referral base

INCLUSIVE
TOOTH REPLACEMENT SOLUTION

Inclusive custom healing abutment at implant placement

Contoured soft tissue sulcus after healing

Buccal view of final restoration at delivery

Simple, Convenient, Affordable
Implant surgeons are increasingly looking for new and unique ways to be more restoratively driven and better support their referring dentists on the crown & bridge side of treatment. Glidewell's new Inclusive Tooth Replacement Solution was designed to support this paradigm shift by providing everything that a restoratively driven surgeon needs to ensure success for his referring dentists. Reward your referring doctors with all lab costs for the final abutment & crown restoration pre-paid.

NOW COMPATIBLE WITH MORE IMPLANT SYSTEMS — OPEN PLATFORM
- Astra Tech®
- OsseoSpeed®
- Biomet 3i® Certain®
- Nobel Biocare® Bränemark System®
- Nobel Biocare®
- NobelActive® & NobelReplace®
- Straumann® Bone Level®
- Zimmer® Screw-Vent®

In the event that your implant needs replacement, we include a backup of Inclusive® Tapered Implant and final drill for your peace of mind.

FOR MORE INFORMATION
888-786-2177
www.glidewelldental.com

*Price does not include shipping or applicable taxes.
#Not a trademark of Glidewell Laboratories.

GLIDEWELL LABORATORIES
Premium Products - Outstanding Value
MIS IMPLANTS TECHNOLOGIES
Booth #526 at the AO 28th Annual Meeting
Tampa, FL | March 7th-9th, 2013

Please join us at our Corporate Forum at the AO Annual Meeting on March 7th

March 7, 2013 | 8:00 AM | Room #20
The Future of Dentistry Is Now - Performing Sinus Lifts Using a Minimally Invasive Balloon
Speaker: Glenn S. Ludwig, DMD

March 7, 2013 | 9:00 AM | Room #20
Treatment Strategies for the Atrophic Maxilla
Speaker: Robert Horowitz, DDS

Join us for cocktails at the New Product Showcase!
Friday, March 8th 5pm - 6:30pm
We will be presenting our latest innovative products and devices!

MIS offers a wide range of implant designs and restorative components, along with innovative kits and accessories for the varied challenges encountered in implant dentistry. To learn more about MIS visit our website: misimplants.com or call us: 866-797-1333 (toll-free)