Clinical benefits of the Inclusive Tooth Replacement Solution

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With the new Inclusive® Tooth Replacement Solution from Glidewell Laboratories, the clinician receives all the components necessary to place, provisionalize and restore an implant.

Custom-designed temporary components allow for immediate provisionalization specific to each patient, and a matching custom impression coping communicates the final gingival architecture to the laboratory. The Inclusive Tooth Replacement Solution supports a streamlined workflow that ensures predictability and long-term success.

With this solution, experienced and novice clinicians alike can place and restore dental implants with greater confidence than ever before. Once you’ve selected a diameter and length of implant, forward the diagnostic materials (impressions, models, bite registration, shade, implant size) to Glidewell for fabrication of the custom components.

The laboratory will pour and articulate the models and assemble the components, delivered to you in an all-inclusive box, including a prosthetic guide, custom temporary abutment, BioTems® provisional crown (Glidewell), custom healing abutment, custom impression coping, surgical drills and Inclusive Tapered Implant (Glidewell).

On the day of surgery, place the box contents alongside your usual surgical armamentarium. Confirm the fit of the prosthetic guide prior to beginning the procedure (Fig. 1).

After placing the implant and verifying its position (Fig. 2), decide based on the level of primary stability whether to place the custom healing abutment (Fig. 3) or custom temporary abutment and accompanying BioTems Crown.

Either option will begin sculpting the soft-tissue architecture around the implant to develop the future emergence profile.

Upon successful osseointegration, the restorative phase begins. Contours of the custom impression coping match those of the custom abutment, so it’s simple to remove, seat the impression coping and take an accurate full-arch final impression.

At final delivery, remove the temporary abutment. Try in the final Inclusive Custom Abutment (Glidewell) and BruxZir® (Glidewell) (Fig. 4) or IPS e.max® (Ivoclar Vivadent; Amherst, N.Y.) crown. Check the contours, contacts and occlusion, and adjust as needed.

In response to the dental implant market embracing the importance of soft-tissue contouring, Glidewell Laboratories’ Implant department has now expanded the Inclusive Tooth Replacement Solution to accommodate all implant systems compatible with the Inclusive Custom Implant Abutment product line. This creates the opportunity for more clinicians to offer their patients the advantages of the tissue-contouring system contained within the Inclusive Tooth Replacement Solution.

Whatever implant system you use, you and your patients can now benefit from the tremendous effects of training tissue from the time of implant placement.

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terms before moving on to more complicated, location-based searches such as “procedure New York” or “dentist Los Angeles.” However, make sure to look for your practice in the local-bapased search results as well.

Within the Google search results, there are several ways in which to present your practice to consumers, including your practice website, Google business listings, pay-per-click (PPC) ads, review sites such as Yelp and directory listings. Perhaps the most valuable tool, however, is search engine optimization (SEO).

Step 2: Prominent contact info

While it is critical for your practice to be highly visible on the Internet, it is equally important that once prospective patients get to your website or profile listing, they find the information they need to contact you. Your Google visibility strategies will be wasted unless you make it easy for patients to contact you by phone or email. To accomplish this, your contact information needs to be displayed in a prominent location — on your website as well as anywhere else you advertise your services. If it isn’t, make sure you do what is needed to change this so that prospective patients are able to easily set up a consultation.

Step 3: The right elements

What do patients want to see on your website? It depends on the patient, but the most popular elements are before-and-after pictures, patient testimonials and procedure results. Be sure to include these elements in your search engine optimization strategy — and make sure they are displayed conspicuously wherever your practice information appears on the Internet. The goal should be an excellent practice website that is easy for consumers to find. So long as you give your target audience what they’re looking for, they will have no reason to look elsewhere.

The Internet is a very important component of marketing for premium practices, and an experienced Internet marketing firm will help ensure your website and your Internet marketing strategy achieve your goal of increased patient volume and a significant return on your marketing investment.
ANEW meets ‘most precise’ standards

Narrow-body implants ideal for patients who have limited inter-dental spaces, insufficient bone or require provisionalization during augmentation procedures

- First used in 2000 and granted FDA approval in 2004 for long-term use as determined by health-care providers, the 1.8, 2.2 and 2.4 mm diameter ANEW implants from Dentatus have met the most precise implantology standards having undergone rigorous testing, research and clinical use by the profession.

ANEW Implants are widely recognized by clinicians and universities worldwide. These narrow-body implants provide effective remedy for many cases for patients who have limited inter-dental spaces, insufficient bone or require provisionalization during augmentation procedures.

Nearly 25 percent of patients who come in for implant treatment will not have enough bone to place a conventional diameter implant, Dentatus said. ANEW implants should also be considered when financial constraints might delay or prevent treatment. Every practitioner placing implants should consider including ANEW in his or her armamentarium so that all patients might take advantage of the benefits that implants afford.

ANEW Implants are the only one-piece narrow-body implants that have restorative options for screw-retained prosthesis, Dentatus said. ANEW boasts a number of features that set it apart from other implants, including a short-threaded external connector that tolerates substantial abutment angulation without stress. ANEW’s prosthetic components provide patients with a cosmetic, fixed chairside restoration at the time of placement so they never have to go without teeth. There are a variety of platforms available for restorative ease, presenting flexibility for optimal esthetic solutions.

For instances of single-tooth replacement in narrow spaces, the availability of ANEW Implants provides patients who might have to proceed with a fixed or resin-bonded bridge the luxury of dental implants without preparation and/or reduction of the adjacent natural dentition.

Another advantage to this modality is the maintenance of avascular bone, which is documented to undergo resorption with other restorative options.

In 2012, Dr. Francois Fisslier and Dr. Carlos Munoz from the New York University Department of Implant Dentistry presented the following findings about papilla regeneration at the Academy of Osseointegration’s 27th annual meeting:

“In this case series, nine patients received 10 [ANEW Narrow Diameter Implants (NDIs)], which were loaded for periods of six months to 10 years post-insertion. No implants or prosthesis had to be removed or replaced during the follow-up period. Neither a surgical or prosthetic complication was seen on any of the 10 NDIs.

“The average mesial [Papilla Index Score (PIS)] was 2.4 and the average distal PIS was 2.7, indicating the NDIs regenerated at least 50 percent of the papilla in all cases (20/20 papilla).”

The non-hygroscopic screwcap allows for retrievability, so that during the healing period the restoration contours can be easily modified to the tissue architecture, thereby eliminating a final “black triangle” result, Dentatus said.

Their effective adaptation and integration in bone has been shown to be on par with conventional implant fixtures and provide excellent support and retention.

In 2007, Dr. Stuart Froum and his colleagues published a study in the International Journal of Periodontics and Restorative Dentistry stating “40 ANEW Implants in patients for one to five years post-loading. No implant failures were reported, yielding a 100 percent survival rating.”

In 2005, the Journal of Oral and Maxillofacial Implants published Dr. Michael Rohrer’s histology study on Dentatus implants. Rohrer determined that the percentage of bone in contact with the body of Dentatus implants is in “the same range and sometimes higher than what is usually seen with conventional implants.”

The recommended surgical techniques allow for minimally invasive flapless placement and immediate loading. This eliminates most postoperative challenges and dramatically reduces the total time in treatment.

These implants solve the problems of time, money and perceived pain for most patients who otherwise do not proceed with care, Dentatus said. Other indications for use:

Atrophic and thin ridges

For patients with atrophic and thin ridges who cannot or do not want to undergo lengthy augmentation procedures based on age, systemic disease or inadequate volume of bone, ANEW Implants are an economical and viable long-term solution.

Emergency repairs

One of the most difficult situations for the practitioner is the emergency intraoral repair of a broken bridge. With ANEW Implants on hand, those difficulties are a thing of the past, Dentatus said. Once the bridge is removed, the implant can be placed in the intercuspation bone, stabilizing the bridge, returning the patient to a dentate state while a long-term treatment plan is determined.

Bone augmentation

Many implant treatment plans include some type of bone augmentation procedure. It may involve a sinus lift, replacement of the buccal plate and/or widening or heightening a ridge.

Selling an implant case involves overcoming a patient’s concerns; one of the major roadblocks is the patient’s perception of a long, drawn-out treatment period. ANEW implants will give patients teeth during the entire treatment and avoids transcranial loading of the graft while the patient is able to function with a fixed restoration.
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Complete case includes:

- Prosthetic guide
- Inclusive Tapered Implant and final drill
- BioTemp® Tissue Contouring Solution
  - Custom healing and temporary abutments
  - Custom provisional crown
  - Custom impression coping
- Inclusive® Custom Abutment and BruxZir® Solid Zirconia or IPS e.max® crown (delivered separately)

The Inclusive Tooth Replacement Solution now supports most major implant systems, enabling you to take advantage of its many benefits with your implant of choice. This all-in-one, restorative-based solution includes everything needed to restore a missing tooth. Patient-specific healing, temporary and impression components ensure ideal soft tissue contours are created from the day of implant placement.

*Price does not include shipping.
# Not a trademark of Glidewell Laboratories.
The implant shown is NobelReplace.
What dentists are saying about Inclusive Implant Solutions

“I absolutely believe that the Inclusive® Tapered Implant System is the simplest, most predictable and most affordable implant system that I have ever used. It will continue to be my system of choice. I will never use another implant system again!”

— Joe Bussell, DDS; Little Rock, Ark.

“I took an impression today for the final ceramic restoration on one of my Inclusive® Tooth Replacement Solution patients. The site of the Inclusive® Tapered Implants healed wonderfully! This was due mainly to the patient-specific temporary components that provided my patient with a natural-looking temporary and tissue contours, and I couldn’t be happier. The custom impression copings were very easy to use, and they made the entire process a breeze. I would highly recommend the Inclusive Tooth Replacement Solution to every dentist looking for an efficient and effective way to practice implant dentistry.”

— Robert Klein, DDS; Kansas City, Mo.

“I would like to express my overwhelming satisfaction with the Inclusive® Tooth Replacement Solution, which made this one of the easiest implant cases I have ever done. Because I achieved primary stability and used the included custom temporary abutment and BioTemps® crown, I was able to achieve optimum esthetic results and cut down my chair time. Now I can offer my patients a more esthetic and biologically superior result using the Inclusive Tooth Replacement Solution instead of the stock components normally used. It is, for me, a very cost-effective way to deliver superior treatment with custom components for each case. I used to spend more time and money with other systems, but now I have a great alternative!”

— James Nicholson, DDS; Muskogee, Okla.
DoWell focuses on quality and customer satisfaction

By DoWell staff

Since 2006, DoWell Dental Products has been growing rapidly in the dental industry. With our commitment to quality, many oral surgeons, periodontist and general dentists have taken notice and have chosen us to provide them with the materials and instruments needed for their practices. The mindset of our company is to abide by basic fundamentals, providing a quality product at a competitive price with great customer support and service.

DoWell Dental Products uses only genuine manufacturer parts; we are obsessed with quality and attention to detail, and our products will speak for themselves. Our products vary from your basic equipment to dentistry’s most popular and traditional instruments. For instance, we carry the PiezoART surgical unit. Our PiezoART Surgical unit is a machine that utilizes piezoelectric vibrations. By adjusting the ultrasonic frequency of the device, it is possible to cut hard tissue while leaving soft tissue untouched by the process. We also carry biological bone-grafting materials, such as bone, resorbable membrane, pericardium and others.

DoWell Dental Product’s instruments are made from the finest stainless steel by skilled craftsmen and are subject to strict quality controls during the inspection process. Our instruments are guaranteed to be free from defects in workmanship and material. Any DoWell Dental Product instrument that proves defective will either be repaired or replaced at our discretion without charge.

The superior quality of our products did not happen overnight. It came about because of sheer enthusiasm coupled with years of experience and an unprecedented passion in dental instrument manufacturing.

Caring for the community and future of the dental industry is very important to us, and that is why we support many colleges and universities throughout the country with maxicourses, lectures, continuing education courses and hands-on workshops. We also support key clinicians whose techniques and new procedures are considered cutting edge and innovative in the dental field.

Here at DoWell Dental Products, we are also keeping up with the dental field by following new technology and techniques. The industry is always changing, and we are constantly changing along with it.

Our goal is to specialize in manufacturing the highest quality dental instruments for our customers by employing superior technicians and utilizing advanced production and equipment.

We offer an advanced website — www.dowelldentalproducts.com — where every item we carry is available to order 24 hours a day. You can also find on our website a variety of live surgery videos to see DoWell products in action.

Our product line is always growing to cover new areas and procedures while some existing products are always being modified for superior use and ease.

Building customer relationships is the essence of our company’s success. At DoWell Dental Products, part of delivering great customer service and support, smile after smile, is having friendly, knowledgeable representatives to help you with any questions you may have.
INTRODUCING
Prime&Bond Elect™
Any etch.  
Any procedure.  
One bottle.

A truly universal adhesive.

Every procedure is different, and with the new Prime&Bond Elect™ Adhesive you instantly have the power to choose selective, total or self-etch. Built on the clinically proven chemistry of Prime&Bond® NT™ adhesive, control and flexibility are back in your hands.

Call your DENTSPLY Caulk representative or visit www.primeandbondelect.com for more information.
**Eaglesoft 16 will make life easier**

Eaglesoft 16 Clinical and Practice Management Software is Patterson Dental’s premier dental software. As the latest version, Eaglesoft 16 offers a new look, better functionality and enhanced adaptability while integrating the digital products for the office, clinical and imaging procedures all in one software.

Working to simplify the daily routine of dental offices, Eaglesoft 16 offers complete information access, condensing daily office management practices and providing specific tools that give each member of the dental team power to do more in less time.

In addition to increasing efficiency, Eaglesoft 16 can help reduce stress and increase profitability by streamlining everyday tasks and allowing offices to personalize the software to meet specific needs. New features include:

- **Line item accounting** enables users to apply a payment directly to a specific item.
- **Customizable windows/dock** able panels allows users to choose how much information to display on the “Account,” “Appointment” and “OnSchedule” windows as well as where to place the information within those windows.
- **OnSchedule** has a variety of features, including being able to change the time without affecting existing appointments. OnSchedule has provider views so the front office can check providers’ schedules to identify double bookings and availability.
  - The Patient Bar provides quick access to patient-specific information so users can customize which icons they use the most in each area.
  - **Family Walkout** Eaglesoft 16 no longer requires separate appointments to be processed one at a time when the entire family is in on the same day. Now the front office staff can process a walkout for all family members at once and issue one receipt for the family.
  - **Smart Claim/Smart Invoice** allows office managers to create insurance claims and patient walkout statements more easily and check today’s items at the simple click of a button.
  - **Date-based reporting** is a new option for select financial reports, letting users run financial reports for any range of dates; it is no longer necessary to choose a range of end-of-day reports.
  - **Automatic account aging** helps office managers save time on end-of-day processing and statement processing and also keeps account balances up to date.

The help menu has also been updated and now offers easier access to the FAQ knowledge base. Additional features include “Money Finder,” “Fast Check-In,” “The Treatment Plan,” “eReferral,” “Prescription Writer,” “Patient Notes” and “Messenger.” By understanding the many tools provided by Eaglesoft 16, dental offices can equip themselves with the software needed to make the office run more efficiently and increase revenue.

In addition to software, Patterson Dental offers support and customer service. Patterson Dental’s in-depth understanding of the market and commitment to development and customer satisfaction has driven the development of Eaglesoft 16 Practice Management Software, making it a vital tool for every dental office.
DENTSPLY Caulk announces the Aquasil Ultra Smart Wetting® Impression Material portfolio has expanded to include Aquasil Ultra Super Fast Set. Aquasil Ultra Super Fast Set material is available in all viscosities and packaged in a convenient two-cartridge 50 ml or DECA™ 380 ml refill.

Aquasil Ultra Super Fast Set formula is optimized to offer an intraoral work time of 35 seconds and super fast mouth removal time of two minutes and 30 seconds. Aquasil Ultra Smart Wetting Material is indicated for all dental impression techniques.

For more information, contact DENTSPLY Caulk at (800) LD-CAULK, visit www.aquasilultra.com or stop by the DENTSPLY Caulk booth, Nos. 1400/1600, during the Greater New York Dental Meeting.

Mydent International introduces DEFEND Dental Needles, the latest in its line of procedural products. To protect dental professionals, these needles specify lot number, size and sterile seal on each individual casing.

DEFEND Dental Needles are triple-beveled and feature an arrow indicator to help orient the bevel position during injections. Constructed of a stainless-steel, polypropylene hub with aluminum insert, the needles are siliconized to help ensure a gentle insertion into tissue for minimal discomfort. In addition, the pre-threaded plastic hub facilitates a straight attachment to the syringe, creating a secure fit.

DEFEND Dental Needles are designed for use on standard 1.8 mL dental syringes and are color-coded for easy diameter identification. Available through most dental dealers, DEFEND Dental Needles are packaged 100 units per box.

Licensed dental professionals are able to request samples for their office by emailing samples@defend.com. For more information on Mydent International and the DEFEND brand of products, call (800) 275-0020, visit www.defend.com or stop by the booth, No. 2215, during the Greater New York Dental Meeting.