Finnish dental technology manufacturer Planmeca has recently made a significant equity investment in the U.S.-based high-tech medical device company E4D Technologies. In this interview, vice president at the Planmeca Group and acting CEO for E4D Technologies Tuomas Lokki sheds light on this new venture.

Mr. Lokki, why did Planmeca choose to invest in E4D Technologies?

We believe in the tremendous possibilities and future growth of CAD/CAM dentistry. As dentistry will be completely digital in the future, we believe it is vital to invest in the development of new and efficient practices. E4D is a long-term leader in advancing modern CAD/CAM dentistry, so we knew that joining forces with this high-tech medical device company would be a valuable addition to our own leading expertise in 3-D imaging and software solutions. Its special expertise and innovative ideas provide a great foundation for future projects that will combine the know-how of both companies.

What advantages will this investment offer dental customers worldwide?

The new partnership with E4D Technologies will enable us to offer our customers the most modern CAD/CAM innovations. Our product distribution in more than 120 countries combined with the cutting-edge E4D innovations will increase global product availability and take computer-exhibitors
With Zirc You Can
Save $117,000 in One Year
Just Like This Practice

<table>
<thead>
<tr>
<th>Factors</th>
<th>Time Savings</th>
<th>Savings/Profit</th>
<th>Profit % rate in employment time</th>
<th>Total in $</th>
</tr>
</thead>
<tbody>
<tr>
<td>Set-up/Break-down of the procedure room</td>
<td>6 min. x 24 Pat. x 200 days = 28,800 min./yr.</td>
<td>28,800 min. x $5/min = $144,000</td>
<td>40%</td>
<td>$176,000</td>
</tr>
<tr>
<td>Lost time during the procedure</td>
<td>15 min. x 4 Practitioner x 200 days = 12,000 min./yr.</td>
<td>12,000 min. x $5/min = $60,000</td>
<td>40%</td>
<td>$74,000</td>
</tr>
<tr>
<td>Sterilization and storage</td>
<td>5 min. x 24 Pat. x 200 days = 24,000 min./yr. x 400 hr.</td>
<td>400 hr x $10/hr = $4,000</td>
<td>100%</td>
<td>$4,000</td>
</tr>
<tr>
<td>Material Inventory</td>
<td>200 min. x 200 days = 10,000 min./yr. = 200 hr. (Dental Assistant)</td>
<td>200 hr x $15/hr = $3,000</td>
<td>100%</td>
<td>$3,000</td>
</tr>
<tr>
<td>Material savings 10%</td>
<td>$667 x 12 Months = $8,000</td>
<td>$8,000</td>
<td>100%</td>
<td>$8,000</td>
</tr>
<tr>
<td>Additional human resource</td>
<td>$1,700 x 12 Months = $20,400</td>
<td>$20,400</td>
<td>100%</td>
<td>$20,400</td>
</tr>
<tr>
<td><strong>TOTAL</strong></td>
<td></td>
<td></td>
<td></td>
<td><strong>$117,000</strong></td>
</tr>
</tbody>
</table>

Actual Case Study for a 2 location practice with a total of 9 operators. Data shown is after implementing Zirc products and techniques.

Save Money by Controlling Inventory
Utilizing tools to organize and control material inventory will streamline procedures and stop the discarding of expired products. Operatory drawer clutter will be eliminated and chairside performance will be enhanced through organization and ease of accessibility.

Reduce Procedure Time with Color
Procedure prep, performance and sterilization time will dramatically be reduced through Color Coding and the implementation of instrument organizers. Assigning a color per procedure will eliminate confusion and make training effortless.

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Adding Zirc's techniques and affordable products will bring you a favorable ROI in a short amount of time. Put time on your side to make your practice more efficient and profitable.

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According to the company, that makes the product truly “universal” without the need for a separate silane coupling agent. CLEARFIL Universal Bond contains the “ORIGINAL MDP” adhesive monomer developed and introduced by Kuraray in 1983. Chairside time is faster for the dentist, because of its short application time, according to the company.

The product is available through all major dental dealers.

For more information on CLEARFIL Universal Bond, or any other Kuraray products, visit www.kuraraydental.com, call (800) 879-1676 or stop by the Kuraray America booth, No. 3730, here at the Chicago Midwinter.
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- Automix
- Radiopaque
- No dispensing gun needed
- Available in two shades; Absolute White and Tooth Shade A2/B2

Visit us at booth #4200 to learn more!

"I love using Absolute Dentin™ for my cores, however, Absolute Dentin™ PLUS’ lower viscosity allows the material to flow and adapt well in small areas on the tooth. It’s also perfect for flowing into tight post holes when a post is also needed."

— Gregg A. Helvey, D.O.S., M.A.G.D.

If you’ve used Absolute Dentin, you’ve been creating durable cores with impressive physical properties (72 Barcol Hardness, 172MPa Flexural Strength, and 325MPa Compressive Strength). You experienced how AD stacks beautifully, cuts like dentin and works great with Brush3Bond®. Now imagine all of those attributes and more in new Absolute Dentin™ Plus!

New Absolute Dentin Plus features Nano technology giving it a slightly lower viscosity than original AD so it’s even easier to syringe the material into a small diameter canal when cementing a post. Don’t be mistaken, though. Absolute Dentin Plus still stacks, still cuts like dentin and still works great with Brush3Bond®!

Durability
Absolute Dentin Plus exhibits an impressive 65 Barcol Hardness and a Flexural Strength of 175 MPa. It has a Compressive Strength of 400 MPa, so it’s every bit as strong, if not slightly stronger than original Absolute Dentin.

Convenient and saves time!
Along with a lower viscosity, NEW Absolute Dentin Plus is BPA-free for those concerned with materials containing Bisphenol A. It’s dual-cure so you can hit it with a light on all sides for a 2mm depth of cure and it will continue to completely set in 5 minutes to achieve an indefinite depth of cure! The 5ml syringe makes for easy hand-dispensing (eliminating the need for a dispensing gun) and we’ve even provided two types of intraoral tips along with the static mixers for easy access to even the toughest areas of the oral cavity.

Options
Absolute Dentin Plus is radiopaque (200% of Aluminum) and comes in two shades: Absolute White and Tooth Shade A2/B2. If certain circumstances call for a more viscous material, we encourage you to stick with original Absolute Dentin. However, you may want to give both versions a try. You may find that they’re both terrific for a variety of cases. Try them today and you can judge for yourself!

Order direct from Parkell for a 45-Day Risk-Free Trial!

* If you are not satisfied, return within 45 days. We’ll issue a pro-rated full refund and give you a full credit—excluding any original ground shipping charges. Express shipping will not be reimbursed. Trial offer valid only when product is purchased directly from Parkell, Inc. | USA | ©2014 Parkell, Inc.
By Sesame Communications Staff

Online reviews have become integral to the buying decisions of a vast majority of consumers. A recent study found that 90 percent of people are influenced by online reviews when deciding whether to purchase a product or service. Consumers searching for dentists are no exception to this trend, as 70 percent of patients say that online reviews are as important as the dentist’s credentials.

Prospective patients rely on online patient reviews as a key influencer when choosing a new dental care provider. The challenge for practices is to ensure their patient reviews get in front of the right audience at the right time in the decision-making process: when they are actively seeking to find a new dental care provider and schedule an appointment.

Healthgrades: where patients choose new providers

Healthgrades is the leading online resource for prospective patients seeking comprehensive healthcare information. During the past year, more than 225 million visitors used the healthgrades.com website to search, evaluate and connect with healthcare providers. More than 20 million annual searches are conducted for dental care providers. Most importantly, healthgrades.com users don’t just search – they schedule appointments. More than half (54 percent) of all Healthgrades visitors will schedule an appointment. Among those who schedule, an astounding 95 percent make an appointment within the first week they search, and 38 percent schedule the same day.

Maximize the value of reviews

Healthgrades recently established a partnership with Sesame Communications that, for the first time, lets dental care providers secure an enhanced profile. This new offering has numerous advantages, including:

- Automatically publish reviews to your Healthgrades enhanced profile: Verified, high-quality reviews from Dental Sesame are automatically published to your Healthgrades enhanced profile.
- Rapidly build patient review volume for better search results: Automatically published reviews help your enhanced profile garner better placement in organic search results on healthgrades.com. An enhanced profile also gives practices a “Featured Provider” rotation on local searches to further increase access and exposure to prospective patients.
- Complement patient reviews with comprehensive doctor and practice information: The Healthgrades enhanced profile includes significantly more information about your practice than a standard profile, including full biographies, practice procedures, contact information and directions with maps for all office locations. Most importantly, it also includes an easy click-to-request appointment button and premium phone number placement.

Final thoughts

Patient reviews can help drive new patient appointments for your dental practice – but only if they’re seen by the right audience at the right time in the purchase decision process. With a Healthgrades enhanced profile, your practice now has an unparalleled opportunity to reach a valuable and highly targeted audience of prospective patients with the information they need and prefer when selecting a new dental care provider.

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- Industry’s only ultrathin Teflon wire
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Take polishing to an ‘X-Treme’ level

New Super-Snap X-Treme offers greater flexibility, thickness and gloss results

By Shofu Dental Staff

Here at the Chicago MidWinter Meeting, Shofu Dental is launching the next generation of Super-Snap — Super-Snap X-Treme, an enhancement to the original green fine and red superfine Super-Snap polishing disks.

The new Super-Snap X-Treme was designed to meet varied clinician preferences and advancements in composite technology. X-Treme disks offer greater flexibility, extra thickness for an increased tactile feel and extreme gloss results because of an advanced 3-D grit technology.

Since 1922, Shofu has been an industry-leading manufacturer of high-quality polishers and abrasives that exceed the demands of dental professionals around the world.

The company’s extensive knowledge of direct and indirect restorative materials, combined with stringent quality-control standards, ensure optimal contouring, finishing and polishing, no matter what the material.

Super-Snap disks are widely recognized and utilized within universal dental offices. The four-step, color-coded disk system is designed for easy, fast and safe contouring, finishing and polishing of all microfilled and nano-hybrid composites. It is no surprise that Super-Snap Singles have been awarded “Top Composite Finishing and Polishing System” by The Dental Advisor for six years in a row.

The new Super-Snap X-Treme polishing disks provide many of the same features and benefits as the original Super-Snap disks.

Both red and green X-Treme disks have an elastic silicone shank mount for easy placement onto the mandrel. They are manufactured without a metal center to eliminate the risk of gouging or discoloration of the composite and increase the stability of the disk during polishing.

The red and green disk material in both systems are made with aluminum oxide grit.

Super-Snap and Super-Snap X-Treme disks share many important features; however, the new enhancements offered with Super-Snap X-Treme disks makes these two systems distinctly different.

X-Tra thickness

Super-Snap X-Treme red and green disks are double the thickness of the original Super-Snap disks, increasing from 50 µm to 100 µm (Fig. 1).

The extra thickness improves stiffness and durability while also main-

 Buy one box of the new Super-Snap X-Treme during the Chicago Midwinter and receive a free Super-Snap X-Treme souvenir car. (Photos/Provided by Shofu Dental)

Here in Chicago

To see the new Super-Snap X-Treme, stop by the Shofu booth, No. 2411. If you buy one box of the new product here during the Chicago Midwinter, you will receive a free Super-Snap X-Treme souvenir car.

Advanced 3-D technology

The red superfine X-Treme disk features a new, advanced 3-D technology composed of round, semispherical grits homogenously arranged on the entire disk surface (Figs. 2a, 2b).

The new semispherical-shaped surface provides space to discharge ground debris, resulting in less clogging of the disk and secondary scratches on the composite. Ground debris can collect and discharge within the crevices of the semispheres, helping to maintain a smooth disk surface for polishing. (Fig. 3)

Check it out today!

Shofu Dental’s new Super-Snap X-Treme polishing disks are available in standard (12 mm) or mini (8 mm) sizes within a 100-piece kit, including both red and green X-Treme disks, or as individual disk refills of 50. Suggested retail price per kit is $47.60, and disk refills are $25.05.

X-Treme disks can be used in conjunction with the original black contouring and violet finishing Super-Snap disks.

Visit Shofu booth No. 2411 today to experience the new Super-Snap X-Treme.
3D imaging for lower dose than a 2D panoramic* is not magic...

...it’s i-CAT®

The i-CAT FLX is a reality!

This latest advancement of our award-winning technology offers a range of innovative features that deliver increased clarity, ease-of-use, and control. Now with Visual iQuity™ and QuickScan+ technologies, the power of capturing diagnostic 3D images at a lower dose than a 2D panoramic x-ray is in your hands.

Visit i-CAT Booth # 1219 for your chance to win $50,000 off the i-CAT FLX!
Let’s face it. Almost every dentist is looking to grow his or her practice, and we’re all looking to bring in as many new patients as we can.

With the many platforms in dental marketing at our disposal, word-of-mouth and direct referrals still remain the most powerful motivators driving new patients to our practice. A positive dental experience for one patient can lead new patients to our doors, and quite often, the way to provide that positive experience is to provide a pain-free dental experience.

The patient’s perspective
Patients sit in our chairs because they fully trust our knowledge, experience and clinical capabilities to care for their oral health. However, what they think most is, “Please don’t hurt me!”

Consider this: You spend a half hour with a patient, treating tooth #14 with an MOD composite bonded filling. You carefully excavate the decay, skillfully prepare the tooth with perfect cavosurface margins, etch, prime, place adhesive and composite, and cure. You create a beautifully artistic representation of occlusal anatomy and even place secondary grooves in the marginal ridges. You’re proud of your artistic creation, and you’ve provided a tremendous service for your patient.

Is this patient going to tell their friends and family how wonderful your secondary grooves are? Of course not. But patients will remember whether you solved their problem and if you did it without causing them pain.

Today’s world revolves around social media, and your patients have the wherewithal to spread the good word about their positive dental experience to a much wider audience than ever before.

Providing a positive and pain-free dental experience
I invented the DentalVibe to block the pain of intra-oral injections. It is a cordless, handheld device that delivers soothing, pulsed, percussive vibration to “shake up” the site where an injection is being administered, sending a message to the brain and effectively closing the neural “pain gate” and allowing for the comfortable administration of intra-oral injections.

This is a highly shareable story. Those secondary grooves might impress your colleagues, but patients talk about the extra touches that make their visit comfortable.

Marketing through social media
For clinicians using the DentalVibe, we have created an online patient sweepstakes that encourages positive patient testimonials. Participating practices give their patient an entry slip at the end of an appointment when the DentalVibe was used, providing them with a promo code to use when posting a brief testimonial about their experience, which is posted to the patient’s Facebook page or shared via email.

The process is easy, and patients are automatically entered into a sweepstakes to win a monthly giveaway of an Apple iPad mini and a 2014 year-end grand prize of $50,000.
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The Oral-B® Professional Precision 5000 helps your patients in 3 key areas:

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HELP MAKE IT A GREAT ONE

To learn more, visit dentalcare.com, call 1.800.543.2577, or contact your Crest + Oral-B representative.

*vs. a regular manual toothbrush.

References:

continuing the care that starts in your chair
Digital imaging without limits

By Air Techniques Staff

- Digital technology has made radiography safer for patients and staff. Rigid sensors made radiography easier and faster. Today, the dental office has two choices in digital intraoral radiography: traditional, rigid, corded sensors or flexible, cordless, phosphor sensors from ScanX.
- ScanX’s thin, flexible, cordless digital sensors advance the state-of-the-art by removing the bulk, enabling easier placement and access to more difficult areas of the mouth. Diagnostic abilities increase. Radiographs become more comfortable for your patients.

With ScanX’s thin, flexible phosphor sensors, you will capture from 17 percent to 38 percent more image area.1 ScanX has unsurpassed image quality with flexible sensors that deliver sharp, clear digital images.

Complete digital dentistry
ScanX digital images easily integrate with your patient management and digital imaging software for more effective case presentation/acceptance, record keeping and insurance reimbursement. And, if you need it, our Visix™ imaging software is simply the easiest around.

Patient comfort
- ScanX is 30 times thinner than rigid sensors.
- ScanX Swift sensors are available for every patient and come in sizes 0, 1, 2.
- ScanX Swift is a chairside digital system that is fast, giving you crystal clear images in nine seconds or less. As an adjunct to rigid sensors, ScanX Swift enables you to capture every image you want — our thin, flexible sensors fit every mouth, every patient.
- If upgrading from film, think of ScanX Swift as “digital film” — same easy technique but sharp, high-contrast digital images in a fraction of the time. And no messy, costly chemicals.

Smart investment
- ScanX Swift is less expensive than rigid sensors.
- ScanX Swift allows you to add more capabilities to every operatory at a lower cost.
- Flexible phosphor sensors are durable, long lasting and can be reused hundreds of times.
- ScanX Swift sensors won’t break if dropped (and do not require insurance).
- ScanX Swift is the most economical digital solution for any practice.

To take a look at the ScanX Swift, stop by the Air Techniques booth, No. 838.

References
Onset: Making local anesthetic better

By Onpharma Staff

It was approximately 11 years ago when Onpharma’s founder, Mic Falkel, DDS, first recognized that the performance and inconsistency of his local anesthetic was sub-optimal and was contributing to practice inefficiency and frustration.

As a chemist, he knew anesthetics had a very low pH of 3.5, and if he could find a way to raise the pH toward physiologic just prior to administering the anesthetic, it would increase the speed and predictability of anesthetic onset.

In addition, raising the pH from an acid to physiologic neutral would provide a more comfortable injection.

In February of 2011, Onpharma launched Onset®, the first and only chairside buffering technology that allows dentists to dramatically increase the pH of their anesthetic toward physiologic just before administering.

In the three years since the launch, there have been more than 1 million injections given in the United States using this new technology.

Buffering has changed the expectations of anesthetic performance for virtually thousands of practices around the country.

“Our goal is to transform dentistry by giving clinicians a way to deliver their injections and complete the entire procedure without ever leaving the patient,” said Dr. Falkel.

“Using ‘The Onset Approach,’ dentists can buffer their anesthetic, stay with the patient and go right to work. This routine provides a better patient experience, improves practice flow and gives the doctor and staff more time to spend on the things that matter most,” Falkel added.

Use ‘The Onset Approach’ to improve productivity

To a greater degree than most healthcare professionals, dentists must keep multiple balls in the air throughout the practice day to make practical use of the eight-to-15 minute anesthetic latency period.

Using The Onset Approach eliminates this requirement and provides practitioners a way to deliver the injection, start working right away and complete the entire procedure without interruption, saving the practice more than 10 to 15 minutes per restorative appointment.

The tasks that were once handled while the patient was getting numb can now be handled after saying goodbye to the patient, which is revolutionary to the practice.

By eliminating the time pressure that comes with knowing there is a patient “marinating” in the chair awaiting the dentist’s return, hygiene exams and other office tasks can be completed with less stress and distraction.

Here in Chicago

Stop by the Onpharma booth (No. 1143) during the Chicago Midwinter Meeting to learn more about buffering and find out how easy it is to get started, or visit Onpharma online at www.onpharma.com.

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*see ONSET, page 22

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Controlling tissue contours with a prosthetically driven approach

By Timothy F. Kosinski, DDS, MAGD

With continual improvements in the design and production of implant systems and restorative components, the consistent results, predictability and long-term prognosis offered by implant therapy is making the treatment an increasingly popular technique for replacing missing teeth. The esthetics, durability and precise customization offered by modern prosthetic components enable clinicians to provide ideal final restorations their patients can depend on.

For the best results and maximum efficiency, implant therapy should be approached comprehensively, with the final result visualized from the outset. Technology has advanced to the point where smile design, emergence profile and margins can be established prior to any surgical intervention, giving clinicians a clear picture of the optimal prosthetic outcome that can be carried through each phase of treatment.

The Inclusive® Tooth Replacement System (Glidewell Laboratories, New Port Beach, Calif.) simplifies this approach by providing everything needed for an implant case in a single package, building toward the final restoration with patient-specific components that begin shaping the patient’s soft-tissue contours immediately following surgery.

Experienced dental technicians use the latest in CAD/CAM technology to design custom abutments that sculpt the gingival contours during the healing phase, setting up a smooth, predictable transition to the final custom abutment and crown.

Until recently, surgical placement of the implant was the primary concern. Improvements in dental implant design have led to better initial stability and less crestal bone loss over time. While positioning and angulating are crucial, achieving the most esthetic final result possible is also now of paramount importance if seeking to meet or exceed patient expectations.

The Inclusive Tooth Replacement System takes significant strides in facilitating the creation of superior, more predictable esthetics. With the optimal emergence profile driving the design process, clinicians now have the necessary tools to manage soft-tissue contours with custom components that approximate the root design and structural anatomy of a natural tooth.

The case that follows illustrates how an all-inclusive, prosthetically driven treatment protocol assists the clinician in achieving an excellent clinical outcome while streamlining the surgical and restorative phases of treatment.

Because the case involves the replacement of a central incisor in the anterior, where creating an ideal emergence profile is especially important, the esthetic benefits of this approach are particularly evident.

**Case report**

A 55-year-old female presented with a fractured maxillary left central incisor (Fig. 1). After careful intraoral and radiographic examination, it was determined that an implant could be predictably placed in the bone without complication. The primary goal was for the ultimate emergence profile of the final restoration to match that of the natural tooth being replaced and that of the adjacent central incisor.

A flapless surgical protocol was selected to retain as much gingival tissue as possible. The laboratory produced a surgical stent to assist with the initial orientation of the pilot drill. A radiograph was taken to ensure proper mesial-distal positioning and equal spacing between the adjacent natural teeth. Once proper angulation was verified, typical implant techniques were used.

Treatment began with the atraumatic extraction of the root. Mainly following surgery, the healing phase, setting up the next for success.

Following implant placement, the choice was made to not immediately load the implant with a transitional crown because sufficient primary stability was not achieved.

The custom healing abutment was placed (Fig. 2), and because the tooth being replaced was in the esthetic zone, a removable partial denture was used as a transitional appliance.

The custom contours of the healing abutment effectively managed the patient’s soft tissue. For added esthetics, the maxillary right central incisor crown was replaced following preparation.

Upon completion of the healing phase, ideal gingival contours were evident (Fig. 3), which made delivery of the final restoration a smooth endeavor that was comfortable for the patient and required no chairside adjustments (Fig. 4).

**Conclusion**

As demonstrated by the natural margins, soft-tissue contours and emergence profile achieved in this case, a prosthetically driven approach to implant dentistry provides excellent clinical outcomes.

Visualizing the final restoration from diagnosis and treatment planning through delivery of the final abutment and crown helps to ensure a predictable result.

The Inclusive Tooth Replacement System simplifies this approach by harnessing patient-specific tissue contouring and an all-inclusive clinical protocol to guide cases toward a functional and esthetic conclusion, with each step of the restorative process setting up the next for success.
Endodontic System

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Bring this ad to booth 2319 and receive 10% off Channels files and obturators.

PRECISE • RELIABLE • EFFICIENT
Progressively tapered NiTi rotary files have represented a significant improvement in root canal preparation procedures. These files were specifically designed to provide flexibility, efficiency and greater safety. The unique design features of the NiTi rotary files enable clinicians to more consistently create uniformly tapered shapes in anatomically difficult or significantly curved canals. The flexibility and the instrument design allow the files to closely follow the original root canal path. Studies have consistently shown that root canal preparation in permanent teeth with NiTi is efficient and effective.1–3

What’s so special about nickel titanium (NiTi) alloy? It is an alloy that exists in two crystal structures, austenite and martensite; thermal transitions from one crystal to the other make NiTi super elastic and allow it to hold its shape. Highly elastic instruments reduce the forces during instrumentation. This results in the file remaining within the center of the root canal space and reducing the risk of canal straightening or other preparation errors.

Henry Schein Dental is launching Insight Endo™ and the new Channels™ product line, an endodontic system that features nickel-titanium rotary files, advanced carrier-based obturators, stainless-steel hand instruments and accessory products. The system was designed with the clinician in mind, making endodontic procedures more efficient and cost-effective. The products combine time-tested foundational methods with cutting-edge technological advancements to enhance precision and efficiency.

With enhanced flexibility and the intelligent tapering design of our NiTi rotary files, along with the seamless compatibility of the system’s other components, Channels will enable you to navigate with confidence. Channels instruments are smart, versatile and easily adapt to navigate any root canal, no matter how complex.

Channels is accessible to all who wish to improve the endodontic experience for dentist and patient. Efficiency is important, technologically and financially, which is why Channels products are offered at a significant savings to the dental practice. You can experience the entire Channels Endodontic System from Insight Endo by visiting booth No. 2319 while you are here in Chicago.

References
While caring for their patients, dental and health-care professionals are constantly exposed to bodily fluids that may carry viruses and other infectious agents.

It is, therefore, critical that the gloves these professionals use provide the best possible barrier protection.

Many types of gloves are available today, but it is important to know that not all gloves have the same barrier capability, depending on the type of material used. For example, natural rubber latex gloves have long been acknowledged for their very effective barrier properties, while non-latex gloves, such as vinyl (polyvinyl chloride), have inferior barrier capability as shown by numerous studies.

Other synthetic gloves, such as nitrile and polisoprene, perform much better than vinyl but are more costly, especially polisoprene gloves. Using gloves with inferior barrier capability could expose both the patient and user to harmful infections.

Quality, safety top priorities

Malaysia is the world’s largest medical gloves exporter (latex and nitrile). Both quality and users’ safety are of top priority to the nation’s glove industry. To this end, a quality certification program (the Standard Malaysian Gloves, or the SMG) has currently been formulated for latex examination gloves.

All SMG-certified gloves must comply with stringent technical specifications to ensure the gloves are high in barrier effectiveness, low in protein and low in allergy risks, in addition to having excellent comfort, fit and durability – qualities that manufacturers of many synthetic gloves are trying to replicate.

Natural, sustainable resource

Latex gloves are green products, derived from a natural and sustainable resource, and are environmentally friendly. (You can learn more online by visiting www.smg.gloves.com or www.latexglove.info).

The use of low-protein, powder-free gloves has been demonstrated by many independent hospital studies to vastly reduce the incidence of latex sensitization and allergic reactions in workplaces.

More importantly, latex allergic individuals donning non-latex gloves can now work alongside their coworkers wearing the improved low-protein gloves without any heightened allergy concern.

However, for latex-allergic individuals, it is still important they use appropriate non-latex gloves, such as quality nitrile and polisoprene gloves, that provide them with effective barrier protection.

Extensive array of brand, prices

Selecting the right gloves should be an educated consideration to enhance safety of both patients and users. For decades, gloves made in Malaysia have been synonymous with quality and excellence, and they are widely available in an extensive array of brands, features and prices.

They can be sourced either factory direct (www.mrepc.com/trade and click “medical devices”) or from established dental product distributors in the United States.

Here in Chicago

For more information or to check out various gloves, stop by the Malaysian Rubber Export Promotion Council at booth No. 432.
Henk van Duijnhoven, senior vice president of Danaher’s Global Dental Business, announces the formation of the KaVo Kerr Group, a global portfolio of leading dental brands and the designation of Danaher’s $2 billion global dental business.

KaVo Kerr Group strategically unites leading dental consumable, equipment, high-tech and specialty brands under one global platform. KaVo Kerr Group is a global dental business with more than 500 years of combined experience. Its products and services primarily serve the general practitioner, dental specialist, hygienist and institutional and special markets customers.

KaVo Kerr Group brands include KaVo, Kerr, Kerr Total Care, Pentron, Axis, Sybron Endo, Orascoptic, Pelton & Crane, Marus, DCI Equipment, Gendex, DEXIS, Instrumentarium, SOREDEX, i-CAT, NOMAD, Implant Direct and Ormco. The portfolio of brands is uniquely interconnected by common values of trust, experience, choice, quality and smart innovation, according to the companies.

“KaVo Kerr Group formally links our world-class dental brands and companies together under one identity with shared values and a lasting commitment to the dental profession,” said van Duijnhoven, also president of KaVo Kerr Group globally. “The formation of KaVo Kerr Group enables us to better serve dental professionals and health-care providers who purchase a broad range of products and brands. The integrated organization helps accelerate our desire to bring new innovation, enhanced clinical workflows and a winning customer experience by better leveraging our respective clinical, technological and R&D capabilities.”

Each KaVo Kerr Group operating company will continue to market itself under its current brand. KaVo Kerr Group and its brands are distributed in virtually every dental market in the world, including North America, Latin America, Europe, Middle East, Australia and Asia Pacific.

“KaVo Kerr Group will continue to offer a broad portfolio of dental brands with a unique combination of consumable, equipment, high-tech and specialty products and services,” said van Duijnhoven.
CALASEPT® Endo-line

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**CALASEPT® Irrigation Needles**
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- With luer lock hub
- Bendable
- High quality stainless steel
- Sterile and disposable
- Easy for cleaning out the canals
- Container packed

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**CALASEPT PLUS**
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By Keystone Industries Staff

For Keystone Industries, 2014 is sure to bring a lot of excitement, and it all starts here in Chicago. During the meeting, Keystone Industries will reveal its new packaging for its award-winning Gelato Prophy Paste while continuing a push on the revolutionary anti-bruxing device NiteBite.

Recipient of Top Prophy paste awards for 2013 and 2014, Gelato prophy paste now has a great, fresh look to match the high-quality product. Performance is what makes Gelato great, with smooth, pliable and splatter-free application. The 1.23 percent fluoride ion Gelato paste is perfect for high-luster polishing and stain removal, but it remains gentle enough on the enamel with minimal enamel loss.

Gelato paste comes in boxes of 200 individual disposable cups for convenient use. The disposable cups also eliminate cross-contamination and include a prophy ring for ease of application on the patient’s teeth. For more options, the paste comes in 12-ounce jars (exports only).

The paste is available in four different grits (fine, medium, course and x-course) for various stain removal needs. Typically, hygienists use the fine grit for routine use, and the medium grit gives a little more stain removal power. The coarse pastes are required for removing moderate to heavy stains. No matter the job, Gelato Prophy Paste provides exactly what dental professionals need.

Keystone Industries continues to put forward a large assortment of great-tasting Gelato flavors, such as piña colada, orange sherbet, mint, cherry, bubble gum and raspberry for a plethora of options to satisfy picky clients. The individual cups are clearly labeled for quick retrieval and application.

Another great Keystone product is NiteBite. Its special design and thin construction within the “free-way space” — the distance between the physiological rest position and the first point of contact of the upper and lower teeth — stops people from clenching and grinding their teeth. NiteBite can also stop symptoms such as headaches and tooth and jaw pain. This proprietary, patented and FDA-cleared device is the first bite-guard that functions within the patient’s free-way space. NiteBite uses the jaw’s natural proprioceptive response to trigger the jaw-opening reflex. As the lower teeth approach contact with the NiteBite, the jaw-opening reflex returns the lower jaw to the physiological rest position where no teeth touch each other or the NiteBite. The muscles relax, and NiteBite effectively relieves jaw, head and neck pain, and associated symptoms of TMJ disorder.

Not only does the device work physiologically and simply, but it’s also easy to mold to the patient’s bite. In less than five minutes, a dentist or hygienist can heat the device and shape it to a patient’s front teeth. Then the patient is ready to go home with his or her new NiteBite. It’s that simple!

Be sure to stop by booth No. 3012 to check out what new and exciting things Keystone Industries has to offer during 2014.
FUSION 4 does much more than curing

By DentLight Staff

FUSION 4, manufactured by DentLight, upgrades its award-winning curing light predecessor to a new level of ergonomics, functionality and performance. DentLight, a Plano, Texas-based supplier, is showcasing the new release here at the Chicago Midwinter at booth No. 3706.

As Dr. Richard Liu, president of DentLight, explained, in addition to its ultrafast and reliable curing functions, the FUSION 4 can also be used for caries, canals and early cancer detection for added profit streams.

As a curing light, the FUSION 4 is easy to use and has a high-performance light, thanks to its patented optics and modular design delivering a focused low-dispersion beam of 2,700 mW/cm² high power for bulk- or five-second cure. The new user interface is impressive and intuitive, with a multi-color backlit LCD displaying digital timers, battery icon, power level and thermal status.

The streamlined metal keypad has two raised buttons, including a large on/off button for easy activation. “This just blows everything else on the market away,” Liu said. “There isn’t anything else like it.”

He said the light adds to profitability for the dentist, offers increased marketability potential for new patients—and it saves lives.

As Dr. Howard Glazer said, “I would recommend the FUSION without reservation to my colleagues who are in the market for a high-power, versatile, curing light that is economical and so useful in everyday practice.”

Dr. John Comisi is sold, too. “The FUSION light is one great all-around light for the dental office,” Comisi said. “You get the benefits of three lights in one — curing, trans-illumination and oral cancer screening. The curing power is remarkable, the technology.

Here in Chicago

To check out any of DentLight’s products, from the FUSION 4 to the Nano 2S, the iZoom HD and the SafeLoupe Laser Filters, stop by the booth, No. 3706.

*see FUSION, page 30
power of the white light attachment for caries and cracked tooth detection is great, and the ability to use the dental oral exam attachment for an enhanced oral tissue/cancer screening and evaluation makes this light the complete package.”

Several other LED optics solutions are also available from DentLight. The new Nano 2S loup light offers comfortable and affordable light with the most reliable and thinnest wires/connector on the market. It allows dentists to see whatever they look at and even helps improve posture.

Nano 2S uses a custom Teflon wire four times smaller than a regular wire yet 10 times stronger. Together with a patent-pending connector design, Nano 2S solves headaches of wire management and broken connectors in headlights. Designed with heavy-duty everyday use in mind, Nano 2S embodies a high-capacity lithium battery in a small aluminum pack with a running capacity of up to 24 hours.

The digital battery pack can be activated hands-free and has a battery icon and an audible indicator with a two-minute warning prior to battery shut down. Nano 2S is easy to fit on any eyewear and is a heavy-duty headlight dental professionals can count on.

“Nano 2S marks the fourth-generation headlight from DentLight,” Liu said. “The amount of technology and innovation integrated with the new light is remarkable, from the delivery of pure white optical beam to the size of the lamp, the advancement of the wire and connector, and the battery structures.”

He said the light adds to efficiency and profitability for dentists in addition to contributing to a pain-free workplace.

Dr. Doug Lamber called Nano “so light, so bright … the perfect addition to any magnification system!”

Jose R. Alvarado, DMD, is also a fan. “I was planning to buy a microscope for doing my root canals, but I don’t think it’s necessary with my new DentLight,” Alvarado said. “It’s easier to locate the canals on molars and also for crown and bridge preparations and for fractured root removals. It’s a whole new world with DentLight!”

Lastly, DentLight is showcasing the new HD through-the-lens loupes and the SafeLoup Laser Filter to improve vision, ergonomics, oral care and your eyes for life.

“Nano is the ideal combination of size and power in clinical illumination,” said Dr. George Freedman. “SafeLoup Filters enable hassle-free and totally comfortable laser procedures and are manufactured to fit on all major loup brands.”

**FUSION**  “From page 29

**CALASEPT ENDO LINE**

- Wykle Research offers Calasept Endo products, which it distributes for Nordiska Dental of Sweden, the manufacturer of Calasept and Calasept Plus.

- Calasept Irrigation Needles are high-quality, double-sided, luer-lock irrigation needles that optimize the cleaning of canals, creating a “swirl effect.” The needles are available in 27 g or 31 g, in packs of 40 needles. Features include the following: bendability, a luer-lock hub, sterile and disposable, designed for ease in cleaning roots and made with high-quality stainless steel.

- Calasept Irrigation Syringes are 3 ml luer-lock, single-use syringes. They are color-coded to eliminate risk when using multiple irrigation liquids. They are available in packs of 20 syringes, with 10 white and 10 green. Features include a high-quality, three-part syringe, color-coding and a luer lock.

- These products complement Wykle’s Calasept line, which includes Calasept and Calasept Plus calcium hydroxide paste for temporary filling of root canals, sold in packages of four syringes with 20 needles. Calasept EDTA is 17 percent EDTA solution. Calasept CHX is 2 percent chlorhexidine solution for irrigation. Both solutions are packaged with a luer adaptor for easy filling of syringes.

For more information, contact Wykle Research at (800) 859-6641, visit [www.wykleresearch.com](http://www.wykleresearch.com) or stop by the booth, No. 968, here at the Chicago Midwinter Meeting.