Unique isotopic laser vaporizes enamel with virtually no pain

Solea laser leaves patients smiling

By Robert Selleck, today Staff

If you have a hard time believing the Solea laser guarantee about working 90-percent anesthesia free, the GNYDM exhibit hall offers a perfect opportunity to see the device up close and try it yourself.

Four of the Solea units are set up in the Convergent Dental booth, No. 4831. And if activity in the booth Tuesday morning was representative of the preceding days, a steady stream of dental professionals has been taking the system for a test drive.

“It’s virtually anesthesia free and blood free,” Convergent Dental CEO Michael Cataldo said in an interview in the booth Tuesday. “We have dentists telling us they’re achieving 95- and 99-percent anesthesia-free procedures with it.”

It’s that feedback from dentists using the isotopic CO2 laser system that has given Convergent the confidence to back the product with an attention-getting guarantee: If you don’t perform at least 90 percent of your Solea procedures anesthesia-free within 90 days, you can return the system and get your money back.

Unlike erbium systems that vaporize water and chip away enamel, the Solea, operates at a wavelength that nears peak absorption of hydroxyapatite (essentially, enamel), thus vaporizing the enamel itself, Cataldo explained. “That’s why it’s so fast and precise,” he said. “It’s very, very fast on hard tissue and very effective on soft tissue also.”

As more dental professionals embrace the technology, Convergent has come to realize another benefit: Dentists report being able to perform more procedures because of the efficiencies.

“Our dentists don’t spend time injecting patients and waiting for them to get numb. Our dentists can do multi-quadrant dentistry, with patients going straight from the hygienist to the procedure,” Cataldo said. When those time savings are added to no longer needing to spend so much time controlling blood, especially with many soft-tissue procedures such as removal of a polyp, the time savings in the course of a day add up.

“We have dentists telling us they’re doing six, eight, even 10 more procedures per day,” Cataldo said.

The Solea system also differentiates itself with its computerized control and software. The computer-driven motors manipulate mirrors to modify the laser pulse rate, which enables greater control of speed, greater precision and marked reduction in patient sensitivity. A recent software upgrade advanced the computer-control capabilities even further, with some dentists reporting being able to cut certain procedure times in half following the upgrade, Cataldo said.

“We specifically designed the platform to be upgradeable over time,” Cataldo said. “And the upgrades are automatically provided to keep users up-to-date with the latest version of the system. Recently, the company even upgraded handpieces on all of the version-1 systems in the field.

“It’s non-invasive and reliably anesthesia free,” Cataldo said, emphasizing the word reliably. “You can count on it. That means as soon as the patient is in the chair, you can go to work.”

‘We have dentists telling us they’re doing six, eight, even 10 more procedures per day.’
By Fred Michmershuizen, today Staff

The new EyeSpecial C-II autofocus smart digital camera, available from Shofu Dental Corp., is designed to make taking high-quality, professional-level photographs simple for dentists and assistants.

"From my perspective, it takes phenomenal images with clarity, with a great depth of field," said Dr. Ron Kaminer of Hewlett, N.Y., a user of the camera who spoke with today during an interview at the Greater New York Dental Meeting. "It’s great for documentation purposes, for lab purposes or to show something to a patient."

Perhaps best of all, Kaminer said, the camera is "dentist- and assistant-proof" — meaning it is incredibly easy to use.

"You really can’t make a mistake with this camera," he said. "There is no learning curve."

From a functional perspective, it has a smart touch screen that brings up a variety of customized programs. There is a standard mode, a mode for surgery and a mirror-image mode. It can take a full-face shot, and there is a whitening program. A drawing tool allows the dentist to draw directly on the screen, making it an integrated teaching camera. In addition, custom modes can also be programmed in.

A shade-matching tab for sending images to the lab is especially helpful, Kaminer said. In this mode, the camera has internal filters that gray out the lips, removing extraneous color information. That way, he said, the lab can create an ideal color match.

"You are sure you are going to get the proper shade when you get it back from the lab," Kaminer said.

The camera is WiFi-enabled, making it easy to share images wirelessly. Other features and benefits of the camera include its light weight and the fact that it is fully insulated with a smooth surface, enabling it to be wiped down with disinfectant.

Perhaps what makes the camera most valuable, Kaminer said, is how well the teaching tool allows him to interact with patients.

"There is no question — a picture is worth a thousand words. The cliché is really legit," he said. "This camera makes ‘selling dentistry’ much more easy."

Ready, aim and shoot

Yes, the EyeSpecial C-II smart digital camera is that easy, says Dr. Ron Kaminer

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Dr. Ron Kaminer of Hewlett, N.Y., holds the new EyeSpecial C-II smart digital camera, available from Shofu Dental Corp. (Photo/Fred Michmershuizen, today Staff)

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To see a live demonstration of the EyeSpecial C-II Digital Dental Camera, visit Shofu Dental Corp. at booth No. 4408.
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see what you’ve been missing

All new from MyRay, Hyperion X9 is the next generation modular, digital pan/ceph imager. The finest in extra-oral imaging, the X9 model offers forty 2D scan options. Want more? A simple field upgrade to 3D CBCT takes less than 2 hours of downtime! Hyperion X9: The clever investment, ideal today, perfect for tomorrow.

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X-ray provides instant digital diagnostic quality radiographs on a handheld device with daylight battery power. It enables you to collect hundreds of hi-res images on Secure Digital cards and then review and enhance them on an integrated touchscreen display without being tethered by an external power supply, wires, software or a PC.

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to learn more about Cefla Dental Group and our capabilities, visit cefla.com/en/business-units/dental or call (800) 416-3078.

NewTom  anthos  myray
Dentatus president explains why sales are ‘never the focus’

By Robert Seleck, today Staff

Bernard Weissman has some straight-to-the-point advice for would-be dental-product inventors: Don’t worry about how many units you can sell. Try not to even think about that.

“There are too many things that can get in the way of the initial purpose of how an invention or improvement can make things better for dentists and patients,” Weissman said.

Weissman, president of Dentatus USA, knows what he’s talking about: During his 60-year career, he has patented nearly 100 dental devices, some of which have sales in the tens of millions.

Again, though, according to Weissman, sales were never the focus. “I never allowed myself to project sales on paper or even in thought,” Weissman said in an interview Monday on the exhibit floor of the GNYDM. “The only thought that matters is: ‘Will it improve dentistry?’ If it does, and everything is correct, the profit will come.”

Weissman’s career began in the 1940s when he opened a dental lab in Brooklyn. His reputation for high-quality work grew rapidly, and soon he was serving some of the top dental practices in the area. One of those practices was owned by the dean of the New York University College of Dentistry, which led to Weissman being talked into a professorship with the school, a position he held for 20 years.

Through it all, Weissman kept inventing to improve what he calls the “art craft” of dentistry. Among the highlights are TMS screws patented in the ’60s to enable reinforcement of damaged enamel and the Pindex system patented in the mid-’70s, which is still considered the gold standard for creating highly accurate cast models.

Weissman sold Whaledent International, the dental company he founded in 1956 to what is now Coltène/Whaledent in 1977. But the inventive thinking never stopped; and, in 1988, he acquired the Stockholm, Sweden-based Dentatus, establishing the North and South American headquarters in New York City the following year.

At Dentatus, the flow of Weissman’s patents has continued at a steady rate, including the Profin Reciprocating Handpiece and the assorted line of Lamineer Tips for finishing and polishing. “Our products cover the full spectrum of restorative dentistry,” Weissman said. “Our factory in Stockholm produces products that are considered by dentists to be the most innovative and useful available.”

In the ’90s, Weissman’s attention turned to making implant technology available to a broader range of patients, especially those with compromised bone structure. First came the MTI, the first narrow-body implant for temporary restorations, which removed the lengthy delays between implant placement and restoration. That has been followed by introduction of Atlas implants for stabilizing overdentures and Anew implants, the only system with screw-retained restorations for crowns and large fixed restorations.

All of the systems are on display here on the GNYDM exhibit floor, and if you time your visit right, Weissman might be available to chat with you.

But don’t expect him to reveal too many details about what he’s planning next. The ideas are still flowing, and he always has something big in the works, always guided by the same philosophy: Make sure it’s going to help dentists perform better work and help patients enjoy better outcomes — and be affordable enough that both can actually take advantage of it.
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The DocPort i.o. intraoral camera features a focus-free design for ease of use and crystal clear imaging. Image acquisition is hassle-free via the easy-touch capture button located on the camera wand, or with optional USB footswitch. Direct computer connection using a standard inexpensive USB cable eliminates costly cable repairs and the camera is supplied with a remote automatic on/off handpiece holder. Easy integration with any dental software platform in both PC and Macintosh environments makes DocPort i.o. the natural choice for quality dental imaging.

James Rosenwald, DDS, FAGD
“I recently bought two DocPort cameras (to replace my older units) and found them so easy to use and so valuable to my practice that I have purchased three more units. I highly recommend this camera.”

Gerald Ross DDS—Tottenham, ON
“I’ve had cameras costing more than double, but my staff prefers the DocPort over any other because the pictures show incredible detail and it’s so easy to use. We’ve tried a lot of them, but this camera is amazing.”

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NewTom: First in show

Pioneer imaging company offering three products

By Robert Selleck, today Staff

NewTom, the company that introduced 3-D cone-beam imaging to dentistry, is at the Greater New York Dental Meeting with show specials on all of its offerings. And the offerings are substantial.

“NewTom offers a line of one of the most superb 3-D-imaging cone-beam products available today, and it is sold by distribution and direct,” said NewTom Product Manager Sabine Nahme, describing the product line during an interview in the GNYDM exhibit hall Tuesday afternoon.

“We were the first company to introduce cone-beam technology to the dental community,” Nahme said. “And today the NewTom line offers a product for every dental need.”

• The GIANO 2-D panoramic unit has a modular sensor, which makes it possible to upgrade to 3-D cone-beam, making it attractive to practices looking for high-quality scanning capabilities at a competitive price.
• The NewTom VGI 3-D cone-beam system is offered in two versions, one for in the office and a special version, the VGI Flex, for mobile use. “The VGI Flex comes with one of the only full warranties on a mobile unit,” Nahme said.
• The NewTom 5G is primarily used in imaging centers and maxillofacial surgery offices as well as by ear, nose and throat specialists. Nahme said FDA approval is expected soon for additional medical uses.

“All turn 360 degrees during the scan,” Nahme said. “And because of the full rotation and other technical specifications, these units provide exceptional image quality. All have high-resolution scanning capability and all use Safebeam, our trademarked technology that assures low radiation dosages for patient safety.”

The NewTom VGI and the GIANO are on display in the NewTom booth, No. 2000 in the GNYDM exhibit hall. Nahme is available to help you with any questions, and she also can be contacted at (941) 779-3600.

Learn more about the NewTom line of cone-beam imaging units in booth No. 2000, or contact NewTom Product Manager Sabine Nahme at (941) 779-3600.
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SUPERIOR VISUALIZATION
Valplast displays latest techniques for removable partial dentures

By Valplast Staff

Here at the Greater New York Dental Meeting, Valplast International Corp. is making it its mission to cater to the vast audience that comprises the dental industry. At booth No. 801, Valplast is offering marketing materials for dental offices and laboratories alike.

The main attraction is the groundbreaking digital impression techniques for RPDs and CAD/CAM technology from Precise-Fit. Complete with products for home denture care and models presenting a variety of RPD solutions, the Valplast team has much to offer.

New products are now on display at the Valplast booth, including our kits that are ideal for Valplast chairside adjustment. Our finishing and polishing kits are also available for dental laboratories and are being demonstrated as well.

Valplast has had a presence at the Greater New York Dental Meeting for decades. The company is focused on technology and products that enhance patient satisfaction and streamline the entire treatment process for removable partial dentures.

Taub Products announces launch of Zero-G Bio Implant Cement

Taub Products has announced the launch of Zero-G Bio Implant Cement. Zero-G is dual-cure implant cement and is recommended for intermediate to long-term cementation of implant-retained restorations. This cement can also be used for traditional crown and bridge restorations.

It can be cured with light in as little as 20 seconds, which allows for complete margin curing. Working time for self-curing is one minute and 45 seconds, and complete set time is two minutes and 30 seconds.

Zero-G provides radiopacity for good visualization after cementation. Its color provides great contrast to gingival tissue. Zero-G is available as a kit (item No. 46-1000) that contains two 7-gram filled syringes and 20 auto-mixing tips.

For more information on TAUB and its products, call (800) 828-2634, visit www.taubdental.com or stop by the booth, No. 2708.
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*Price may vary based on model purchased, savings based on manufacturers MSRP.
By March 27, all practitioners in New York State — including dental professionals — will be required to issue all prescriptions in electronic format.

What does that mean you?

• Every prescription you make must be written, recorded, transmitted or stored by electronic means and approved with your electronic signature.

• Using an ePrescribing system that has been certified and audited in accordance with DEA regulations, you must transmit those prescriptions, electronically encrypted for safety, directly to a pharmacy.

• Before starting electronic prescribing, you must obtain authentication and validation of your prescriber status in accordance with the DEA regulations and register your controlled substance ePrescribing software with the New York State Bureau of Narcotic Enforcement (BNE).

Electronic prescription transmissions are not yet as common in dental practices as they are in physician practices and hospitals. According to the American Dental Association's Standards Committee on Dental Informatics, there are many scenarios in which ePrescribing can streamline processes and benefit dental practices and patients:

• When a patient seen in the practice needs a prescribed medication, if the practice is computerized, the dental professional can view the patient record in the treatment room and make a prescribing decision chairside, helping to save time for herself and her patient.

• Even in a practice in which the only computer terminals are at the front desk, ePrescribing applications allow the dentist to view medical alerts related to a specific patient and adjust the prescription accordingly before it gets sent to the pharmacy.

• Assistants and dentists type the prescription, often using an alphabetical drop-down picklist, reducing the potential for misspellings, illegible handwriting or other transcription errors.

• For additional medication decision support, many ePrescribing systems allow dental professionals to view options and choose between generic and/or brand names for a medication and receive warnings showing potential contraindications, side effects, drug-to-drug interactions, drug allergy reactions and more.

• Mandatory authorization codes and any prescribing restrictions are set up within the ePrescribing system to automatically attach to the prescription. Also, the transmission to the pharmacy is done with just a few clicks, making the process fast and simple for the dentist.

• Dental practices can easily generate reports and printouts for patients.

• The transmission is recorded within the patient record for easy viewing on subsequent appointments with the patient to help inform ongoing treatment decisions.
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Performances by Cirque du Soleil artists at booth #600 11:00, 12:00, 1:00, 2:00 daily.

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By Cefla Dental Group Staff

Cefla Dental Group is a leading source of some of the world’s most technologically innovative dental brands, including the MyRay, NewTom, Anthos and Stern Weber brands now sold in North America.

Cefla’s multi-faceted organization and experienced engineering staff ensure that we are in touch with professional changes and requirements throughout the world and can help drive the evolution of the industry.

Cefla Dental is part of Cefla s.c., a private, employee-owned cooperative with headquarters in Imola, Italy. In business for more than 80 years, our employees are also owners who are highly involved in the corporate structure.

We operate with long-term sustainability in mind, not simply short-term profits. We work diligently to foster principles of cooperation throughout the organization and as such are able to benefit from synergies in every aspect of design, engineering and manufacturing.

Our broad range of experience and capabilities have made Cefla Europe’s No. 1 dental-chair manufacturer. As such, Cefla Dental Group is able to draw on synergies from design through manufacturing, employing the highest standards in every phase. This means our customers get cutting-edge products at world-competitive prices.

Our North American headquarters is based in Charlotte, N.C. From here, we provide outstanding customer service and technical support, along with warehousing of new products and a complete spare-parts inventory. We have a national network of certified technicians to assist our dental dealer partners in providing on-site training, service and repairs where necessary.

Cefla Dental Group includes:

- **MyRay**: Offers a broad product range of imaging solutions for all 2-D and 3-D imaging applications with exceptional image quality. This includes 2-D and 3-D CBCT panoramic imagers, DC X-ray units, wired and wireless digital intraoral sensors, intraoral cameras and a robust, user-friendly imaging software platform.

- **NewTom**: A pioneer of cone-beam 3-D imaging in the dental market and continued global leader, NewTom continues to set new standards in the industry. NewTom products are engineered to provide exceptional image quality, accuracy and flexibility while minimizing patient radiation exposure.

- **Anthos**: Recently launched in North America, the Anthos line of operatory chair packages offers a level of technology, function and esthetics never before seen from a manufacturer in the U.S. market, according to Cefla.

- **Stern Weber**: Innovators in combining technology and ergonomics of the patient treatment center, Stern Weber continues to set the standard for dental units in patient and practitioner comfort. Stern Weber also offers a wide variety of products and accessories.

Combining ongoing innovations with a customer-oriented focus means the dental practitioners’ needs are addressed in a timely fashion. Because we have multiple contacts across Europe and North America, with knowledgeable research and development teams at all divisional headquarters, we have the capability to be apprised of industry changes across the globe.

Here at the GNYDM

To learn more about Cefla/NewTom, visit booth No. 2000. You can also visit www.cefla.com/en/business-units/dental or call (800) 416-3078.

Cefla Dental Group is a leading source of some of the world’s most technologically innovative dental brands, including NewTom, Anthos, MyRay and Stern Weber. (Photo/Provided by Cefla Dental Group)
WHAT IS IT? IT is Isolite Systems' state-of-the-art and clinically proven Isolation Technique for consistent, predictable results every time. IT controls moisture and oral humidity by keeping the working field as dry as a rubber dam, but without any of the hassle. IT improves visibility and minimizes contamination. IT retracts the tongue and cheek and obturates the throat. IT protects your patients from accidental injury and foreign-body aspiration. IT gives you total control of the oral environment so you can do your best dentistry.

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As an added feature, still photographs can be taken from live video feed or during playback mode. The video or still images can be uploaded into a patient file, included in a presentation or course or shared with a colleague or laboratory for collaborative consultations.

The NanoCamHD complete system includes a color-corrected ULTRA Mini LED DayLite® headlight. The combination headlight/NanoCamHD weighs 1.1 ounces and can be attached to your loupes or worn on a lightweight headband. The system also includes a foot pedal to allow for hands-free operation of the record/pause, mute/unmute and still photography features.

For best results, combine the NanoCamHD with Designs for Vision’s dental telescopes. Matching true magnification levels of 2.5x, 3.5x or 4.5x will produce the most realistic simulation from the user’s perspective. The NanoCam can also be attached to the new Nike® Retro frames or the new DVI Sport frames.

Orascoptic launches RDH Elite loupe

Orascoptic, a leader in vision solutions, introduces RDH Elite™ — a loupe designed with a singular focus on dental hygiene.

Utilizing a team of both practicing hygienists and industry recognized experts in ergonomics and infection control, Orascoptic co-engineered a loupe centered on improving ergonomics, productivity and career longevity.

Encompassing an optimal field width and depth recommended for dental hygiene professionals, the RDH Elite optics deliver a crisp image with edge-to-edge clarity throughout the entire field of view. A high-definition resolution also assists in distinguishing periodontal probe markings during pocket depth readings.

Taking overall comfort into account, the RDH Elite frame sports an adjustable nose pad and temple tips for a customizable fit. Capitalizing on ever-changing fashion, the frame includes interchangeable temple tips and color emblems for added personalization.

RDH Elite can be configured as a through-the-lens (TTL) or flip-up. Sizes are available in small and regular.

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A leading oral health-care products manufacturer, Sunstar Americas is using the Greater New York Dental Meeting to showcase efficiency-enhancing innovations for not only its traditional area of hygiene care but for periodontal procedures as well.

Looking to augment its longstanding heritage as a dental hygiene innovator, Sunstar will spotlight its new Butler® Prophyciency™ disposable prophy angles, which clean and polish without paste. In addition, the company will expand its reach within the dental practice with its launch of a bone-grafting solution named GUIDOR® easy-graft®.

Butler Prophyciency disposable prophy angles, the latest breakthrough in professional dental hygiene pioneered by Sunstar, represent a smarter way to clean. They can save hygienists considerable time by eliminating the need to refill the cup in the prophy angle as well as the need for the patient to rinse during a cleaning, by providing much better visibility during cleaning and by simplifying cleanup between patients because of the lack of paste splatter or mess.

Moreover, Butler Prophyciency delivers versatile cleaning efficacy. Its unique ButlerBloom™ Contouring Cup is designed to effectively clean and polish interproximally, subgingivally and on all facial and lingual tooth surfaces. It adapts better to follow contours on all tooth surfaces, and it transitions easily from tooth to tooth.

GUIDOR easy-graft is an ultra-efficient bone grafting solution being introduced by Sunstar into the North American market after years of success in overseas markets. It is a fully resorbable, synthetic bone-graft substitute that is designed to appeal to clinicians who seek stability, osteoconductivity and control of placement, according to the company.

Each GUIDOR easy-graft system is composed of beta-tricalcium phosphate granules coated with a polylactide polymer that are mixed with an N-methyl-2-pyrrolidone liquid activator called BioLinker® to form a permeable, moldable material that hardens to form a stable, porous scaffold. This unique combination of materials in GUIDOR easy-graft provides the foundation for easy preparation, dispensing and shaping.

The porosity of the granule supports material resorption and bone regeneration. A majority of clinicians surveyed, according to the company, said they use GUIDOR easy-graft because preparation and placement are simpler and faster than other bone graft materials and because it does not require a membrane in many cases.

“We feel these two innovations will have a dramatic impact on the efficiency of our valued customers,” said Aaron Pfarrer, senior director of marketing and professional relations for Sunstar. “Butler Prophyciency builds on our rich heritage of enhancing the efficacy and convenience of hygiene care, while GUIDOR easy-graft will enable us to bring the same degree of ingenuity to periodontics that we have been bringing to dental hygiene for decades.”
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Many dental products are used only once, including mixing tips used to prepare cements, impression materials and temporary crown-and-bridge (C&B) material. Following application, the mixer and any material left inside is discarded.

To help dentists work more efficiently and sustainably, Switzerland’s Sulzer Mixpac has enhanced its tried-and-tested mixers: The new T-MIXER™ is significantly shorter, so material can be mixed even more quickly.

For example, the new blue model saves about 0.4 ml of material per C&B application compared with its predecessor. If a dentist performs an average of four C&B sessions per day, this adds up to 350 ml of savings every year, which is equivalent to seven 50 ml C&B cartridges.

Assuming average costs of $100 per temporary C&B material cartridge, the new T-MIXER helps cut annual material costs by approximately $700. And the mixing result is even better.

A T-MIXER’s endorsement by The Dental Advisor® affirms its clinical evaluation. This product enables dentists to not only improve the health and well-being of their patients, but also make their business more efficient, according to the company.

Learn more about Sulzer’s T-MIXER product family from your specialty retailers and by viewing a short film at bit.ly/T-Mixer.

Reference
1. The Dental Advisor, published by Dental Consultants Inc., clinical evaluations of products.

MIS Implants announces new CEO

MIS Implants announces that Charles D. Goodwin has accepted the position of chief executive officer. He replaces Motti Weisman, who has assumed the position of president. This follows a diligent selection process by the board of directors of MIS Implants, Ltd.

Goodwin comes to MIS after a 20-year career in the medical device industry, starting out as a sales rep and working his way up to president of various divisions. He has been responsible for global commercial strategy and has consistently exceeded cooperate objectives, driving significant growth.

“Charlie is perfectly suited to this position, as his background includes a variety of high-level positions in medical device companies,” Weisman said. “He understands the next steps we will take to bring MIS to the next level.”