Attending her second Greater New York Dental Meeting, Asmaa N. Yagob of Brooklyn, N.Y., was in the standing-room-only area on the outer edges of the live dentistry arena Sunday morning intently following “The predictable crown procedure (part 1): A live patient demonstration.”

“Last year I missed the live dentistry,” Yagob said. “So that’s the main reason I’ve come back again this year. I wanted to see this crown procedure.” Yagob practiced in Khartoum, Sudan, for five years before coming to the U.S. two years ago. She plans to become licensed here and hopes to enter a licensing program soon. “This is promising.”

“Dentists Ana Elsira Falcon M, Bronx, N.Y., Angelica Mercedes, Santo Domingo, Dominican Republic, and Maribel Abreu, Newark, N.J., model LED ears they got from the DASH Medical booth (No. 3241) while they are waiting in line at the Colgate booth (No. 2826). Dash is a first-time exhibitor, here with gloves, masks and germicidal wipes. (Photos/Robert Selleck, today Staff)
Restorative Strip System

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Beautifil II PINK

Frank J. Milnar, DDS
Hands-On: PINK (Gingiva)
Tuesday, November 28
2pm – 5pm

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meeting helps me keep up with the changes in dentistry,” she said. Yagob will be able to observe the second part of the demonstration today at 9:45 a.m. A variety of live sessions are scheduled through Wednesday. At the opposite end of the live-dentistry aisle, Jung Min Kim, of Fort Lee, N.J., was checking out the free health-screening booths. Kim has been coming to the Greater New York Dental Meeting every year for more than a decade, in part because it’s so easy. “My practice is here in Manhattan, just over on 32nd Street,” he said. He and his brother are partners at 32 Central Dental F.C. “We’re nearby, so it’s a great way to earn C.E. credits.”

Depending on his work schedule, Kim is able to take courses and attend other C.E. opportunities to earn between five and 25 credits at the meeting each year. This year, the practice will be open during the meeting, so he was here only for the weekend, to attend a couple courses and check out the exhibits. “The exhibit hall is a great way to keep up with what’s new — and to order supplies for the practice,” Kim said. “It’s a real benefit to be able to handle the products and have everything available in one place.”

Kim has his eye on a new pair of loupes from Designs for Vision (both Nos. 1813, 2012 and 4625). He has already been measured Sunday morning and was leaning toward placing an order before leaving. “I really like the new wireless light you can get with the loupes,” he said, indicating a purchase was likely.

Designs for Vision, with its ultra-light, high-definition loupes and headlamps, is just one of seemingly countless dental companies here with their latest innovations.

In the DenMat booth (No. 4127), you can try the NV PRO3 Microlaser, a lightweight and wireless laser designed to reduce fatigue.

In booth No. 1504, you can learn about Sonendo’s GentleWave® Procedure, a single-appointment, minimally invasive root-canal procedure that helps preserve dentin while cleaning even the most complex portions of the canal system.

In booth No. 916, you can try out the Foresight 45, a self-generating LED surgical handpiece. It uses an air-driven generator to power an LED light, directed straight into the surgical pocket.

These are just a few examples among thousands. The endless education and shopping opportunities continue through Wednesday.

Marc J. Geissberger, DDS, prepares to work with a patient as Foroud Hakim, DDS, narrates during The predictable crown procedure (Part 1): A live patient demonstration in the live dentistry arena in the exhibit hall Sunday morning. You can observe Part 2 today at 9:45 a.m. Both sessions are sponsored by VOCO.

ADI installs Dr. Gerhard K. Seeberger as president

During the GNYDM on Sunday, Dr. Gerhard K. Seeberger was installed as president of the Academy of Dentistry International. ADI represents more than 3,000 fellows in more than 85 countries.

Seeberger, a native of Germany, studied dental medicine at the University of Würzburg, Germany. From 2007-2012, he was assistant professor in periodontology at the University of Cagliari, Italy. In 2013, he became an associate professor at the University of Iasi, Romania. Seeberger was president of the Associazione Italiana Odontoiatri and of the European Regional Organization (ERO) of the World Dental Federation (FDI). He was inducted as an ADI fellow in 2004, and from 2010-2014, he served as ADI vice president of international affairs. From 2014–2016, he served as ADI vice president of finance and administration. In 2016, he became ADI president elect.

In August 2017 at the World Dental Congress in Madrid, Spain, Seeberger was elected as the president-elect of the FDI. Seeberger’s presidency will focus on the following topics:

• Volunteerism: The quintessential exchange of knowledge, expertise and health-care delivery in areas with health inequalities.

• Sugar: The modification of healthy diets and the substitution of its ingredients in non-industrialized areas.

• Clean water: Essential for life, oral health and the practice of dentistry.

• Geriatrics: Oral health and function at high age; a guarantee for general health.

The academy’s affiliation with the United Nations as a non-governmental organization (NGO) is an effective public relations boast for these topics.
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Doctors, Score Big At GNYDM Booth #3433
- GoPro Hero5 Giveaway!
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Enter To WIN Today!
Scenes from Sunday

- Handpieces on display at Medidenta (booth No. 916).

- Tanya Beck, left, and Richard Oliff of Roydent Dental Products (booth No. 3100).

- From left: Nick Geremia, Todd Bianchi and Max Schulze of Straumann (booth No. 1024).

- Cherie Boles of Lares Research (booth No. 4401).

- Brad Winter, left, and Erick Brito of Anutra Medical (booth No. 5611).

- From left: Ellen R. Guritzky, RDH, BS, MSJ; Danielle Walters and Marc Holsborg of Crosstex (booth No. 3311).

- Denise Manekas, left, and James Espinosa of Dentatus USA (booth No. 1714).

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After

Before

GNYDM Presentation Schedule with Justin Chi, DDS, CDT

Sunday, 11/26
Presentation
10:30 a.m. ................. glidewell.io In-Office Solution
11:30 a.m. ................. Materials for Modern Dentistry
2:00 p.m. ................. PFM Re-engineered
3:00 p.m. ................. glidewell.io In-Office Solution

Monday, 11/27
Presentation
10:30 a.m. ................. glidewell.io In-Office Solution
11:30 a.m. ................. Materials for Modern Dentistry
1:30 p.m. ................. PFM Re-engineered
2:30 p.m. ................. glidewell.io In-Office Solution

Tuesday, 11/28
Presentation
10:00 a.m. ................. Materials for Modern Dentistry
11:00 a.m. ................. glidewell.io In-Office Solution
1:00 p.m. ................. PFM Re-engineered

Wednesday, 11/29
Presentation
10:00 a.m. ................. glidewell.io In-Office Solution
11:00 a.m. ................. Materials for Modern Dentistry
1:00 p.m. - 4:00 p.m.... Science Meets Real-World Dentistry: Innovations for Increased Patient Satisfaction (Location: Glass Room booth #5236)

NOTE: Times listed will be promoted and additional presentations can be added based on booth traffic.

*Price does not include shipping or applicable taxes, and is flat rate per unit.
†Data provided by the Glidewell Laboratories Research & Development department, 19851 Von Karman Ave., Irvine, CA 92612

For more information

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GLIDEWELL LABORATORIES
Sebastian A. Johansson of 3Disc (booth No. 416).

Robin Gathman of Planmeca (booth No. 5425).

Donna Long of Medicom (booth No. 4028).

Bob Giantonio of Aseptico (booth No. 3627).

Company reps share product information with meeting attendees Sunday afternoon at DenMat (booth No. 4127).

From left: Ron Simerson, Joe Gober and Andrew Rose of J. Morita (booth No. 4615).

The Austin Powers impersonator, left, and Samantha Payton of ProSites (booth No. 1116) show off a big box of money they are giving away.

Juan Mercado, left, and Lenny Sulkis of Shofu Dental Corp. (booth No. 4408).

The Henry Schein Dental booth (No. 4225).
Introducing Planmeca Emerald™
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JOIN US | for live demonstrations at Planmeca Booth #5425
Meetings attendees gather for a live patient demonstration on the exhibit hall floor Sunday morning.

Meeting attendees visit with sales reps at Microcopy (booth No. 1106).

Meeting attendees visit with sales reps at Microcopy (booth No. 1106).

Aaron DeCorte of JAZZ Imaging (booth No. 4522).

From left: Jordan Mittler, Jillian Deo and Elana Lavine of Implant Direct International (booth No. 3524).

Brian Shea of Prophy Magic (booth No. 1208).

From left: Payam Kasai, Tal Weiss and Zach Reubel of MIS Implants Technologies (booth No. 5218).

Dr. Mike Egan speaks to meeting attendees Sunday morning at the Fotona booth (No. 3433).

Joe Malik, left, and Chris Krulik of SciCan (booth No. 609).

Mark Nisson of Argen Refining (booth No. 737).
Delayed Buy-Outs

By: Alan Clemens

Naturally, structuring a deal this way through a delayed buy-out improves the terms of sale for the seller while protecting the future interest of the buyer. There also is greater opportunity for the two practitioners to share information in an optimal, protected environment. So far, this sounds like a win-win situation for all parties involved. In many ways it is, but there are serious pitfalls that could present themselves. These potential problems must be considered. If any pose a real threat to either the buyer or seller, means of dealing with them must be written in the agreement. Many of these pitfalls are unique to the delayed buy-out and offer relatively new problems to be faced.

The major potential problems tend to crop up between the time of contract and the closing of the practice sale. However, with proper guidance, the peace-of-mind and profitability in successfully executing a delayed buy-out are well worth the effort required. Dealing with the possible pitfalls usually is a matter of competent legal and dental-management advice in structuring the written agreement.

One key guideline is that the practice must be substantially the same as at the time of contract. Otherwise, reduction of the price or otherwise changing the terms will be necessary, as delineated in the agreement. If there is a substantial decline, there already must be a clause allowing a right to rescind the contract and return part or all of the escrow money. Depending on the circumstances, bear in mind that the seller is in control during the transition period.

These and other complications must be considered seriously and all provisions made in the written agreement. Competent guidance from advisers experienced in structured, delayed buy-outs is the key here.

A delayed buy-out is not something to be structured by an amateur. Its success lies in the people involved coming together to form an effective team. The most important goal in this process is the successful orchestration of the efforts of buyer, seller, broker, and various other professionals (dental consultant, accountants, and attorneys) who will be involved in the transaction. Such cooperation and mutual support will maximize the advantages to both buyer and seller.

This need for a straightforward approach on the part of all those involved may be one of the greatest advantages of the delayed buy-out; it eliminates many of the causes of uncertainty and antagonisms that almost always develop in the course of traditional buy/sell negotiations.
Shahbaz Najam of DC Dental (booth No. 4600).

Daniel Parrilli, left, and Jason Kiser of Kettenbach USA (booth No. 3537).

Anthony Gianni of Meisinger USA (booth No. 3700).

Josh Kim, left, and Alena Zmushko of ContacEZ (booth No. 3424).

Lennae Guzman, left, and Andy Klein of Glidewell Dental (booth No. 5001).

Jeff Price, left, and Aaron Srader of Flow Dental (booth No. 1110).

Dwight Blair, left, and James Rabbi of Roland DGA (booth No. 723).

Anthony Trapani, left, and Sam Turner of Coltene (booth No. 4016).
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BOOTH #4618

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Performing esthetic restorations requires build-up techniques similar to those of layered indirect ceramic restorations, which involve emulating the proper form, shade and function of natural dentition. Mastering these techniques enables clinicians to create highly artistic restorations. With new composite modules that are superior to or better than many porcelain systems, natural esthetics can be achieved chairside, in a minimally invasive, financially feasible and more efficient manner, according to Shofu.

Beautifil II Gingiva
83 wt% filled, bioactive nanohybrid resin composite with enhanced handling and clinically proven Gioner chemistry, Beautifil II Gingiva provides general practitioners with the know-how to optically improve gingival esthetics in the operatory, thus simplifying and reducing the time and cost of a treatment.

Figs. 1a, 1b: Beautifil II Gingiva composites provide general practitioners with the ability to predictably and artistically mimic the dentition by creating restorations that are not only functional but also naturally beautiful. (Photos/Provided by Hugh Flax, DDS, AAACD, MICOI)

Figs. 2a, 2b: Functional and highly esthetics direct restorations achieved with a combination of Beautifil II and Beautifil II Enamel. (Photos/Provided by Frank J. Milnar, DDS, AAAGD)

By Shofu Dental Staff

Beautifil II Gingiva

The proprietary Giorer chemistry incorporated into Beautifil II Gingiva system facilitates sustained release/recharge of fluoride providing the ability to inhibit plaque formation and to establish stable pH in the oral environment, thus decreasing the risk for secondary caries.

Gioner materials have been clinically vetted in a series of long-term clinical trials.

Five shades of Beautifil II Gingiva, dark pink, light pink, orange, brown and violet, can be coalesced to custom shade-match any type of soft-tissue topography.

Using appropriate instruments, a reliable adhesive technique, adequate moisture-control and a curing device, the material can be predictably bonded to dentin, enamel, ceramics and a variety of other substrates. Optimal viscosity of Beautifil II Gingiva facilitates simplified modeling with standard shaping tools or freehand modeling for a more creative approach.

Indications of this novel gingivacolored composite are not limited to defects in the cervical area of a tooth. Beautifil II Gingiva can be utilized chairside, to camouflage the exposed implant abutments and crown and bridge margins, to repair and recontour the gingival portion of indirect restorations, to modify the esthetics of provisional restorations and to improve soft-tissue appearance in denture patients by revitalizing worn or fractured dentures, Shofu asserts.

Beautifil II Enamel

For decades, direct resin composites have been advocated as a means to conservatively restore defects in teeth caused by decay or trauma. A novel direct resin composite with enhanced handling and clinically proven bioactive Gioner chemistry, Beautifil II Enamel provides general practitioners with the means to create seamless transitions from the tooth to composite filling. The chameleon-like optical characteristics of Beautifil II Enamel allow for polychromatic restorations with hue, chroma and morphology that mimic natural dentition and provide clinicians with a highly esthetic and cost-effective alternative to crown, bridges and veneers with indirect techniques.

These versatile materials allow general practitioners to offer chairside modalities that can increase patient satisfaction through the provision of highly esthetic, cost-effective and minimally invasive treatments.

Here in New York

To learn about Beautifil II Gingiva, Beautifil II Enamel and other Shofu products, visit Shofu Dental at booth No. 4408.
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Many people think the sale and transition of a dental practice is a small and simple process. After all, how difficult can it be for a Mom and Pop-sized business to transfer to new ownership? The fact is, there are many long and tedious steps involved in getting from a listing to a closing, and the process directly involves the lives of the sellers, buyers, office staff and often thousands of patients.

While most issues can be resolved by negotiation in good faith, there are a few things that can pop up that will have a direct effect on the value of the transaction and, often, the feasibility of a sale. Let's examine a few circumstances that have bubbled to the surface in the past and see how you can avoid these potential deal killers in your practice transition.

Proper planning

Certainly one of the first questions we ask potential clients is something along the lines of, "What are you going to do with the rest of your life after we sell your practice?" We have found that if the owner does not have a good answer to this question, along with some assurance that they have a sound financial base and can afford a retirement lifestyle, they make poor clients who often prove to be uncooperative and unattractive to prospective buyers.

This is not intentional, of course, but rather an indication that they just don't know what they are going to do with themselves. Vague exit plans are a real turn-off to prospective buyers as they become suspicious that the senior doctor may somehow try to worm his or her way back into the practice's market area.

Buyers borrowing hundreds of thousands of dollars in addition to having sizeable student loan debt do not want to risk competing with the former owner of the practice. Any talk of working after the sale will sometimes cause the buyer to walk away.

Another area of poor planning may involve current associates or staff people. In an effort to secure that "Associate to Owner" prospect, agreements made with associate doctors are often amateurish and incomplete. When a practice is subsequently placed on the market, only to find that the associate doctor does not have an enforceable covenant not to compete, the value and marketability of the practice can take a big hit.

Buying their cooperation after the fact can be expensive and again may provide the buyer cause to call off the sale.

We occasionally find staff members who, for some reason, are paid way outside of the normal pay scale and the buyer is justifiably concerned about continuing that rate or (gulp) having to dismiss a key person. I have seen a deal killed when that staff member stated intentions to essentially extort the current salary from the new doctor.

Another important thing I'll mention in this area is the lack of adequate curb appeal and equipment/technology upgrades. You can take for granted that all buyers expect digital radiography and a pathway to paperless charting.

While some sellers may have no interest in a digital conversion, we have found that the "I'll just discount the price and let them get what they want" is a poor strategy.

We have found marketing techniques around this, but given a choice between a digital and non-digital practice, most buyers will take the path of least resistance.

We often say it is amazing what $10,000 can do to the appearance of a dental office, but buyers show little interest in having to remodel the office before they can get to work.

Maybe it's time to give up the walnut paneling and shag carpet.

The wrong accountant

There seems to be no shortage of "experts" on the subject of practice valuation, and we often find owners' opinions of their practice value to be way off base. Their logic seems to be based on some magic formula that failed to take into account, among other things, cash flow and market data.

I can assure you there is very little "Stupid Money" in the marketplace that will come to closing without some justification of value. We find buyers and their bankers to generally be more knowledgeable than sellers about practice valuation, and overpricing an office gives the impression that the sellers are greedy, don't know what they are doing or both.

You are cruising for a crash if you do not have a thorough, current, accurate and justifiable valuation of your practice.

Most accountants are terrific people and do tremendous work for their clients, but there are some who are sloppy. Since dentists are the trusting souls that they are, they abdicate this part of their practice's management, and the recordkeeping proves to be difficult to understand.

Ultimately this interferes with the buyer's ability to convince a lender to fund.

With some vetting of buyer prospects, you may find the following:

1. They are not clinically capable of treating the volume of patients at the target practice.
2. They do not have adequate credit ability or financial resources to close the deal.
3. There may be spousal objection to the practice location.
4. The buyer may have personal problems, such as addiction issues, dental board scrutiny or a pending divorce that will ultimately get in the way of closing a deal.

Watching doctors cruise dental schools looking for a buyer reflects some lack of knowledge about who the potential buyer for a practice might be because, unlike in the era of Baby Boomer graduation days, less than 5 percent of the current graduating classes go directly into practice ownership.

Grandma would say you are barking up the wrong tree, or as one of colorful southern friends might say, "This dog ain't never gonna hunt."

The wrong attorney

Who can forget our attorney friends? Like accountants, most are terrific folks, working in the best interest of their clients. We refuse to come to closing without all parties being appropriately represented by counsel.

That being said, some have no idea what they are doing and may be responsible for a good deal of crash and burn. Just because a son, daughter, brother, wife, nephew, uncle or aunt is an attorney does not make them qualified to represent a dental practice buyer or seller any more than we would place multiple implants on a patient just because we're dentists.

Dental practice transitions are high-trust transactions that involve a considerable amount of intangible value and cooperation. An attorney bent on "winning all the wins" and making sure the other party "loses all the losses" is a recipe for failure.

Find an attorney with experience in dental practice sales and a reputation for getting deals done. The few dollars you save by having a friend or relative represent you could prove to be very painful.

By The Clemens Group Staff

Roadblocks to successful practice transitions

To learn more about The Clemens Group, and get advice on selling or buying a practice, head to booth No. 2813.

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Making restorative dentistry as easy as 1, 2, 3

By ContacEZ Staff

The ContacEZ Restorative Strip System is an innovative, precision dental strip system designed to achieve ideal proximal contact adjustment and complete marginal seating of crowns, veneers, inlays/onlays and proximal contouring of composite fillings accurately with minimal time and effort, according to ContacEZ, the company behind the product.

The simple adjust-clean-polish system makes performing some of the trickiest tasks in restorative dentistry as easy as 1, 2, 3, the company asserts.

- **Adjust:** Use the Black Diamond Strip to adjust proximal contacts of crowns in-mouth, eliminating excess pressure between the restoration and the adjacent teeth without opening the contact. When contacts are exceptionally tight, move the crown to the working stone model and adjust the proximal contact. Try the Orange Serrated Diamond Strip to adjust proximal contacts of onlays and composites.

- **Clean:** Use the White Serrated Strip and Blue Serrated Strip to cut and clean out trapped cement debris in the interproximal space after crown cementation.

- **Polish:** Use the Gray Final Polishing Strip to polish proximal contact surfaces of restorations, removing surface roughness and diamond marks to restore a natural finish in one easy step.

According to the company, the ContacEZ advantage includes:

- Single-handed, ergonomic design, which offers optimal tactile control and reduces hand fatigue.
- Elimination of the need to hold small restorations and use rotary instruments or articulating films.
- Central opening for enhanced visual perception and access for tools.
- Patient-friendly design to prevent gagging and soft-tissue irritation.
- Flexible strips to conform to the natural contours of the teeth to avoid creating sharp corners.
- Autoclavable and reusable.

According to the company, the Restorative Strip System has become a mainstay in the offices of doctors, educators and influencers all over the world.

“ContacEZ is an excellent system to handle interproximal refinement for many dental restorative procedures.”
— Dr. Robert Lowe

“I wouldn’t consider bonding a veneer case without a set or two of these strips.”
— Dr. Michael DiTolla

“ContacEZ is so important for modern dentistry, especially in composite fillings, such as black triangles. Every dentist should use ContacEZ nearly every day for nearly every patient.”
— Dr. David Clark

Join ContacEZ at booth No. 3424 to experience how the Restorative Strip System can benefit your practice and patients.

Here in New York

To receive more information on the Restorative Strip System or other ContacEZ products, stop by the booth, No. 3424.

AD

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HyFlex EDM one file NiTi system offers flexibility and fracture resistance

By COLTENE Staff

COLTENE’s HyFlex EDM files are the newest innovation in rotary endodontics, featuring unmatched strength, flexibility and cutting efficiency for the preparation of even the most complex canals, according to the company.

With HyFlex EDM, even newcomers to endodontics can achieve reliable results quickly and easily, the company asserts.

HyFlex EDM files are produced using an innovative manufacturing process called Electrical Discharge Machining (EDM). This breakthrough manufacturing process uses spark erosion to harden the surface of the NiTi file. This results in a file that is extremely flexible and fracture resistant that improves cutting efficiency, according to the company.

Numerous studies of the effectiveness of HyFlex EDM have been published, including a study that provided the clinician up to 700 percent greater fracture resistance compared to traditional NiTi files (Int Endod J. 2015 May 22. doi: 10.1111/iej.12470).

Thanks to controlled memory properties, HyFlex EDM files follow the anatomy of the canal, which can significantly reduce the risk of ledging, transportation and perforation during the root canal procedure. The built-in shape memory of the HyFlex EDM files prevents stress during canal preparation by changing the file’s spiral shape.

A normal autoclaving process is enough to return the files to their original shape and fatigue resistance, often allowing the clinician to use the files for more than one procedure.

HyFlex EDM files are provided as a modular system of sterile endodontic instruments.

The HyFlex EDM system includes shaping and finishing files. Depending on the clinical situation, use of HyFlex EDM reduces the number of files required to two or three instruments, particularly in straight and larger canals.

For more information about HyFlex EDM files, go to coltene.com. Visit COLTENE at booth No. 4016 and ask to try out the HyFlex EDM files.
This year, Orascptic became the first company ever to receive three Cellerant “Best of Class” Technology awards. Stop by Booth 4618 to check out the award-winning products for yourself!

**OMNIOPTIC™ | INTERCHANGEABLE MAGNIFICATION**

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888.355.7117 | Orascptic.com
Protecting your practice from infection with steam sterilization

By Midmark Corp. Staff

There are two things that can really put a damper on a dentist’s day: a patient who just ate a garlic lovers’ pizza and instruments that are not properly sterilized. While there’s not much that can be done about the pizza — we probably won’t see a ban on garlic anytime soon — there is technology available to help dentists properly sterilize instruments and prevent the spread of infections.

The need for infection control has never been greater. As the threat of antibiotic-resistant infections continues to rise, dentists, staff and patients are more concerned about the transmission of infection than ever before. Controlling bacterial contamination through sterilization is considered the most essential component in the infection control process.

Proper instrument sterilization is a must for protecting patients, physicians and staff against various infectious diseases.

The Centers for Disease Control and Prevention (CDC), in its 2003 Guidelines for Disinfection and Sterilization in Healthcare Facilities, recognized and recommended steam sterilizers (also known as autoclaves) as an economical and dependable sterilization method for use in dental settings. As a result, the majority of the tabletop sterilizers used in today’s practices utilize some form of steam sterilization.

Tabletop steam sterilizers come in a variety of types and sizes and provide multiple sterilization cycles for processing various load types. The primary difference is in how they remove trapped air inside the chamber and load once the sterilizer door is closed.

Once the air or vapor flowing through the valve reaches the valve set-point (usually around water’s boiling point of 212 degrees Fahrenheit), the valve closes for the remainder of the cycle.

With this type of air removal, there is the potential for small amounts of air to remain trapped in the chamber or load after the valve closes. For this reason, cycle times are typically longer and terminal sterilization of some complex devices may not be possible.

This type can sterilize liquids, provided that a slow vent feature is incorporated in the design.

**Gravity displacement sterilizers**

Gravity displacement sterilizers use a passive air removal system to remove trapped air from the chamber. While the water is heated and converted to steam, the heavier air moves to the lower portion of the chamber where it is expelled through a temperature-controlled mechanical valve.

Once the air or vapor flowing through the valve reaches the valve set-point (usually around water’s boiling point of 212 degrees Fahrenheit), the valve closes for the remainder of the cycle.

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**Prevacuum sterilizers**

Prevacuum sterilizers use a dynamic air removal system of vacuum pulses to eliminate trapped air. In this system, a vacuum pump actively draws air from the sterilizer chamber prior to and during the heating phase.

Some models use multiple vacuum pulses (fractionated vacuum) for some or all cycle types to maximize air removal, and some models include a vacuum pulse at the end (post-vacuum) of the cycle to speed up the drying phase.

While this method may provide a shorter cycle time as a result of its more complete air removal, it cannot be used to sterilize liquids.

Also, since these models rely on a vacuum to draw the air out of the chamber, routine Bowie-Dick testing is required to assure there are no air leaks in the sterilizer.

**Steam flush pressure pulse (SFPP) sterilizers**

SFPP sterilizers employ a dynamic air removal system of steam flushes and pressure pulses to remove trapped air. In this system, an electronic valve is cycled open and close as the chamber pressurizes during the heating phase to expel air or steam from the chamber and load.

As with prevacuum sterilizers, air removal is more complete than gravity displacement cycles and permits shorter cycle times. Air removal also occurs through atmospheric pressure pulses rather than vacuum pulses, eliminating the need for daily leak testing.

**Midmark sterilizers**

While all three steam sterilizer types are recognized and recommended by the CDC and ANSI/AAMI, Midmark utilizes the SFPP methodology in its line of industry-leading tabletop sterilizers.

The reason is quite simple: It’s the best choice for dental practices that are looking for effective, reliable sterilizers that are easy to use. Also, since SFPP technology does not require a vacuum, air filter or daily Bowie-Dick testing, they have a lower cost of ownership.

As the market leader in steam sterilization — with more than 63 percent market share of dental tabletop sterilizers, according to the company — Midmark understands the needs of dental practices when it comes to patients and staff.
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“We are committed to helping our customers operate more efficient practices, so that they can focus on delivering quality patient care.”

- Tim Sullivan, President, North American Dental Group

Visit us at Booth #4225 to receive a complimentary Business Discovery Session and learn how Henry Schein can become your indispensable trusted advisor for helping to achieve your goals.

TODAY’S SCHEDULE

NEW! IN-BOOTH THEATER PRESENTATIONS

11:00AM 3SHAPE TRIOS WIRELESS DEMO – LIVE!
1:00PM SCHEIN DIGITAL TALK PANEL DISCUSSION – FEATURING PLANMECA!
3:00PM STREAMLINING THE IMPLANT AND ORTHO WORKFLOW – 2 CE CREDIT TAKE-HOME!

GLASS CLASSROOM #5800

9:45AM-12:45PM DOUBLE YOUR PRODUCTION TOMORROW
By: Wendy Briggs

2:00PM-5:00PM DENTAL OFFICE DESIGN – TRANSFORM YOUR PRACTICE & ENHANCE YOUR HEALTH
By: Jacqueline Russo, RN, DDS

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FLASH SALE!
Ask a Henry Schein Dental Consultant about our Cyber Monday offers!

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Introducing the Planmeca Emerald: The next-generation intraoral scanner

By Planmeca Staff

The Planmeca Emerald is a lightweight, ergonomically designed scanner that quickly captures intraoral color images in real-time, according to E4D Technologies, the company behind the product.

Its compact, slim design provides a comfortable feel, the company asserts. Dual-function controls allow the clinician single-handed operation of the software. “Smart” heated scanner tips are autoclavable and eliminate fogging, enabling continuous scanning and use tracking.

One of the most impressive aspects of the Planmeca Emerald, according to the company, is its speed and ease of use. Every dental professional has the ability to capture accurate digital impressions ranging from single-tooth to full arch within minutes, capturing individual images for patient or laboratory communication. The scanner uses a multi-color laser-based system for color reproduction.

The Planmeca Emerald is built on an open system platform, creating smooth integration with other equipment within the office. The “Plug N’ Play” capability with USB-3 connection allows clinicians within the office to use the Planmeca Emerald without concerns over Wi-Fi connections. The portability enables sharing between operatories and multiple PCs, and because it includes Planmeca Romexis, a server-based solution is available. A replaceable cord reduces the need to replace the Emerald scanner because of wear and tear of the electrical cord, thereby extending the life of the scanner.

As always, customers can take advantage of the only equipment manufacturer that provides education, training and support, according to the company. Planmeca Emerald is manufactured in the United States by E4D Technologies, a leader in 3-D CAD/CAM hardware and software solutions for the dental market.

The launch of the newest technology also brings a new Planmeca Loyalty program. Through this program, current customers have access to special pricing, updates and more. Customers can get a quote at planmecacadcamloyalty.com.

Planmeca Emerald simplifies data exchange and connectivity within the clinician office or with the lab, according to the company. Collaboration with labs becomes worry-free with the use of Planmeca Romexis software and open STL files.

The Planmeca Emerald gives clinicians the freedom of practicing dentistry the way that best suits their practice, the company asserts. Clinicians that prefer to only scan can send files to third parties without additional click or subscription fees. If they choose to offer same-day dentistry to patients, they can add a mill.

Here in New York
To learn more about the Planmeca Emerald intraoral scanner, stop by the Planmeca CAD/CAM booth, No. 5625.

The Planmeca Emerald. (Photo/Provided by Planmeca)
Visit BISCO at Booth #1200 at the Greater New York Meeting.

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Choose the ‘WireLess’ light that’s best for you

By Designs for Vision Staff

Designs for Vision’s new LED DayLite® WireLess™ Mini and LED DayLite WireLess headlights free you from being tethered to a battery pack. The simple modular designs uncouple the headlights from a specific frame or single pair of loupes. Prior technology married a cordless light to one pair of loupes via a cumbersome integration of the batteries and electronics into the frame. The compact design of the LED DayLite WireLess headlights are independent of any frame/loupes.

The patent-pending design of the LED DayLite WireLess headlights is a new concept: a self-contained headlight that can integrate with various platforms, including your existing loupes, safety eyewear, lightweight headbands and future loupes or eyewear purchases.

Best of all, the LED DayLite WireLess headlights can be easily transferred from one platform to another, expanding your WireLess illumination possibilities across your eyewear options. The LED DayLite WireLess Mini weighs less than 1 ounce and, when attached to a pair of loupes, the combined weight is half as much of integrated cordless lights/loupes.

The LED DayLite WireLess produces more than 40,000 lux at high intensity and 27,000 lux at medium intensity, while the intensity of the LED DayLite WireLess Mini is 27,000 lux.

The spot size of each of the LED DayLite WireLess headlights will illuminate the entire oral cavity.

The LED DayLite WireLess is powered by a compact, rechargeable lithium-ion power pod. The WireLess Mini is powered by specialty rechargeable lithium-ion cylindrical cells. Both LED DayLite WireLess headlights come complete with three batteries/battery pods. The charging cradle allows you to independently recharge two batteries/battery pods at the same time and shows the progress of each charge cycle.

Here at the GNYDM, Designs for Vision is also featuring the REALITY 5-star rated The Micro 3.5EF Scopes, which utilize an optical design that reduces the size of the prismatic telescope by 50 percent and reduces the weight by 40 percent while providing an expanded field full oral cavity view at 3.5 times magnification.

The Micro Series from Designs for Vision is fully customized and utilizes the proprietary lens coatings for the greatest light transmission.

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LVI Global is an ABC/BCR member provider. Member number (789) 123-456789. This provider is authorized and certified to perform implant procedures in the state of California. Please note: There is a $25 fee for each additional patient. This fee is not covered by any insurance company. It is the patient’s responsibility to pay this fee.

LVI Global is a member of the American Dental Association and the California Dental Association.

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Visit us at Booth #4639 or at PioneerLasers.com
Kulzer acquires exclusive rights to market ReLeaf and LinguaGuard products

By Kulzer Staff

Kulzer recently announced it has acquired the rights to become the exclusive marketer of Innovative Dental Technologies' ReLeaf and LinguaGuard product lines. The products are being sold through Kulzer's current network of dental distributors.

ReLeaf is an innovative HVE System that connects easily to existing dental vacuum systems and provides easy, efficient and comfortable hands-free dental suction during dental procedures, Kulzer asserts.

ReLeaf is an HVE System that connects to existing dental vacuum systems and provides easy, efficient and comfortable hands-free dental suction during dental procedures, Kulzer asserts.

Invented by a former U.S. Army Dental Corps dentist based in Germany, LinguaGuard is an innovative disposable add-on that allows clinicians to retract and protect the tongue during suction by attaching it to the vented end of the HVE straw. As a result, instead of having to use one hand to hold the tongue with a mirror and the other hand to hold the HVE straw, LinguaGuard delivers the same levels of protection, stability and suction in a single apparatus held by one hand.

This allows a free hand to reduce chair-side working time and improve the overall quality of care.

“The ReLeaf and LinguaGuard product lines are perfectly complements to our portfolio of innovative technologies that enhance practice productivity and patient comfort,” said Jeremy Thomas, Kulzer’s president, USA and Canada and head of the America’s region. “We look forward to significantly increasing awareness and use of these outstanding products through the exceptional support of both our marketing team and our distributor network.”

About Kulzer, LLC

As one of the world’s leading dental companies, Kulzer has been a reliable partner for all dental professionals for more than 80 years. Whether esthetic or digital dentistry, tooth preservation, prosthetics or periodontology – Kulzer stands for trusted and innovative dental products.

With optimal solutions and services, Kulzer aims to support its customers in restoring their patients’ oral health in a safe, simple and efficient way.

For this purpose, 1,500 employees work in 26 locations in the field of research, manufacture and marketing.
HyFlex® EDM

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Visit COLTENE’s YouTube channel for more information about the HyFlex EDM and EDM technology.
TheraCem: ‘Next generation cement’

By BISCO Staff

Clinicians are always looking for ways to be more efficient without sacrificing the clinical quality of the products they use on patients. One material that has allowed practitioners to do this is BISCO’s TheraCem.

TheraCem’s strength has been proven with a range of materials: everything from PFM's to zirconia and lithium disilicate. Having one cement that can be used in a variety of situations and with different materials cuts down on cost and can make procedures easier on the dentist and staff, according to BISCO.

The handling and dual-cure feature of the cement also makes clean-up simple and offers ease of use in situations where light curing is difficult, according to the company. Stop by booth No. 1200 to learn more.

Here in New York

To learn more about TheraCem, visit BISCO, booth No. 1200, call (800) 247-3368 or visit www.bisco.com.

Fig. 1: TheraCem dual-cure resin cement with zirconia crown on tooth No. 19. (Photos/Provided by Alan J. Acierno, DDS)

Fig. 2: Application of TheraCem to the internal surface of the crown.

Fig. 3: Crown ready for cementation.

Fig. 4: Seated crown with extruded cement.

Fig. 5: Cement after tack cure for two seconds (note ease of clean-up).

Figs. 6a, 6b: Final restoration.
STOP BY THE i-CAT BOOTH 4618 FOR FRESH BREWED COFFEE & COOKIES AND TALK CONE BEAM
Orascoptic makes history with three Cellerant awards

By Orascoptic Staff

This year, Orascoptic made history by becoming the first company ever to win three Cellerant “Best of Class” Technology awards. The Spark™ cordless headlight, Ease-In Shields™ and the new OmniOptic™ interchangeable loupe system all stood out in ways that set the products apart from others in the industry, according to the company. With a legacy of setting the standard for quality craftsmanship and introducing transformative products to the medical vision industry, Orascoptic is proud to be recognized for its advanced product performance and clinician-first features. According to the Orascoptic, it is hoped that these three products will help bring the world closer to the day when every health-care procedure will be performed with superior visualization and under ideal ergonomic conditions, in order to drive the best patient outcomes.

Orascoptic believes fully in this vision, and there is no better place to drive this vision forward than here at the Greater New York Dental Meeting, one of the largest dental congresses with tens of thousands of professionals from all over the world.

Orascoptic is excited to have the three award-winning products, as well as the rest of its extensive line of loupes and headlights, at its booth for all attendees to see and test out for themselves. Orascoptic is located at booth No. 4618 – make sure you stop by. You can also visit orascoptic.com to learn more about products that focus on magnification, illumination and ergonomics.

Strengthening its position as a technology leader

An interview with Daniel Ferrari, senior head business segment dental of Sulzer Mixpac

By today Staff

The German company Transcodent has been part of the corporate family since September 2017. What synergies does that bring for Sulzer and how does it benefit your clients? Transcodent is the leading supplier of dental one-component (1C) application systems, unit-dose technology for dental products with highest bar- rier properties and premium-quality dental needles. The acquisition of Transcodent makes Sulzer Mixpac™ a full-service provider with a complete portfolio of application systems (1C and 2C) for the dental industry.

For our dental clients, this acquisition means the extended portfolio will include additional products and smart innovation concepts, which set the products apart from others in the industry, according to the company. With a legacy of setting the standard for quality craftsmanship and introducing transformative products to the medical vision industry, Orascoptic is proud to be recognized for its advanced product performance and clinician-first features. According to the Orascoptic, it is hoped that these three products will help bring the world closer to the day when every health-care procedure will be performed with superior visualization and under ideal ergonomic conditions, in order to drive the best patient outcomes.

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The result is a consistent and smooth material flow — even when bent — thanks to the stainless-steel medical cannula’s uniform internal diameter.

Sulzer has been combating copies of protected mixing tips for a long time — for the benefit of patients and dentists. How can the user be sure he has the original Sulzer product in his hands?

Sulzer is committed to protecting its products. Genuine MIXPAC™ tips can be identified by the MIXPAC name stamped on the retaining ring and the CANDY COLOR Quality Seal. We recommend that you continue to take great care to ensure that you actually do receive the original mixing tips from Sulzer Mixpac.

We can only guarantee the proven high MIXPAC quality for original MIXPAC dental products made exclusively by Sulzer at its automated clean-room factory in Switzerland, where strict quality control, close tolerances and rigid cleanliness standards produce mixing tips of the highest quality, safety and reliability.
STELLAR™ DC Acrylic
Indexes / Structure Models / Pattern Resin

USES:
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- Connect or fix single implants parts for soldering and welding.
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ZERO-G™ Case Presentation
Dentistry and Photography by: Ross Nair, DDS

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Liquid Magic™ Case Presentation
Dentistry and Photography by: Ross Nair, DDS

All products proudly made in the USA
‘RFA technique must be accurate and reliable’

By today Staff

- Resonance Frequency Analysis (RFA) today is a standard method to measure implant stability, but the measurement unit ISQ itself needs to be explained. Prof. Lars Sennery is one of the developers and researchers behind the RFA technique and will help explain the procedure.

Prof. Sennery, what is your experience of the RFA technique?

Prof. Neil Meredith showed me a prototype of his invention already in 1992, and we have since then used RFA for implant stability measurements in numerous experimental and clinical studies: first as part of the early development work and Dr. Meredith’s Swedish PhD thesis (1997), which I supervised, and then as a clinical routine diagnostic instrument. I find it to give valuable and relevant information about implant stability at any time point during implant treatment and follow up.

What is the background to the ISQ unit?

The whole purpose of introducing the ISQ (Implant Stability Quotient) was to give clinicians a unique and easy reference is indeed necessary.

Prof. Sennerby, what is your experience of the RFA technique?

The Dentatus Profin system simplifies shaping

By Dentatus Staff

The Profin Reciprocating System is the instrument of choice for shaping and finishing hard-to-access surfaces. Modern dentistry emphasizes esthetics and shaping restorations to consistent clinical standards of form and function.

With Profin, a variety of safe-sided diamond-coated Lamineer Tips, used in a 1.2 mm linear reciprocating motion, can fit into areas without ditching or damaging adjacent surfaces, according to Dentatus.

Depending upon the color-coded grit chosen, the tips are designed to facilitate gross reduction, shaping, finishing or polishing in hard-to-access areas. Tips can either rotate freely to follow natural contours or be fixed for controlled detailing and shaping of all restorative materials: enamel, dentin, cementum, composite, porcelain, ceramics, amalgam and metals.

When used in place of finishing strips, in the free-floating mode, the tips provide delicate control to shape and polish both the curved and flat surfaces to optimize esthetic form in the gingival, interproximal, facial and incisal areas.

The many benefits and features include:

- Anatomical shaping for estheticics and function — interproximals, contacts, overhangs, embrasures and occlusal adjustment.
- Tooth preparation for inlays, onlays and crowns — crisper and sharper shoulders, chamfers, inlays and margins.
- CAD/CAM — prepare and refine vertical walls, boxes, margins.
- Interproximal reduction for orthodontic treatment and safe removal of residual ortho and luting cements.
- Periodontics — root planning, debridement, scaling.

Offering safe and precise contouring, finishing and polishing of hard-to-access surfaces

The Dentatus Profin system simplifies shaping
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- Gustavo Gandini

To learn more about the conference visit: www.mis-mepita.com/bahamas
TAUB Products: Esthetic products developed for KOLs, clinicians, dental educators and your practice

By TAUB Products Staff

As industry products and technology advance at a continually fast pace, new procedures and methods are implemented. The focus at TAUB Products is to keep pace with these advances by offering products that deliver the best results possible, through simple and easy integration, no matter how doctors and labs practice dentistry.

TAUB is proud to introduce a revolutionary dual-cure acrylic resin—STELLAR DC Acrylic. STELLAR DC Acrylic pattern resin is great for creating verification indexes, transfer and insertion guides for implants; positioning misaligned implant components during seating; connecting or fixing single implants parts for soldering; creating structure models of implant components, crown and bridge, zirconia and inlay and onlay restorations.

STELLAR DC Acrylic can be light cured in 20 seconds or will cure on its own in 60 seconds. It provides the fastest production time of any pattern resin and acrylic, burns out completely and leaves no residue, according to the company. The material can be layered, reproduces detail accurately and grinds easily, identify positioning misaligned implant components during seating; connecting or fixing single implants parts for soldering; creating structure models of implant components, crown and bridge, zirconia and inlay and onlay restorations.

STELLAR DC Acrylic is a great addition to our product line” said Jordan Taub, executive vice president at TAUB Products. “Using our chemistry and technology, we can now offer the CDT and prosthodontist an acrylic that increases production flow of material allows quick and easy fabrication,” he added.

TAUB is known for three products that solve many issues when placing cement-retained implant restorations: GoCHX Gel Syringeable Chlorhexidine, Liquid Magic Resin Barrier abutment access plug and ZERO-G Bio-Implant Cement.

According to Jordan Taub: “Zero-G provides permanent cementation of implant restorations and, at the same time, retrievability of those restorations. This is the best of both worlds for the doctors who want access to the abutment and also for the doctors who never want the restoration to come off.

“When we designed this cement, we understood incomplete cleanup of other cements, and peri-implantitis was a cause of concern. Giving Zero-G the highest radiopacity over any other implant cement makes any excess cement extremely visible. The cleanup is unlike anything else on the market; any excess can be completely removed”.

Liquid Magic Resin Barrier Material is used for implant and cosmetic dentistry. It can be used to fill abutment access holes, replacing Teflon tape and other products typically used. Liquid Magic is placed into the access hole, light cured and can be easily removed. Liquid Magic can be used for cement or screw-retained restorations. As a barrier product, it can be used when isolation is desired.

GoCHX Gel Syringeable Chlorhexidine is a thin, non-alcohol based gel containing 0.8 percent chlorhexidine in a water-soluble formula. As a gel, GoCHX can be applied precisely, staying where it is placed, and rinses completely. Use GoCHX Gel for everyday use.

From no-prep restorations to full mouth reconstruction, using emax®, CEREX®, zirconia, lithium disilicate, feldspathic porcelain and FFM, FUSION-Zr® Esthetic Resin Cements provide the best results, according to the company. These esthetic cements allow dentists to present their best work by offering ease of use, fast cleanup, high bond strength and correct color representation.

“My patients expect my restorations to pop,” said Ross Nash, DDS, of the Nash Institute in Charlotte, N.C. “They can’t just be good; they need to be the best. I get best results when using Fusion-Zr Resin Cements.”

Launched in 2016, Ca-Lok Flowable Adhesive Calcium Base/Liner is a light-cured, calcium-filled resin. Unlike any other resin or MTA bases and liners, Ca-Lok offers adhesion to tooth structure, preventing movement and sensitivity, and has seamless compatibility to other restorative materials, according to the company. Ca-Lok is radiopaque and releases calcium and fluoride. Use Ca-Lok when practicing conservative dentistry.

TAUB Products is located at booth No. 2708. Please stop by for a demonstration, grab literature, have a famous Larry Cookie, have one more

Here in New York

To learn more about TAUB Products, stop by the booth, No. 2708, for product demonstrations, literature, show specials and cookies.

By The Clemens Group Staff

The Clemens Group has announced the hiring of Sure Business Logic as its new sales and marketing partner to help develop sales programs, identify strategic sales tactics and create innovative marketing techniques to establish company and product branding and build long-term sales growth.

Sure Business Logic was founded in 2010 by Ed Matthews, a seasoned dental industry marketing executive. The company works exclusively in the dental industry and specializes in creating strategic sales plans and helping dental manufacturers with their branding and rebranding efforts. This includes identifying advanced sales tactics, developing marketing concepts and producing sales and marketing materials, including graphics, video and digital signage to highlight the unique features of clients’ products.

The company’s capabilities, combined with industry knowledge, are two of the main reasons that Clemens chose Sure Business Logic. Alan Clemens, the Clemens Group founder and president, said, “Sure Business Logic can help us to implement fresh concept marketing campaigns as we expand the dental segment of our business.”

The Clemens Group, founded in 1969, is a leading provider of services for the planning and execution of full-value dental practice evaluations, sales, partnerships, and mergers.

To learn more about The Clemens Group, stop by the booth, No. 2813.

Clemens Group hires new marketing partner

Sure Business Logic is hosting a full-day esthetic program from 9 a.m. to 4 p.m. Wednesday. Called ‘An Aesthetic Dentistry Retrospective: The Wow Factor,’ it will be conducted by Dr. Larry Rosenthal and Dr. Ross Nash. Those interested in attending can register at www.gyrdm.com/education-courses/06ed632a1b6513b. 

Here in New York

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The A.R.T. is in the templates.

Become a smile design expert with DenMat’s new Additive Reductive Template — the blueprint for predictable, beautiful esthetic cases. Facial, interproximal and incisal templates ensure conservative tooth reduction, allowing for a beautifully natural result with ultra-thin Lumineers. It makes even complex cases simple.

See a presentation on A.R.T. and get a FREE impression kit. Visit Booth #4127!

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The advantages of premade custom temporaries

By Steven Barrett, DDS

As a partner and clinical director of a large private group practice, I often speak of modern dentistry’s esthetic possibilities. Our practice highly prioritizes working with committed laboratories, using quality materials and focusing on predictable processes. BioTemps® Provisionals consistently help our doctors materialize the esthetic vision we create for our patients.

Rethinking provisionals

When working with new dentists, I emphasize that temporaries are as critical to the success of their case as their crown preparations and impression quality. To be successful, cosmetically minded dentists need to visualize esthetic possibilities for patients. If that vision firmly incorporates smile-design fundamentals and highly detailed products and processes, they are setting themselves up for predictable final outcomes.

More than a temporary

After I started using BioTemps Provisionals about 18 years ago, I instantly noticed several things. These custom-made temporaries were far better than any I could make from any acrylic or bis-acryl material. With custom-made BioTemps, I can include esthetic changes, choose custom shades, deliver a much stronger temporary (using fiber or wire reinforcement), reduce chair time and, if refined and trimmed properly, ensure the patient’s soft tissue will be in great shape at the seating appointment. I can also make the arch form more ideal, precisely add or reduce tooth length, create ovate pontics, and even add pink acrylic if needed.

I often do a composite mock-up chairside to help the patient and me visualize the changes that I would like to make. Photographs and/or the mock-up study model are then sent to the lab to aid in BioTemps fabrication. And I can even mark the model and simulate potential gingivectomy or crown lengthening sites.

Patient presentation

I detail benefits of BioTemps to patients, emphasizing how vital they are to success. I typically start by explaining the necessity of a custom temporary. Then I show the patient a presentation model with BioTemps and explain how I will customize the shade — and I assure the patient that the temporaries will not discolor. Due to many patients’ bad experiences with temporary crowns, I want them to know these temporaries are made using a vastly superior process.

Smile makeovers

For cases involving esthetic changes, I explain to the patient how BioTemps allow me to create the best smile possible for them. I use BioTemps as a model for the final restorations, and if needed, I can make changes while the patient is wearing the temporaries. Once the temporaries are exactly as the patient desires, I ask the lab to duplicate them in the final restoration.

Extractions, esthetic emergencies

While BioTemps are a part of my typical extraction treatment plan, convincing patients of post-extraction benefits is not difficult. I explain to them that with BioTemps, they will never have to walk around with a missing tooth or worry that the temporary will break. I will match the temporary color to the natural, surrounding teeth.

Conclusion

In addition to being ideal for multi-unit esthetic cases, extraction cases or cases involving an entire quadrant, BioTemps work well for single-unit anterior cases. Many of my patients have benefited from a custom anterior temporary because they were public speakers or actors, they were getting married or they just needed a custom shade.

Incorporating BioTemps within your office will lead to predictable results, happy patients and more confidence for your entire team.
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With opinions and suggestions of clinicians in mind, Kettenbach has developed a new Futar® bite registration material: Futar Cut and Trim, which replaces Futar Scan with a number of improvements.

Futar Cut and Trim is "scannable" and has a working time of 15 seconds, with an intraoral setting time of 45 seconds — for a total setting time of one minute.

Non-slumping, this Futar brand will not flow off the occlusal surface, according to the company.

The material’s new blue shade will be helpful to clinicians by improving readability. The final hardness of the product is D-35, which means it sets rigid to eliminate risk of vertical distortion when articulated. Finally, according to Kettenbach, it trims cleanly with a sharp blade, which can often be an issue with many other brands.

The Futar family — Futar, Futar Fast, Futar D, Futar D Fast, Futar D Slow and Futar Cut and Trim — is sold by Kettenbach.

Futar is sold direct to practices, with promotional pricing that Kettenbach asserts compares well to all other nationally known bite registration materials.

The company’s six choices of Futar bite registration materials enable clinicians to choose the appropriate material to fit their particular needs. Whether a practitioner is looking for high final hardness, comfortable working times or a “scannable” material, the Futar line has it all, Kettenbach asserts.

Futar Cut and Trim will be available direct in the U.S. starting the end of 2017. To purchase, call your Kettenbach representative or call the company at (877) 532-2123.

About Kettenbach
Kettenbach LP is located in Huntington Beach, Calif., and is the exclusive U.S. distributor for Kettenbach GmbH & Co. KG, based in Eschenburg, Germany.

Founded by August Kettenbach in 1944, Kettenbach GmbH was created to develop and market medical and dental products. Learn more at www.kettenbach.com.

Here in New York
To learn more about Kettenbach products, visit booths Nos. 1221/3537. You can also contact the company at (877) 532-2123 or visit www.kettenbach.com.
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Digital X-rays are changing how you manage patient diagnostics. But while digital is faster and easier to use, it poses some unique challenges too. Sensor positioning is one such challenge. Unlike film, sensors are rigid and thick. And unlike film, there is no standard size to a “size-2” sensor. All this makes finding a quick and easy way to position your sensor somewhat more difficult than when you were using film.

With Flow Dental’s new Uni-Verse-All positioner, you could take every imaginable X-ray while using only one positioner and one aiming ring. Sounds impossible, yet Flow’s Uni-Verse-All sensor positioner does just that. It will hold just about any size sensor. The Uni-Verse-All sensor holder lets you reposition the sensor along the bite plane so you can go from a periapical to a bite wing in seconds, and without changing parts.

The Uni-Verse-All is easy to use and set up is fast. You choose from two sizes of sensor holders (both included in Flow’s starter kit). You then snap the sensor holder into the Uni-Verse-All positioner and slide on the aiming ring, just like that you’re ready. Move the holder down for anteriors or periapicals, up for bite wings. Lightweight for added patient comfort, Uni-Verse-Alls are re-useable and autoclavable. A starter kit with everything you need retails for less than $57.

For more information, or to order, you can contact your local dealer or visit www.FlowDental.com.

(Source: Flow Dental)

‘Uni-Verse-All’ positioner holds any size sensor

Flow Dental’s new product makes taking X-rays easier and faster for everybody

‘Uni-Verse-All’ positioner holds any size sensor

Flow Dental’s new product makes taking X-rays easier and faster for everybody

Here in New York

To learn more about Flow Dental offerings, stop by booth No. 1110.
With NeoDiamond® a dull cut is simply not an option. Why increase chair time and risk patient trauma using a dull, multi-use bur? For a fast, fresh cut each time, every time, use pre-sterilized, single-patient-use NeoDiamond and make dull cuts a thing of the past.
KaVo Imaging expands its offerings with the OP 3D

By KaVo Staff

KaVo Imaging Solutions is expanding its product offerings by introducing the KaVo OP™ 3D, a new entry-level 3-D imaging system.

The OP 3D is a unit with the ability to serve a wide range of dental imaging needs. It is a complete X-ray platform that makes imaging workflow more efficient with intuitive and easy-to-use programs.

From general dental practitioners to maxillofacial surgeons and airway specialists, this system offers versatile programs for both panoramic and 3-D imaging. Plus, the OP 3D enables clinicians to intuitively select region of interest, image resolution and field of view (FOV) to optimize patient dose.

KaVo OP 3D is a sustainable green solution. Where lead is typically used for tube head radiation shielding, the KaVo OP 3D is designed with a more ecological and environmentally friendly alternative, providing equivalent radiation attenuation. The power save feature of this system also reduces overall energy consumption of the practice.

KaVo OP 3D complements the current KaVo extra oral product line: KaVo OP 2D and KaVo OP 3D Pro. With this new addition, the KaVo extra oral portfolio now offers a seamless set of options to clinicians in meeting their spectrum of imaging needs.

KaVo Imaging Solutions is the result of bringing award-winning Instrumentarium Dental™ products under the KaVo brand. For more than six decades, Instrumentarium Dental has been at the forefront of extraoral imaging innovation. It is KaVo’s intention and commitment to continue to grow the “OP” hallmark and heritage under the KaVo brand.

The KaVo OP 3D System is your gateway to the KaVo world of 3-D imaging! Visit the new KaVo OP 3D at www.KaVo.com or call (888) ASK-KAVO to schedule a product demonstration today.

About KaVo Kerr

KaVo Kerr is a cohesive organization comprised of two global leaders, united to provide dental excellence and serve as a single premier partner for the dental community. KaVo Kerr operates with a common vision inspiring and helping our customers, their patients and our own associates realize their potential. KaVo Kerr offers solutions for endodontics, restoratives, treatment units, infection prevention, imaging, rotary and instruments.

Here in New York

To learn more about the KaVo OP 3D, stop by booth No. 4618. You can also visit www.KaVo.com or call (888) ASK-KAVO to schedule a product demonstration today.
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