NuSmile welcomes three new products to the family

By NuSmile Staff

As a family-owned-and-run company, NuSmile is family-oriented in numerous ways. In that spirit, the company is expanding its family of products with the launch of NuSmile ZR Zirconia Narrow 2nd Primary Molars, NuSmile SSC Cuspids and a new medium shade of NuSmile BioCem® Cement.

**NuSmile ZR Narrow 2nd Primary Molars**

Caries primary teeth often create space loss due to mesial drift. This loss of space can make it necessary to use narrow zirconia crowns — especially when placing crowns back-to-back — since zirconia crowns can’t be crimped the way stainless-steel crowns can.

David Evans, DMD, PC, of Pediatric Dental OKC in Oklahoma City, says, “Like all NuSmile crowns, these new ZR Narrow 2nd Primary Molars do a wonderful job of maintaining the proper anatomy and mimicking the natural dentition.”

According to David Salar, DMD, of West Boca Dentistry for Children in Boca Raton, Fla., “Since NuSmile ZR crowns are designed based on digital and CBCT scans of actual primary teeth, they’re more anatomically accurate than other brands of pediatric zirconia crowns. I’ve used other brands in the past but find NuSmile ZR to be unsurpassed in esthetics, ease of fit and blending in with the surrounding natural teeth.”

He also likes the fact that they require much less tooth reduction for both the restored teeth and the adjacent teeth.

As he explains, “While ‘first generation’ zirconia crowns are milled and have margins of approximately 0.6 mm, NuSmile ZR’s injection molded zirconia crowns have 0.2 mm margins, which greatly reduce the need for tooth reduction.”

LaRee Johnson, DDS, of Carolina Pediatric Dentistry in Raleigh, N.C., points out that less tooth reduction means less chair time, which is a significant advantage with pediatric patients. She adds that NuSmile ZR Narrow 2nd Primary Molar crowns — like all NuSmile ZR crowns — save time in another way. “Once you identify the perfectly fitting NuSmile Try-In crown, you can immediately cement and place the matching NuSmile ZR crown.”

In contrast, because other brands of pediatric zirconia crowns don’t offer Try-In crowns, once the right size crown is identified, it has to be cleaned in a time-consuming attempt to remove any blood and saliva debris that may compromise cementation.

Dr. Johnson adds, “The thinner margins and lighter contacts of NuSmile ZR crowns also make it easier to floss and keep the teeth clean.”

**NuSmile SSC Cuspids**

According to Eric Ellis, DMD, of 7th and Bell Dental Group and Orthodontics in Phoenix, Ariz., “I prefer NuSmile SSC crowns for their superior fit and function. In particular, these new canine crowns are more constricted at the cervical margin, which facilitates adaptation with much less crimping. This is especially important with cuspids, as they tend to require more crimping and trimming than other crowns.”

Dr. Evans adds, “NuSmile’s canine SSCs are shorter insisso-gingivally, which generally eliminates the need for trimming.”

According to NuSmile, the reduced need for trimming and crimping can significantly reduce chair time, which is something every pediatric dentist appreciates. In addition, as with all NuSmile SSC crowns, the new cuspid SSCs will not wear through, and their laser-etched markings can go through heat sterilization more than 75 times without fading.

Dr. Ellis also appreciates the fact that NuSmile crown cases snap shut and won’t open if dropped. “All pediatric dentists and their staffs know the pain of dropping a tray of crowns, having them scatter all over the floor and then having to tediously replace each one in the right compartment. That isn’t a problem with any of NuSmile’s crown kits, which means they save ‘floor time’ as well as chair time!”

**NuSmile BioCem Universal BioActive Cement — medium shade**

NuSmile BioCem, the only radiopaque, dual-cure luting cement designed specifically for pediatric dentistry, is now available in a darker medium shade. BioCem’s combination of bond strength, ease of handling, value and resistance to shrinkage and washout is now enhanced with the ability to also provide color adjustments to any shade or brand of zirconia crowns, according to the company.

According to Dr. Salar, “With BioCem’s new medium shade and original extra light shade, I can match the natural dentition of almost all of my patients.” This color-shifting ability can be particularly helpful for single-tooth restorations.

NuSmile encourages you to add NuSmile ZR Narrow 2nd Primary Molars, SSC Cuspids and the medium shade of BioCem to your armamentarium.
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How to minimize dental anxiety by incentivizing your pediatric patients

By SmileMakers Staff

There’s been a massive amount of research into dental anxiety, with good reason: Dental anxiety keeps thousands of people from visiting the dentist every year. Children are especially susceptible to this anxiety, particularly if they have never been to a dentist before or they are unsure about what to expect.

Incentivizing visits will help them positively anticipate each trip, particularly if they are facing multiple visits for successive treatments. Here are a few ideas to help you create a program that fits your practice.

Help patients grade oral health
A daily oral health quiz helps keep young patients on track for oral care success. It can be as simple as a checklist with questions like: Have you brushed your teeth today? Did you brush twice today? Did you floss today? Have them bring their list in each visit for a special reward. A brushing chart works well for this and can be customized with your practice name and information so they’ll remember your positive reinforcement daily.

Challenge patients to succeed
There’s nothing a child will remember more than a challenge. The idea is to turn his or her oral health into a game. One tried-and-true method is the 2-2-2 challenge. At its essence, all you’re doing is asking children to see their dentist twice a year and brush twice a day for two minutes each time. Turn it into a challenge by giving them a practice-themed notepad and pencil to record their progress. That will entice them into forming good habits from an early age and keep you top of mind.

Offer tiers of prizes
For every cavity-free visit or step in the treatment plan, allow the patient to choose a higher tier of prizes. It gives kids something to look forward to and a reason to behave well and take care of their teeth. At their first visit, they might not have been able to get the plush animal, but you can explain they’ll be able to earn it with good behavior and habits over time. You don’t need to break the bank for this, and the reward tiers don’t have to grow excessively. The difference between a bracelet and a heart necklace might be all the incentive they need.

Add to their collection
Limited edition collectibles are an age-old trick used to help people see an increased value in certain items. It works really well with children because they usually want the exclusive toys or stickers. The value grows if you have the full set, too.

By using “exclusive” prizes like keychains that come in different designs or stickers that can only be collected at subsequent visits, it gives a positive incentive to children who may need a lot of dental work. Rather than seeing their dental visits as a chore, they have a chance to complete their collection.
Become part of a PARENT-TARGETED WEBSITE TO GENERATE NEW PATIENTS for practices offering NuSmile esthetic pediatric crowns.

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Anutra Medical introduces 1 percent lidocaine as a new product offering

By Anutra Medical Staff

Medical device company Anutra Medical is now adding 1 percent lidocaine with epinephrine 1:100,000 to its product offerings, making this particular concentration of lidocaine more accessible to the dental market than ever before.

A published study that appeared in the Journal of Oral and Maxillofacial Surgery in October 2017 showed that buffered 1 percent lidocaine with epinephrine can be equally as effective as 2 percent lidocaine with epinephrine for a maxillary field block. This independent study by the University of North Carolina, Chapel Hill, found that buffering 1 percent lidocaine with epinephrine 1:100,000 with the Anutra Local Anesthetic Delivery System® reduces the pain on injection with a maxillary field block and results in similar lengths of pulpal anesthesia tested with a cold stimulus as compared to the traditionally used 2 percent lidocaine with epinephrine 1:100,000.

As a result of the study showing the benefits of the lower concentration of lidocaine, Anutra Medical is now adding 1 percent lidocaine with epinephrine, 1:100,000 as one of its regular product offerings. In other studies conducted in April 2017, utilizing the Anutra Local Anesthetic Delivery System, the School of Dentistry at the University of North Carolina, Chapel Hill, found, “Mean blood level differences of lidocaine for each patient were significantly lower after nerve block with the buffered drug compared with the nonbuffered agent.”

Anutra Medical is excited to introduce 1 percent lidocaine 1:100,000 into the dental market in a more accessible format than it has been. The option of the new concentration of lidocaine to dental practitioners further shows Anutra’s dedication to increasing patient experiences while transforming practitioner’s efficiency, according to the company. Anutra is currently accepting orders for the new product offering.

Here in Honolulu

To learn more about the Anutra Local Anesthetic Delivery System or 1 percent lidocaine with epinephrine 1:100,000, stop by the Anutra Medical booth, No. 740.

The Anutra Local Anesthetic Delivery System. (Photo/Provided by Anutra Medical)