A system for storage, sterilization, organization

By Shofu Dental Staff

With an increasing emphasis on productivity, dental practices and laboratories are in a continuous search for smart solutions in storage and organization of rotary instruments. Specifically, large-volume laboratories and practices with multiple operatories strive to streamline their procedures and reduce costs by minimizing the time and effort allocated to storing, coding, sterilizing and restocking myriad dental burs.

With the advent of BurButler, a fully autoclavable storage system for rotary instruments of all shank sizes, including CA, FG, HP and short shanks, bringing time- and cost-savings to the management of dental burs has never been easier to achieve, according to Shofu.

The BurButler is composed of a polycarbonate lid and a universal bur block made of resilient, medical-grade silicone, which possesses natural antimicrobial properties and the ability to withstand high temperatures without losing the integrity of form.

The base comes in five assorted colors — amber orange, amethyst purple, diamond white, ruby pink and sapphire blue — for coding and identification. Unlike many other bur blocks, the BurButler does not require plugs or extra parts to securely house instruments. The silicone block features a patented starburst design with a reverse fluting that helps hold burs in place, eliminating the risk of spilled or misplacing burs. The holes also offer drainage for proper cleaning and sterilization.

Intended for customized mixing and matching of burs, the 5-, 10- and 25-hole bur blocks are designed to demonstrate ideal spacing between the holes. This property helps facilitate easy insertion and removal of burs and is safe for all fingers — petite or large, gloved or bare.

Shofu’s bur blocks are complemented by a protective lid, which is available in two sizes, regular and tall, and is made of thermoplastic plastic. Both the lid and base can be autoclaved together.

Equipped with skirted grooves, the lid grips the base easily, and it can be removed with one hand. The clear lid makes it possible to view the content of a bur block, allowing for more efficient organization of rotary instruments.

Furthermore, color-coordinated bur blocks can also be used as sterilizable storage boxes for a variety of other components, including implant abutments, perio irrigation tips, provisionals, removables and other small items.

Whether used for storage, sterilization or organization of CA, FG, HP and short-shank dental burs, Shofu asserts that its BurButler will help bring time- and cost-savings to dental practices and laboratories.

Here in Atlanta

To learn more about the BurButler, stop by Shofu’s booth, No. 1531, visit www.shofu.com or call (800) 827-4638.
$425* Bundle includes

- Hahn™ Tapered Implant
- Hahn™ Tapered Implant Titanium Healing Abutment and Impression Coping or Scanning Abutment
- Choose from a BruxZir® Solid Zirconia Crown with Inclusive® Custom Implant Abutment or BruxZir Screw-Retained Implant Crown

BruxZir Solid Zirconia, the world’s most prescribed zirconia restoration, now comes as a complete tooth replacement solution. For about the same price as a crown and custom abutment, everything needed to replace a missing tooth is included. The bundle provides convenience and predictable treatment costs, and reduces the need to keep a supply of implants and prosthetic components on hand.

*Price does not include shipping or applicable taxes. Inclusive is a registered trademark of Glidewell Laboratories. Hahn Tapered Implant is a trademark of PrimaMetric Dentalcraft, Inc. Price is valid only in the U.S.
A new year always brings to mind the things we need or desire to improve in our personal and professional lives. Our company abides in the belief that all things can be done better and that being complacent is a danger to any business.

There is another side that needs to be remembered as we think through the opportunities and possibilities of 2016.

There is a bumper sticker that reads, “When All Else Fails, Lower Your Standards.” If we didn’t live in a time where that statement often rings true, it would be humorous. Employee-owned businesses like your dental practice and Atlanta Dental never think that way. Our mutual goal is to find ways to raise the bar, not lower it.

We don’t mind being held to a “higher standard,” and we strive to live out that commitment each day to our patients and our customers. It is the foundation of our success.

Today, we feel a “pull” all around us. New names and organizations in both dentistry and distribution attempt to compromise and “lower the standards” while presenting their information in an attractive package. It creates conflict in the minds of those impacted because a glossy coating attempts to conceal the flaws.

Non-dental entities from outside of the United States are purchasing fee-for-service practices and changing the practice philosophy overnight. Dental supplies are marketed by as many non-authorized and unqualified sources as there are legitimate distributors.

Commitment is needed now, more than ever, to protect this great profession.

Atlanta Dental will remain focused on ways to improve and elevate our level of service and value to you. We also remain committed to not changing the core beliefs and principles that have been the foundation of our company for 148 years. Thank you for holding us to a higher standard.

Sincerely,
Gary Kirkus, CEO/Chairman,
Atlanta Dental

Here in Atlanta
Step by the Atlanta Dental booths, Nos. 669, 1207 and 1311, to learn more about the company and its products.

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Sledgehammer Toughness Test

Obsidian (left), Ceramco3 (right)
Crown hit with sledgehammer
Obsidian (left), Ceramco3 (right)

*Price does not include shipping or applicable taxes. †Data provided by GLIDEWELL Laboratories Research and Development Department, 2015. Ceramco is a registered trademark of DENTSPLY Ceramco.

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How to get your patients to accept your treatment plans

By Kristine Colker, today Staff

- Getting patients to accept treatment plans can sometimes be a tricky proposition. But thanks to a new e-book, “Increasing Production and Case Acceptance,” written by practice management consultant Debra Engelhardt-Nash, the process just got a little bit easier. The e-book is being distributed here at the Hinman Dental Meeting by Dentrix in the Henry Schein Practice Management Solutions booth, No. 819. 

  Presented in an easy-to-read format with sections covering such themes as “Influencing Case Acceptance,” “Communicating Trust,” “Presenting Your Case,” “Talking About Money” and “Monitoring Results,” the e-book contains practical advice that can easily be implemented, a sidebar full of tips that can be quickly reviewed and suggestions for dialogue that dental teams can use to create their own patient conversations. “Dentists spend most of their time in dental school learning the clinical aspects of providing care, but dentists and their teams spend only 15 percent of their time in clinical application and 85 percent of their time communicating with patients,” Engelhardt-Nash said. “I wrote the e-book to help doctors and their team members understand the importance of communicating appropriately and effectively so they can do the type of dentistry they were trained to do.” 

Engelhardt-Nash has a lot of experience in the area of practice management, as well as in the dental office itself. In the early 1970s, she was a high school fine arts instructor from public schools. As fate would have it, she addressed this state of affairs to her dentist at the time, who told her, “You would be great in a dental office.” 

In 1985, Engelhardt-Nash started her own consulting company. Thirty years later, she is still offering multitudes of helpful tips and advice to clinicians throughout the country, including with the new e-book. Engelhardt-Nash, who calls the e-book “a practical guide to presenting treatment and discussing financial arrangements,” said she appreciates Dentrix for sponsoring the book for the dental community. “Patients will never choose your ideal treatment plan unless you tell them what it is,” she said. “Take the time to give them the information they need to choose the care that is appropriate for them.”

Prevent pain and extend your career

By Bethany Valachi, PT, MS, CEAS

- I have found that loupes profoundly influence the musculoskeletal health of the dental practitioner. Unfortunately, I have also found that a majority of the loupes on the market are not ergonomic and place the operator in an unsafe forward head posture (greater than 20 degrees forward).

  In my international dental consultations, I have consistently found that if the declination angle of the loupes is not steep enough, it forces the operator’s head forward and places him or her at risk for serious neck pain and injury. It saddens and frustrates me to walk into dental schools and repeatedly see a majority of the students workinging in hunched postures. Many of these students will eventually call me when they have sustained a herniated cervical disk, only to find they could have prevented it with well-designed ergonomic loupes, such as the SurgiTel flip-up loupes.

  The SurgiTel front-lens-mounted loupes are one of the few loupes on the market today that offers a great declination angle and vertical adjustability to allow the operator to maintain a safe head posture. If I could make only one ergonomic recommendation to the dental profession, it would be: Invest in a pair of SurgiTel flip-up loupes.

  In post-consultation follow-ups, I have had dentists and hygienists report to me that their neck or back pain is “completely gone” after they purchased a pair of SurgiTel flip-up loupes. SurgiTel has gone the extra mile and done the research to create a product that preserves the musculoskeletal health of the dental professional. As a physical therapist, I cannot say enough “kudos” to them!
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www.nanovabio.com
573.875.6682
By Nanova Biomaterials Staff

NovaPro Flow (flowable) and NovaPro Fill (universal), fashioned by Nanova Biomaterials, are the first and only commercial dental composites reinforced by nanofibers, according to the company.

Why does Nanova use nanofibers in their composites instead of only nanoparticles? High strength, great handling properties and uncompromised esthetics are only some of the reasons these patent pending nanofibers are the wave of the future in dental devices, the company asserts.

These hydroxyapatite nanofibers — manufactured at Nanova’s Columbia, Mo., headquarters — are composed of a mineral found in nature: calcium phosphate.

The trait that makes nanofibers so unique is the composition. They are made of calcium phosphate, the same structure as teeth and bone — a hard inorganic mineral in a soft organic matrix.

For example, the enamel of a tooth is made up of high-volume, needle-like mineral crystals (approximately 15–20 nanometers thick and 1,000 nanometers long) in a small-volume, soft-protein matrix. Bone and dentin have a thickness of less than 100 nanometers in diameter, or 1,000 times smaller than a human hair. Not only are they made of the same composition as the tooth they are restoring, providing a natural look, but this nanoscale size also provides unsurpassable strength, according to the company.

The strength found in nanofibers comes from its one-dimensional nature and large surface area. If you apply a shear force to a group of nanoparticles, it is easy for the particles to slide by each other. On the other hand, a fiber has a solid connection that is stronger to resist bending, shear and tensile forces. Similar to rebar reinforced concrete, these fibers add sturdiness to the composite by forming a framework.

In comparison, dental glass or ceramic particles typically found in other dental composites have a tensile strength of approximately 50 MPa, which does not adequately reinforce a composite, causing repeat procedures on many patients.

According to the Griffith theory discovered during World War I, it was found that needle-like mineral crystals could reach their theoretical strength when their diameters are in nanoscale.

Microscopic flaws cause a material to fail, so by creating a nanoscale fiber, flaws are limited, providing the ability to reach the material’s maximum strength. Nanova chose to produce this highest level of strength while still allowing the fibers the mobility of bending without breaking.

In addition, nano-scaled mineral crystals are not sensitive to cracks or stress concentration, which will degrade the material in the composite over time. This high strength and low sensitivity to cracks are advantages provided by the nanofiber reinforced NovaPro composite line, according to the company. Why trust the quality of your work to any other composite?
“A crown without the gooey tray and temporary? Count me in.”

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VISIT US AT HINMAN DENTAL MEETING AT BOOTH #737
By Timothy Kosinski, DDS, MAGD

Maxillary lateral incisor agenesis (MLIA) is a congenital condition in which at least one of the maxillary lateral incisors is missing in the primary or permanent dentition. MLIA occurs in the smile zone and affects esthetics and function.1,2 Although MLIA may present challenges because of limited space, implant therapy has become one of the primary options for addressing it.3

For patients with MLIA, implant therapy is a conservative approach that avoids damage to the neighboring dentition.4 Treatment is relatively noninvasive because adjacent teeth do not need to be prepared. If there is not enough room for an implant, it is possible to create space through orthodontics.4

The following case summary demonstrates implant placement in a 20-year-old female who presented with an acid-etch bridge used to restore her missing maxillary right lateral incisor. Although esthetic, the bridge fell out periodically. Because of problems with long-term retention, the acid-etch bridge is not considered a viable permanent solution.5

The patient was interested in implant treatment. The Hahn Tapered Implant System (Glidewell Direct; Irvine, Calif.) was utilized to establish primary stability.6 The diameter of the osteotomy was slightly smaller than that of the implant chosen for this case, and a depth of approximately 13 mm was established.

A 3-mm-diameter Hahn Tapered Implant was utilized. The diameter size and tapered body of the implant was ideal for the limited space. The implant features prominent threads, which eases placement and allows the clinician to thread the implant into an undersized osteotomy. The ability to place an implant in a slightly smaller osteotomy can help ensure excellent primary stability.

A cover screw was hand-tightened into the implant. The patient’s acid-etch bridge was cemented back onto the adjacent teeth and functioned as a provisional appliance during healing. Four months following surgery, the patient returned to begin the restorative process (Fig. 2). A tissue punch was utilized to access the healed implant site.

Panasil® vinyl polysiloxane mate-rial (Kettenbach; Huntington Beach, Calif.) was used to create a final impression. The dental lab fabricated an Inclusive® Titanium Custom Abutment. The dental lab fabricated an Inclusive® Titanium Custom Abutment and a BruxZir® Anterior crown. Because the patient could only return to the dental office during school breaks, she again used the bridge as a transitional prosthesis.

At the final delivery appointment, the custom implant abutment was placed and the final crown was cemented on the custom abutment. The patient was pleased to have a fixed restoration that exhibits high stability, strength and esthetics (Fig. 3). Conclusion

Implant treatment proved to be an outstanding treatment modality in a difficult situation. The Hahn Tapered Implant allowed for surgical predictability and reliable osseointegration.

References

FIG. 1: Though the bridge was aesthetic, it would come loose, causing the patient to worry about its long-term function. (Photos/Provided by Glidewell Laboratories)

FIG. 2: Full osseointegration was achieved four months after implant placement.

FIG. 3: The final restoration exhibits lifelike translucency.

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By Sikka Software Staff

Your practice is like no other. The way you practice, the patients you treat and the geographical region you serve all impact the financial numbers of your practice. This is why it is so important not to assume your metrics are the same as your peers.

Profit, as well as net take home, vary dependent on the choices your team makes every day when you order supplies, rent space, manage staff and provide patient care. However, keeping track of metrics is challenging, and identifying specific areas of potential growth can take a significant time investment.

Sikka Software has a solution, developed in a dental practice. Practice Optimizer is a 360-degree look at practice analytics, benchmarked against similar practices across the nation. The cloud-based system connects to 96 percent of practice management systems and allows dentists to check their practice anytime, anywhere.

The software provides you with real-time analytics and enables you to be the CEO of your practice. Data includes:

- **Sikka score**: Benchmark your practice against national averages with 10 key performance indicators (KPIs). The score is out of 100 and indicates areas of potential revenue growth and shows you where you are leaving money on the table.
- **KPIs**: Dig deeper into all aspects of your practice with key performance indicators. Keep track of the most important ones by favoriting the ones you use most often, or create your own to track what’s most important to you.
- **Fee schedules**: Compare your fees to other practices in your ZIP code anonymously. Ensure your fees are competitive by updating the schedule regularly.
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### About Sikka Software

Sikka Software provides a platform for small- and medium-sized business health-care apps. The company’s products help health-care providers and other small businesses optimize their business via a series of cloud-based applications.

With more than 32 apps built on Sikka Platform Cloud with more than 17,200 installations, Sikka Software is a leader in the U.S. dental, animal health and hearing-care markets. The company is now supporting a real-time optimization and information network with providers, patients, consultants, manufacturers and financial service providers.

A privately held company, Sikka Software is headquartered in San Jose, Calif., with offices in the United States. More information may be found at www.sikkasoftware.com.
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#35

AT THE HINMAN DENTAL MEETING FOR A

SPECIAL OFFER

Isolite® SYSTEMS
A spray glaze for all reasons

By David Grimes, CDT
One Source Dental

I am sure most of you have used some type of ceramic spray for applications of some kind at some point in your dental career. Whether it was the early spray opaque systems or the Enamelite® in a can, most of us have used these products to achieve consistent results with an eye on the ROI. For the last several years, I have used the older version of Enamelite with varying degrees of success. Either the spray did not yield enough applications or the results were not always what I was looking for. Owning a milling center means I am always under the gun to produce with little room for error. Saving on time and money is something I am always in tune with.

When Keystone Industries acquired the Enamelite company, they knew there was room for some improvement. After improvements and applying some new techniques, I started to achieve results on a much more consistent basis, and my ROI dramatically improved. The addition of the Enamelite Low-Fusing Fluorescent Ceramic Spray Glaze took it to another level. Now, we can achieve results with Zirconia Full Contour that we could never achieve before.

Producing restorations with a fluorescent quality that allows zirconia to have esthetic results similar to all ceramic restorations is critical. Showing off a beautiful smile in only certain lighting conditions is a liability when that patient is exposed to conditions such as black light. Enamelite Low-Fusing Fluorescent Ceramic Spray Glaze helps to elevate restorations to a higher esthetic result for all lighting conditions.

Here are a few types of applications I’ve experienced where Enamelite has major benefits:
- All-ceramic restorations
- Multiple units to glaze in one firing
- Stain and glaze in one application
- Zirconia restorations
- All-on-4 bridges

Let’s go through the application process:
1. Finish ceramic restoration per manufacturer’s instructions.
2. Sand blast and steam clean ceramic restoration.
3. Shake the can vigorously for about 20 seconds.
4. Hold glaze can using nozzle extension about 4 to 6 inches from the restoration, (it is recommended to use peg putty inside the crown to keep glaze from getting inside restoration).
5. Use short burst around restoration. Do not prolong spaying – this could lead to some puddling of the glaze.
6. Place restoration on firing tray and follow Keystone’s recommendation for firing. I find 780c is an excellent temperature for glazing. Please calibrate oven to make sure firing temperature is ideal.
7. Check for any dull areas on large bridge work you may have missed. When glazing zirconia restorations, a slow cool is always recommended.
8. An important note to keep in mind on spray techniques: It is not my intention to recommend replacing your glazing techniques, but to enhance what you do in your laboratory to maximize efficiency as well as continuing to provide outstanding results.

For more information
To learn more about the Enamelite Low-Fusing Fluorescent Ceramic Spray Glaze, go online to dental.keystoneindustries.com.

Enamelite is a product I think every lab should possess for the types of cases we’ve discussed. It’s extremely fast, productive and gives consistent results. The Enamelite Low-Fusing Fluorescent Ceramic Spray Glaze is an excellent choice for your clients’ office for in-office milled single units or glazing any cases that have to be adjusted by the doctor. I hope you find this simple pearl of a product helps you in your everyday life.
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Visalys® Core is a fluoride-containing, dual-curing composite, developed for the fabrication of radiopaque core build-ups and core fillings and for cementing root posts. The product incorporates Active-Connect-Technology (ACT), which is unique in the market. This enables the material to bond actively with popularly used light-curing and dual-curing, single-step and multi-step adhesives, without an additional activator. The advantage for users is that it allows them to use the bonding agent they are used to – no matter whether it is a light-curing or dual-curing, a single- or multi-bottle system. Call 877-532-2123 direct to place an order.

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Take Planmeca FIT to the next power

Faster scanning than ever — now also with color

By Planmeca Staff

The Planmeca FIT™ system for chairside CAD/CAM dentistry provides clinics with a completely digital workflow from start to finish. It seamlessly integrates intraoral scanning, 3-D designing and on-site milling into one system, allowing clinics to produce restorations in a single visit. Scanning with the system is now faster than ever before, with color scanning featured for the first time.

The Planmeca FIT system is all about integrated efficiency. Comprised of the Planmeca PlanScan® Easy scanner, the Planmeca PlanCAD® Easy software and the Planmeca PlanMill® 40 milling unit, the system enables dental clinics to create high-quality restorations that fit perfectly.

Speed, accuracy and color

The Planmeca FIT system has made significant strides lately in both scanning speed and accuracy. Intraoral scans can now be performed up to 40 percent faster than before, which guarantees a first-class scanning experience in all situations — including when capturing full-arch scans, according to the company.

Furthermore, the system has been improved with vivid color scanning capability. This provides several benefits. Color scans enhance diagnostics, as they make it easier to differentiate between soft and hard tissues. Color scans also improve communication and increase case acceptance, as they are easier for patients to comprehend.

Taking full advantage of equipment with software

All steps of the Planmeca FIT workflow are easily controlled and accessed through the Planmeca Romexis® software platform. The treatment data is immediately viewable on all workstations, and the software’s flexible licensing model allows scanning, designing and milling to take place simultaneously. This ensures ultimate efficiency in all treatment phases, according to the company.

As Planmeca products are compatible with other systems, images and data can also be sent from clinics to dental labs and other external partners in a swift and easy way. Clinics can either choose to perform the entire CAD/CAM workflow in-house with the Planmeca FIT system or flexibly outsource parts of it.

For dental work performed at a clinic, the Planmeca Romexis Clinic Management software module provides remote real-time usage information on the Planmeca PlanMill 40 milling unit, enabling clinics to locate resources and monitor ongoing milling processes.

Planmeca FIT helps clinics utilize their resources to the fullest and treat more patients in a shorter period of time, the company asserts. Instead of two appointments, patients can be treated in one visit without temporary crowns or physical dental models.