Quality control achieved by controlling everything

At NSK, it’s all in-house: researching, developing, manufacturing, testing, improving

NSK uses more than 17,000 precision parts to build its high-speed rotary cutting instruments, which include handpieces and tips used by dental professionals for restorations, prosthetics, endodontics, oral hygiene, lab work and surgery.

Considering the market’s ongoing demand for ever-more precise, strong and compact instruments, that’s not really surprising.

The surprising part is this: Out of those 17,000-plus parts, NSK manufactures more than 85 percent of them in-house. The company even designs and builds the equipment it uses to manufacture and test those parts — so it can ensure micron-order accuracy. It’s all part of an obsessive focus on quality control that dates back to the company’s founding in Japan in 1930.

Today, NSK products have proven their worth in more than 130 countries — including the United States, which in 1984 saw the company’s first overseas expansion with establishment of NSK America, now called NSK Dental.

The philosophy of building the machines to build the parts to build the product has followed the company into every market it enters. The organization’s overall management structure puts control at regional levels to ensure prompt product delivery and responsive after-sales servicing. Just as important, it’s within the various regions that the company constantly solicits feedback from customers of its products. The goal is to be able to swiftly respond to local needs.

This ability to quickly respond to local demand trends goes directly back to NSK’s in-house control over every step of the research, development and manufacturing process. As an example, because of growing interest in products that combine mechanics and electronics, NSK has formed a specialized group of engineers looking specifically at such applications.

Also supporting the company’s quick-to-respond product-development efforts are its in-house electro magnetic compatibility (EMC) standard test facilities. EMC standards for medical equipment are stricter than those for general consumer appliances. Ensuring EMC compliance at the earliest stages of research and development helps NSK shorten the overall product-development process.

It’s all about the hand

Control of all aspects of the development process helps NSK ensure timely regulatory compliance, improve reliability and speed up development time. But even more critical to NSK is the direct channel its processes create between end users and product developers. With its dental instruments in particular, much of the focus goes directly to the hand of the end user.

“Handpieces and the Human Hand — Powerful Partners” is the company’s core branding message. A guiding philosophy is that a medical apparatus must work in the dental professional’s hand first, or it’s not worth expending all of the quality control efforts that go into its creation.

NSK defines another of its trademarked messages, “Expect Perfection,” also from the perspective of the product’s users. The phrase is meant to reflect the company’s dedication to close consultation with dental professionals as central to product-development efforts.

More precisely, the company’s nine ultra-fine parts processing techniques — also part of its total quality control, end-user focus and track record — have earned it a global reputation for innovative advancements in dentistry products.

A tradition of innovation

NSK’s total quality control, end-user focus and track record have earned it a global reputation for innovative advancements in dentistry products.

Recently, these advancements include an ultrasonic scaler and tooth polisher; bone-cutting instruments that employ ultrasonic technologies; a mass-produced all-titanium handpiece body; air turbines with a unified inner race and rotor shaft; and handpieces and tips used by dental professionals for restorations, prosthetics, endodontics, oral hygiene, lab work and surgery.

With such a broad range of expertise and experience, it’s no surprise that NSK’s total quality control, end-user focus and track record have earned it a global reputation for innovative advancements in dentistry products.

Here at Hinman

If you’re attending the Hinman Exposition of Dental Instruments, go on line to www.nskamerica.com or stop by the NSK booth, No. 1557.

Photos/Provided by NSK Dental

Again, control of its entire manufacturing process enables the company to focus on environmentally friendly materials at the earliest stages of design and development in complement with a focus on durability and energy efficiency.

A tradition of innovation

NSK’s total quality control, end-user focus and track record have earned it a global reputation for innovative advancements in dentistry products.

Recently, these advancements include an ultrasonic scaler and tooth polisher; bone-cutting instruments that employ ultrasonic technologies; a mass-produced all-titanium handpiece body; air turbines with a unified inner race and rotor shaft; and handpieces and tips used by dental professionals for restorations, prosthetics, endodontics, oral hygiene, lab work and surgery.

With such a broad range of expertise and experience, it’s no surprise that NSK’s total quality control, end-user focus and track record have earned it a global reputation for innovative advancements in dentistry products.

Here at Hinman

If you’re attending the Hinman Exposition of Dental Instruments, go on line to www.nskamerica.com or stop by the NSK booth, No. 1557.

Photos/Provided by NSK Dental

Again, control of its entire manufacturing process enables the company to focus on environmentally friendly materials at the earliest stages of design and development in complement with a focus on durability and energy efficiency.

A tradition of innovation

NSK’s total quality control, end-user focus and track record have earned it a global reputation for innovative advancements in dentistry products.

Recently, these advancements include an ultrasonic scaler and tooth polisher; bone-cutting instruments that employ ultrasonic technologies; a mass-produced all-titanium handpiece body; air turbines with a unified inner race and rotor shaft; and handpieces and tips used by dental professionals for restorations, prosthetics, endodontics, oral hygiene, lab work and surgery.

With such a broad range of expertise and experience, it’s no surprise that NSK’s total quality control, end-user focus and track record have earned it a global reputation for innovative advancements in dentistry products.

Here at Hinman

If you’re attending the Hinman Exposition of Dental Instruments, go on line to www.nskamerica.com or stop by the NSK booth, No. 1557.

Photos/Provided by NSK Dental

Again, control of its entire manufacturing process enables the company to focus on environmentally friendly materials at the earliest stages of design and development in complement with a focus on durability and energy efficiency.

A tradition of innovation

NSK’s total quality control, end-user focus and track record have earned it a global reputation for innovative advancements in dentistry products.

Recently, these advancements include an ultrasonic scaler and tooth polisher; bone-cutting instruments that employ ultrasonic technologies; a mass-produced all-titanium handpiece body; air turbines with a unified inner race and rotor shaft; and handpieces and tips used by dental professionals for restorations, prosthetics, endodontics, oral hygiene, lab work and surgery.

With such a broad range of expertise and experience, it’s no surprise that NSK’s total quality control, end-user focus and track record have earned it a global reputation for innovative advancements in dentistry products.
Keystone Industries announces the addition of Pro-form Glitter Guard to its line of athletic mouth guards.

The Glitter Guard material adds a bit of sparkle to the Pro-form line, which delivers protection, affordability and style. The mouth guard line offers numerous colors and styles to match any athlete’s preferences, but now athletes can choose shimmering glitter material that matches their star performances on the field.

Pro-form mouth guards are used by professional and amateur athletes alike because they provide a high level of protection, retention, comfort and fit without hindering speech or breathing. The custom-fit mouth guard goes above and beyond typical boil-and-bite mouth guards, according to the company, which cites its superior fit and retention.

In addition, Keystone Industries states that Pro-form mouth guards are thin and comfortable while still maintaining shape and protection long after other mouth guards have worn out. These custom-made athletic mouth guards are proven to reduce the number of tooth breakage by properly distributing the stress of a hard impact to the entire length of the tooth.

The durability is enabled thanks to a double layer of laminated sheet vinyl and a lingual plate imbedded behind the incisors. The mouth guard maintains its form because of the heat and pressure laminating process.

The tensile strength is because of the two layers of laminate while the density is maintained during the pressure laminated process for controlled, uniformed shape.

Used at all levels of competition, Pro-form has proved itself a top performer on the field when athletes need it the most. Advantages of Pro-form include:

- Increased oxygen intake for maximum performance and endurance during competition
- Improved speech for clear communication on the field of competition
- Natural comfort with a secure fit
- Maximum impact dispersion and protection against tooth damage
- Custom fit for any size mouth
- Myriad color options to meet the needs of patients, including new glitter form.
Photo essay: BruxZir Solid Zirconia meets an anterior esthetic challenge

By Michael C. DiTolla, DDS, FAGD

This article illustrates advancements by Glidewell Laboratories to improve the esthetic properties of BruxZir® Solid Zirconia restorations. As the lab’s research and development department refines its processes, improving the material’s translucency, the esthetics continue to improve.

First appointment

Our goal is to replace the PFM crowns on teeth #8 and #9 (Fig. 1) with BruxZir Solid Zirconia crowns (Glidewell Laboratories, Newport, Beach, Calif.).

First, we take the shade before the teeth become dehydrated. I use the VITA Easyshade® Compact (Vident, Brea, Calif.), which displays the shade in both VITA Classical and VITA 3D-Master® shades. When used in combination with my KaVo ELECTROtorque handpiece (KaVo Dental, Charlotte, N.C.), it is simple to cut through the existing PFMs. I torque the crown with a Christensen Crown Remover (Hu-Friedy, Chicago). After using a periodontal probe to sound to bone to ensure I have enough biologic width to safely remove some tissue (Fig. 2), I use my NV MicroLaser™ (Discus Dental) to remove 1.5 mm of tissue.

With the margins exposed, I use an 856-025 bur (Axis Dental) and KaVo ELECTROtorque handpiece to drop the margins to the new gingival level. My assistant then refines BioTemp™ (Bisco; Schaumburg, Ill.) to remove 1 mm of tissue (Fig. 3). Now we can see how the top cord on tooth #9 exposes the margin (Fig. 3). The margins aren’t overextended and the emergence profile is flat.

I use a Warm Air Tooth Dryer (A-dec, Newberg, Ore.) and seat them, using a pinewood stick (Almoe International, Portland, Ore.) to ensure they are fully seated and the top cord is the same length. While I’m not suggesting you suddenly switch all of your anterior restorations to BruxZir crowns, you may want to consider using it for patients with parafunctional habits or old PFMs, where an esthetic improvement is essentially guaranteed.

Second appointment

After two weeks, we remove the temps and clean the preps with a KaVo SONICflex scaler. After trimming the gingival margin with the diode laser, I place an Ultrapak® cord #00 (Ultradent; Whip-Mix, Louisville, Ky.) to the new gingival level. My assistant then refines the BioTemp™ Plus (Bisco; Schaumburg, Ill.) and seat them, using a pinewood stick (Almoe International, Portland, Ore.) after applying both coats of the G5™ All-Purpose Desensitizer [Clinician’s Choice; New Milford, Conn.].

I use a Warm Air Tooth Dryer (A-dec, Newberg, Ore.) after applying both coats of the G5™ All-Purpose Desensitizer [Clinician’s Choice; New Milford, Conn.].

After two weeks, the temps are off, the BruxZir crowns are approved, and we place a layer of desensitizer on the teeth (Gs™ All-Purpose Desensitizer [Clinician’s Choice; New Milford, Conn.]).

Here at Hinman

For more information on BruxZir crowns or to see them for yourself, stop by the Glidewell Laboratories booth, No. 233.

Third appointment

After two weeks, the temps are off, the BruxZir crowns are approved, and we place a layer of desensitizer on the teeth (Gs™ All-Purpose Desensitizer [Clinician’s Choice; New Milford, Conn.]).

At Hinman

We use TempBond® Clear™ (Kerr Corp.; Orange, Calif.) to cement the BioTemp™ and loupes to inspect around the temps and gingival embrasures for excess cement.

Second appointment

After two weeks, we remove the temps and clean the preps with a KaVo SONICflex scaler. After trimming the gingival margin with the diode laser, I place an Ultrapak® cord #00 (Ultradent; Whip-Mix, Louisville, Ky.) to the new gingival level. My assistant then refines the BioTemp™ Plus (Bisco; Schaumburg, Ill.) and seat them, using a pinewood stick (Almoe International, Portland, Ore.) to ensure they are fully seated and the top cord is the same length.

In this “after” picture (Fig. 4), the amazing thing is there isn’t any porcelain on these BruxZir crowns, they are solid zirconia. This is why they are stronger than all other restorative materials, except cast gold.

Also, the facial anatomy on the crowns makes them look like real teeth. Because that anatomy is built into the CAD/CAM database, Glidewell Laboratories can deliver it every time — provided the clinician gives the lab enough reduction.

While I’m not suggesting you suddenly switch all of your anterior restorations to BruxZir crowns, you may want to consider using it for patients with parafunctional habits or old PFMs, where an esthetic improvement is essentially guaranteed.

By Michael C. DiTolla, DDS, FAGD

This article illustrates advancements by Glidewell Laboratories to improve the esthetic properties of BruxZir® Solid Zirconia restorations. As the lab’s research and development department refines its processes, improving the material’s translucency, the esthetics continue to improve.

First appointment

Our goal is to replace the PFM crowns on teeth #8 and #9 (Fig. 1) with BruxZir Solid Zirconia crowns (Glidewell Laboratories, Newport, Beach, Calif.).

First, we take the shade before the teeth become dehydrated. I use the VITA Easyshade® Compact (Vident, Brea, Calif.), which displays the shade in both VITA Classical and VITA 3D-Master® shades. When used in combination with my KaVo ELECTROtorque handpiece (KaVo Dental, Charlotte, N.C.), it is simple to cut through the existing PFMs. I torque the crown with a Christensen Crown Remover (Hu-Friedy, Chicago). After using a periodontal probe to sound to bone to ensure I have enough biologic width to safely remove some tissue (Fig. 2), I use my NV MicroLaser™ (Discus Dental) to remove 1.5 mm of tissue.

With the margins exposed, I use an 856-025 bur (Axis Dental) and KaVo ELECTROtorque handpiece to drop the margins to the new gingival level. My assistant then refines BioTemp™ (Bisco; Schaumburg, Ill.) to remove 1 mm of tissue (Fig. 3). Now we can see how the top cord on tooth #9 exposes the margin (Fig. 3). The margins aren’t overextended and the emergence profile is flat.

I use a Warm Air Tooth Dryer (A-dec, Newberg, Ore.) and seat them, using a pinewood stick (Almoe International, Portland, Ore.) to ensure they are fully seated and the top cord is the same length.

While I’m not suggesting you suddenly switch all of your anterior restorations to BruxZir crowns, you may want to consider using it for patients with parafunctional habits or old PFMs, where an esthetic improvement is essentially guaranteed.

Second appointment

After two weeks, we remove the temps and clean the preps with a KaVo SONICflex scaler. After trimming the gingival margin with the diode laser, I place an Ultrapak® cord #00 (Ultradent; Whip-Mix, Louisville, Ky.) to the new gingival level. My assistant then refines the BioTemp™ Plus (Bisco; Schaumburg, Ill.) and seat them, using a pinewood stick (Almoe International, Portland, Ore.) after applying both coats of the G5™ All-Purpose Desensitizer [Clinician’s Choice; New Milford, Conn.].

I use a Warm Air Tooth Dryer (A-dec, Newberg, Ore.) after applying both coats of the G5™ All-Purpose Desensitizer [Clinician’s Choice; New Milford, Conn.].

After two weeks, the temps are off, the BruxZir crowns are approved, and we place a layer of desensitizer on the teeth (Gs™ All-Purpose Desensitizer [Clinician’s Choice; New Milford, Conn.]).

Here at Hinman

For more information on BruxZir crowns or to see them for yourself, stop by the Glidewell Laboratories booth, No. 233.

Third appointment

After two weeks, the temps are off, the BruxZir crowns are approved, and we place a layer of desensitizer on the teeth (Gs™ All-Purpose Desensitizer [Clinician’s Choice; New Milford, Conn.]).

At Hinman

We use TempBond® Clear™ (Kerr Corp.; Orange, Calif.) to cement the BioTemp™ and loupes to inspect around the temps and gingival embrasures for excess cement.

Second appointment

After two weeks, we remove the temps and clean the preps with a KaVo SONICflex scaler. After trimming the gingival margin with the diode laser, I place an Ultrapak® cord #00 (Ultradent; Whip-Mix, Louisville, Ky.) to the new gingival level. My assistant then refines the BioTemp™ Plus (Bisco; Schaumburg, Ill.) and seat them, using a pinewood stick (Almoe International, Portland, Ore.) to ensure they are fully seated and the top cord is the same length.

In this “after” picture (Fig. 4), the amazing thing is there isn’t any porcelain on these BruxZir crowns, they are solid zirconia. This is why they are stronger than all other restorative materials, except cast gold.

Also, the facial anatomy on the crowns makes them look like real teeth. Because that anatomy is built into the CAD/CAM database, Glidewell Laboratories can deliver it every time — provided the clinician gives the lab enough reduction.

While I’m not suggesting you suddenly switch all of your anterior restorations to BruxZir crowns, you may want to consider using it for patients with parafunctional habits or old PFMs, where an esthetic improvement is essentially guaranteed.
3Shape focuses on customer care

Labs are seeking long-lasting solutions, and this requires long-lasting commitments from CAD/CAM system providers. 3Shape recently proclaimed its commitment to support, learning channels, customer care and delivering future-proof solutions. 3Shape defines these as inseparable components of its products.

3Shape’s annual support and upgrade package

3Shape believes a dynamic system is a natural trait of any CAD/CAM solution and, therefore, includes extensive system upgrading and support as an integral part of its product package and customer promise. Every year, 3Shape releases a major system upgrade that represents the accumulation of extensive development projects. 3Shape customers automatically receive all these system upgrades and a wide range of new features at no extra cost as an integral part of their annual support and upgrade license. Additionally, customers continually receive minor upgrades and improvements as soon as they are developed. Upgrades cover both design software and scanner software, so even seasoned scanners can be empowered with new features.

A system that grows stronger rather than growing older

In this way, the lab’s system is backed by continuous innovation to ensure that its services are always up-to-date with market demands and its business remains viable. A lab’s system stays alive and automatically grows stronger rather than growing old. Lab technicians can focus on what they do best rather than worrying about the current standard of their technology.

3Shape’s support network

3Shape recognizes the importance of maintaining a local support capacity to cope efficiently with factors such as customary opening hours, communicating in local language and, in tune with local business etiquette, enabling on-site support and more.

To attain these goals, 3Shape invests substantially to develop its extensive and optimally qualified first-line support network of experts through the company’s local distributors. Backing up this first-line support network, 3Shape’s own support teams stand ready to assist distribution partners with any special hardware or software support issues. 3Shape’s support centers are placed strategically in the United States, Asia and several locations in Europe. 3Shape has recently expanded and revised its service centers worldwide and added to its local language support capabilities, which now include English, German, French, Spanish, Portuguese, Italian, Danish, Russian, Ukrainian and Chinese.

The 3Shape Academy

The 3Shape Academy provides both 3Shape end-users and partners/supporters worldwide with ongoing and hands-on know-how in the use of 3Shape’s systems, particularly covering the latest features that come with every new release. Trainees get the chance to experience complete digital workflows with 3-D scanning, CAD design and final restoration manufacturing on milling machines.
A revolution in oral care

SockIt! Gel helps to manage and heal oral wounds

By SockIt! Gel

Dentistry has seen dramatic developments in materials and techniques, especially in the last 20 years. Dentists provide care to patients as a matter of course that was unthinkable just a few years ago. However, dentistry finds itself still woefully lacking in one area — that of oral wound care.

Various procedures that result in injures tissues are performed every day. Patients may require a prescription for pain medication, sometimes coupled with instructions to use a rinse to help reduce oral microbial counts, and that is about all.

However, we still do not provide patients with the one thing that is considered the standard of care in treatment of almost any other exposed part of the body: a wound dressing. This is not surprising because current wound dressings are not practical in dentistry. Wound dressings are hallmarks of proper wound care. Wound dressings perform functions that are requisites for optimal healing: they protect wounds from contamination and to promote constant pain relief, to protect oral wounds from contamination and to promote optimal healing.

SockIt! is unique in composition. It is drug-free. But more than that, SockIt! is composed entirely of all-natural food ingredients. The specific combination of ingredients is extremely effective in providing the desired benefits, is completely non-toxic and is safe when swallowed. It has no medical, pharmacological or age restrictions associated with its use. SockIt! provides three important benefits to the patient:

• Fast pain relief without a numb sensation. The patient may apply SockIt! as often as needed for pain relief (true patient-controlled analgesia).
• Protection of wounds from contamination.
• Optimal wound healing.

SockIt! is easy to use. Apply SockIt! in the office. Dressing wounds as soon as possible to protect them from contamination is a major tenant in wound care. Send the syringe with the remainder of the gel home with the patient. Patients should apply SockIt! to the affected area(s) at least four times each day until the syringe is empty. They may apply it more often if needed for pain relief. There are no restrictions to its use.

Dentistry provides a multitude of opportunities to care for oral wounds. According to the ADA, the following numbers of procedures are performed each year in the United States (and for which SockIt! is ideal):
• 46 million teeth extracted
• 500,000 bone-replacement grafts
• 532 million scaling and root planing procedures
• 2 million surgical implants placed
• 13 million scaling and root planing procedures
• 5 million complete dentures delivered, many of which are immediate dentures

That’s a lot of discomfort that should be managed, and healing that must occur. SockIt! safely and effectively addresses both needs. Patients report immediate pain relief with reduced (or no) need for prescription narcotics. Dental professionals report a significant reduction in postoperative complications and faster healing.

Join the revolution in oral care with SockIt! Oral Hydrogel Wound Dressing. Your patients will love you for it!

References
Teeth whitening has become one of the most requested cosmetic dental procedures in the United States, according to recent studies. The two main reasons that patients choose not to proceed with whitening are the cost and the fear of sensitivity or pain. Doctor Bright’s Teeth Whitening System removes both of those objections and provides dental offices with a way to immediately and easily increase their bottom line by $2,000 a month or more.

Doctor Bright’s Teeth Whitening System consists of three products, all designed to help you offer an affordable, effective and safe whitening solution to your patients. All of the gels are 22 percent carbamide peroxide (CP) and include DeQuest™, a trademarked and patented desensitizing agent.

In addition, all Doctor Bright’s products are made in the United States in an FDA-inspected facility with FDA-registered ingredients.

In a recent clinical study performed by Essex Testing Clinic in New Jersey, 100 subjects used the Doctor Bright’s Teeth Whitening System, and zero participants noted any sensitivity or pain while using the products. In addition, the clinical study showed results up to eight shades lighter in as little as three uses of the At-Home Whitening Kit.

The At-Home LED Activated Whitening Kit consists of 10 ml of the 22 percent CP gel with DeQuest, which is very light reactive. The kit also includes a duplex silicone application tray, an LED whitening activator, an application tray storage case and a shade guide. This is the kit that produced whitening of up to eight shades in as little as three 15-minute uses in the clinical study.

The At-Home Whitening Kit retails for $75.

In addition to the At-Home Whitening Kit, Doctor Bright’s also provides a 30-second “on the go” Teeth Whitening Pen with the same 22 percent CP gel with DeQuest. The pen is designed to be used anywhere and anytime. Each pen contains enough gel for 25 to 30 treatments and shows the same whitening effects as the at home kit when used during a longer term.

The newest product in the Doctor Bright’s line is the In-Office Whitening Kit, designed to be used with your existing whitening system’s light, so there is no need to buy an expensive new light and find a place to store it in your office. The in-office kit includes the same 10 ml syringe of 22 percent CP with DeQuest desensitizer as well as five application trays and five disposable damp discs. Each treatment consists of three 15-minute sessions with about two minutes in between for removing the used gel and replacing it with new gel. The average patient will use 1/2 ml per cycle, meaning you get five complete treatments from one kit. No isolation is required, saving your office time and money.

“I have used the other in-office whitening products on a number of patients during the past six years,” said Maggie Kehres, RDH, of Reading, Pa. “But I have honestly never seen a result as significant as we have with Doctor Bright’s.”

Here at Hinman

To learn more about the proposed EPA dental rule, stop by SolmeteX booth, No. 2029.

U.S. EPA to propose dental rule that will require amalgam separators

By Al Dubé

The U.S. Environmental Protection Agency (EPA) was scheduled to release a proposed dental rule in October 2011. The proposed dental rule has been released from the draft committee and is now undergoing a cost analysis.

Once this analysis is complete, the document will head to the Office of Management and Budget for final approval before the proposed rule is released. This release is now anticipated to be early this year. This proposed rule would require all U.S. dental facilities, which place or remove amalgam, to practice Best Management Practices (BMPs).

BMPs are rules for managing mercury waste, or, more specifically, amalgam, which contains as much as 50 percent mercury by weight. In 2003, the American Dental Association (ADA) published a BMP adding the recommended use of amalgam separators in 2007. The EPA simply is going to make the BMP’s a requirement, including the installation of amalgam separators.

Once the EPA’s proposed dental rule is released, there will be an opportunity for public comment within a specified period of time. Anyone has the right to offer comments regarding the proposal in writing to the EPA.

As an example, if someone feels dental offices should install separators sooner than the designated time, they can recommend this to the EPA. EPA will review the public comments and anticipates the dental rule to go final this year.

Hints of what to expect are:

• installation of a 2008 ISO 11143 certified amalgam separator
• required maintenance and potentially annual regulatory inspections
• the do’s and don’ts of amalgam management
• An unspecified implementation period with the granted proposing a required mandatory amalgam separator installation date.

Please stay tuned for updates and the posting of the EPA dental rule.
Important lessons learned in the training trenches

By Ken Hebel, BSc, DDS, M5

If asked, “What’s your key lesson learned after teaching and practicing implant and restorative dentistry these past 25 years?”, my answer is, “Find the sweet spot in course content delivery that gives dentists the confidence to go back to their offices and immediately implement what they learned.”

All the training in the world does dentists no good if they can’t go back to their practice and immediately apply what they’ve learned to improve patient care and grow their practice. The obstacles to effective application are usually:

• a lack of confidence in their ability to apply what they were taught, caused by too much confusion about what they learned,
• the inability to recall what they were taught because of how the information was delivered to them, or
• the information was more theoretical than clinical.

At Hands On Training Institute, we knew we hit the sweet spot when more than 95 percent of our course graduates were implementing implant dentistry into their practices almost as soon as they got their suitcases unpacked. Some faster than that. How did we build this kind of confidence and ability?

Simply put, Dr. Reena Gajjar and I continuously evolved our training from old-school techniques to embrace what we’ve distilled as five key observations based on teaching fundamentals.

1) Hands-on versus in-the-head. Dentists wanting to learn implant training are clinicians. Teach them from a clinician’s viewpoint using good, quality information that’s relevant to their everyday practice. Implement hands-on modules to build practical skills and confidence.

2) Content structure. Course content must be structured in a well-organized format that’s easy to understand. Making it easy is the hard part.

3) Content delivery. The way the information is delivered is critical to how the participant learns.

4) Take-home resources. Long-term content retention in a course is relatively low. Provide comprehensive materials that the dentist can take back to his/her practice as a valuable reference and a continued learning experience.

5) One instructor. Having one instructor, rather than multiple instructors, allows for consistency in instruction and philosophy and provides a solid foundation that dentists can later build on.

To clarify, courses, even if taught by multiple instructors, must carry the same concept and ideas throughout in order to be clearly understood. Like a child stacking blocks, each lesson must build upon the prior lesson for dentists to understand the message and see a clear path toward the goal. If a student receives a disjointed, disconnected sequence of lessons or modules, confusion results.

Using our key observations, we evolved past PowerPoint decks toward using high-quality graphics. We wanted to put the best graphics out there because people learn better with relevant images. We used advanced software and created custom animations, thus using a combination of methods to deliver the information in a more understandable way.

At a major meeting in Liverpool, England, I was invited to lecture about patient-education marketing. I introduced the premise that if a patient isn’t educated about a procedure and doesn’t know what’s going on, how can a dentist expect that patient to buy into a procedure? To showcase my point, I covered the video portion of my presentation so that only the narration could be heard. Later, I unmasked the video animation.

The difference between the low-value learning (narration only) and the high-value learning (adding video) had tremendous impact on the audience.

Dentists sitting in a classroom subjected to little visual stimulation have the same low-value learning experience, which is why we keep stepping up our content delivery. And we noticed something.

What we noticed, after increasing multimedia content delivery to include a four-volume manual set with colored images and captions to give the complete flow of information for the course, was that almost all the students were scribbling less and paying more attention.

We received feedback that students could actually listen and not take notes. Taking notes had distracted them from the content, and now they were confident they could reference the manuals later if needed.

And so we observed and evolved once more to our newest innovation: MyDentalPad. which we’re introducing at this show (find it at booth No. 2027).

MyDentalPad is a fully loaded digital tablet that enables dentists and their staff to easily carry 11 days of implant training material. It’s there when they need it.

Containing all the images, text and fully narrated animations and live video, this tablet is a paradigm shift from traditional delivery methods of educational content.

At the end of the day, it’s our passion to deliver high-quality, ethical training that hits the sweet spot — dentists returning home to grow their practice with confidence. We’re looking at MyDentalPad as the newest technology that will push the confidence level of implant dentists through the roof or, even better, reach for what one of our California graduates referred to our program as: “One of the best ways to implant dentistry heaven.”

As a slightly younger dentist might say: “Sweet.”

Here at Hinman

For more information on the Hands on Training Institute or to see the MyDentalPad for yourself, stop by booth No. 2027.

Dentist opportunities available

Aspen Dental prides itself on recognizing that its success is a direct result of empowering and supporting ambitious dental professionals.

Aspen Dental offers a professional, fast-paced, entrepreneurial work environment based on mutual respect, according to the company. Together, Aspen Dental and its employees build and develop patient-focused dental practices. Join Aspen Dental and you might enjoy:

• High earning potential
• A defined path to ownership
• A proven practice model
• Marketing and business support
• Ongoing professional development

(Source: Aspen Dental)

To learn more about opportunities available at Aspen Dental, visit the website www.aspendentaljobs.com or stop by the booth, No. 279.

About the author

KEN HEBEL, BSCI, DDS, M5, CERTIFIED PROSTHODONTIST, earned his undergraduate degree at the University of Western Ontario in 1979 and then completed a surgical internship program. He completed the prosthodontic graduate program at the Eastman Dental Center in 1983, along with his master’s degree in anatomy. He is a diplomat of the International Congress of Oral Implantology and a fellow of the American Academy of Implant Dentistry. He holds memberships in most implant and prosthodontic organizations and is an assistant clinical professor in the faculty of dentistry at the University of Western Ontario. He is one of the founders of the Hands On Training Institute, started in 1990, where he provides hands-on mini-residency training programs. He continues to maintain a private practice in London, Ontario, where he provides both advanced surgical and prosthetic phases of implant dentistry.

Dr. Hebel can be reached through the training institute at www.handsontraining.com or info@handsontraining.com by or calling (888) 806-4442.


The Hands On Training Institute’s MyDentalPad, left, and four-volume manual set.
Photos/Provided by Hands on Training Institute.

Here at Hinman

To learn more about opportunities available at Aspen Dental, visit the website www.aspendentaljobs.com or stop by the booth, No. 279.


The Hands On Training Institute’s MyDentalPad, left, and four-volume manual set.
Photos/Provided by Hands on Training Institute.

Institute or to see the MyDentalPad for yourself, stop by booth No. 2027.

Here at Hinman

To learn more about opportunities available at Aspen Dental, visit the website www.aspendentaljobs.com or stop by the booth, No. 279.


The Hands On Training Institute’s MyDentalPad, left, and four-volume manual set.
Photos/Provided by Hands on Training Institute.

Institute or to see the MyDentalPad for yourself, stop by booth No. 2027.
Put a curve in those anterior restorations

The Blue View VariStrip contoured anterior matrix is being introduced here in Atlanta this year. Produced by Garrison Dental Solutions of Spring Lake, Mich., the VariStrip is pre-contoured and tapered end to end to allow the clinician to exactly match the height of any anterior tooth.

Said to be ideal for all anterior restorations, you can see VariStrip at booth No. 2116 on the exhibit hall floor.

“We walked across the parking lot to get this concept,” said Tom Garrison, managing partner and co-founder of Garrison Dental Solutions.

“My brother John’s practice is directly across the parking lot from our facility. He and I were talking about other anterior matrix options we have, and he came up with the VariStrip concept. It was a sketch on a sticky note that we turned into a great little device.”

The problem, as Dr. John Garrison described it, was that standard matrix tape is flat, and it needed to be curved to match tooth anatomy.

However, if you simply produced it in a curve, you wouldn’t account for the significant differences in occluso-gingival tooth height. If it could be tapered and curved, a clinician could slide it forward or back interproximally, until it was positioned for an ideal match.

Sounds simple enough.

While the VariStrip is the epitome of simple — a polyester strip with some curves built in — the machine to make them is anything but simple.

“We thought this would be a slam-dunk to produce,” said Tom Garrison. “Wrong!”

He explained: “The prototypes weren’t too hard. We hand-stretched the film over a curved metal form, heated it with a hair dryer and then cut it out with scissors. Trying to scale that up to a commercially viable production machine was tough! But our engineers were tenacious, and in the end, they got it.”

You can see the new Blue View VariStrip and all Garrison’s matrix products here at Hinman at booth No. 2116.

Garrison was founded in 1997 by Drs. Edgar and John Garrison, Tom Garrison and Rob Anderson and remains an independent privately owned company.

‘[My brother] came up with the VariStrip concept. It was a sketch on a sticky note that we turned into a great little device.’

— Tom Garrison
Photomed G12 Digital Camera

The Photomed G12 Digital Dental Camera is specifically designed to allow you to take all of the standard clinical views with “frame and focus” simplicity. The built-in color monitor allows you to precisely frame your subject. Then focus and shoot. It’s that easy. Proper exposure and balanced even lighting are assured. By using the camera’s built-in flash, the amount of light necessary for a proper exposure is guaranteed, and Photomed’s custom close-up lighting attachment redirects the light from the camera’s flash to create a balanced, even lighting across the field.

For more information, visit www.photomed.net, call (800) 998-7765 or stop by the Photomed booth, No. 1222, here during the Hinman Dental Meeting.

Integrity Multi-Cure Temporary Crown and Bridge Material

New Integrity® Multi-Cure Temporary Crown and Bridge Material is a dual-cure 10:1 bis-acrylic material with improved flexural strength. Integrity Multi-Cure can be used as a self-cure material but also provides the option to eliminate wait time by light curing each unit for 20 seconds. Integrity Multi-Cure has the fastest cure-time range among leading competitive products.

Integrity Multi-Cure is available in a 76-gram cartridge delivery system with five refill shades — A1, A2, A3.5, B1 and BW — and in an introductory kit including Integrity Multi-Cure material, Integrity TempGrip cement and cartridge dispenser.

For more information, visit www.integritymulticure.com, call (800) 532-2855 or visit the DENTSPLY Caulk booth, No. 1127, here during the Hinman Dental Meeting.

Yankee Dental Congress 2013

SAVE THE DATE

Yankee Dental Congress 2013 will bring together thousands of brilliant minds to learn about the most innovative approaches, practices, and resources in dentistry. Here is a sneak peak at a few education highlights:

Gordon Christensen, DDS
RESTORATIVE

Laney Kay, JD
INFECTION CONTROL

Kenneth Hargreaves, DDS
ENDODONTICS

Loretta LaRoche
PERSONAL DEVELOPMENT

Roger Levin, DDS
PRACTICE MANAGEMENT

Charlyn Sheets, DDS and
Jacinthe Paquette, DDS
RESTORATIVE/ESTHETICS

877.515.9071
yankeedental.com

Connect with us

AD