Performing esthetic restorations requires build-up techniques similar to those of layered indirect ceramic restorations, which involve emulating the proper form, shade and function of natural dentition. Mastering these techniques enables clinicians to create highly artistic restorations. With new composite modules that are superior to or better than many porcelain systems, natural esthetics can be achieved chairside, in a minimally invasive, financially feasible and more efficient manner, according to Shofu.

**Beautifil II Gingiva**

83 wt% filled, bioactive nanohybrid resin composite with enhanced handling and clinically proven Gionomer chemistry, Beautifil II Gingiva provides general practitioners with the know-how to optically improve gingival esthetics in the operatory, thus simplifying and reducing the time and cost of a treatment. The proprietary Gionomer chemistry incorporated into Beautifil II Gingiva system facilitates sustainable release/recharge of fluoride providing the ability to inhibit plaque formation and to establish stable pH in the oral environment, thus decreasing the risk for secondary caries. Gionomer materials have been clinically vetted in a series of long-term clinical trials.

Five shades of Beautifil II Gingiva, dark pink, light pink, orange, brown and violet, can be coalesced to custom shade-match any type of soft-tissue topography. Using appropriate instruments, a reliable adhesive technique, adequate moisture-control and a curing device, the material can be predictably bonded to dentin, enamel, ceramics and a variety of other substrates. Optimal viscosity of Beautifil II Gingiva facilitates simplified modeling with standard shaping tools or freehand modeling for a more creative approach.

Indications of this novel gingiva-colored composite are not limited to defects in the cervical area of a tooth. Beautifil II Gingiva can be utilized chairside, to camouflage the exposed implant abutments and crown and bridge margins, to repair and re-contour the gingival portion of indirect restorations, to modify the esthetics of provisional restorations and to improve soft-tissue appearance in denture patients by revitalizing worn or fractured dentures, Shofu asserts.

**Beautifil II Enamel**

For decades, direct resin composites have been advocated as a means to conservatively restore defects in teeth caused by decay or trauma. A novel direct resin composite with enhanced handling and clinically proven bioactive Gionomer chemistry, Beautifil II Enamel provides general practitioners with the means to create seamless transitions from the tooth to composite filling. The chameleon-like optical characteristics of Beautifil II Enamel allow for polychromatic restorations with hue, chroma and morphology that mimic natural dentition and provide clinicians with a highly esthetic and cost-effective alternative to crown, bridges and veneers with indirect techniques.

Restoring a defective environment inside the esthetic zone tends to pose clinical challenges. A new approach to treating these lesions involves the application of both gingiva- and enamel-colored direct composites with bioactive attributes and improved physical, mechanical and esthetic properties. These versatile materials allow general practitioners to offer chairside modalities that can increase patient satisfaction through the provision of highly esthetic, cost-effective and minimally invasive treatments.
Are you constantly running out of instruments or do your employees need to work overtime to finish sterilizing instruments for the day? Our GRAND PROMOTION is the perfect time to ensure this essential part of your infection prevention protocol is protecting your patients and staff.


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Midmark Corporation, Dayton, OH.
Roadblocks to successful practice transitions

By The Clemens Group Staff

Many people think the sale and transition of a dental practice is a small and simple process. After all, how difficult can it be for a Mom and Pop-sized business to transfer to new ownership? The fact is, there are many long and tedious steps involved in getting from a listing to a closing, and the process directly involves the lives of the sellers, buyers, office staff and often thousands of patients.

While most issues can be resolved by negotiation in good faith, there are a few things that can pop up that will have a direct effect on the value of the transaction and, often, the feasibility of a sale.

Let’s examine a few circumstances that have bubbled to the surface in the past and see how you can avoid these potential deal killers in your practice transition.

Proper planning

Certainly one of the first questions we ask potential clients is something along the lines of, “What are you going to do with the rest of your life after we sell your practice?”

We have found that if the owner does not have a good answer to this question, along with some assurance that they have a solid financial base and can afford a retirement lifestyle, they make poor clients who often prove to be uncooperative and unattractive to prospective buyers.

This is not intentional, of course, but rather an indication that they just don’t know what they are going to do with themselves. Vague exit plans are a real turn-off to prospective buyers as they become suspicious that the senior doctor may somehow try to worm his or her way back into the practice's market area.

Buyers borrowing hundreds of thousands of dollars in addition to having sizeable student loan debt do not want to risk competing with the former owner of the practice. Any talk of working after the sale will sometimes cause the buyer to walk away.

Another area of poor planning may involve current associates or staff people. In an effort to secure that “Associate to Owner” prospect, agreements made with associate doctors are often amateurish and incomplete. When a practice is subsequently placed on the market, only to find that the associate doctor does not have an enforceable covenant not to compete, the value and marketability of the practice can take a huge hit.

Buying their cooperation after the fact can be expensive and again may provide the buyer cause to call off the sale.

We occasionally find staff members who, for some reason, are paid way outside of the normal pay scale and the buyer is justifiably concerned about continuing that rate or (gulp) having to dismiss a key person. I have seen a deal killed when that staff member stated intentions to essentially extort the current salary from the new doctor.

Another important thing I’ll mention in this area is the lack of adequate curb appeal and equipment/technology upgrades. You can take for granted that all buyers expect digital radiography and a pathway to paperless charting.

While some sellers may have no interest in a digital conversion, we have found that the “I’ll just discount the price and let them get what they want” is a poor strategy.

We have found marketing techniques around this, but given a choice between a digital and non-digital practice, most buyers will take the path of least resistance.

We often say it is amazing what $10,000 can do to the appearance of a dental office, but buyers show little interest in having to remodel the office before they can get to work.

Maybe it’s time to give up the walnut paneling and shag carpet.

The wrong accountant

There seems to be no shortage of “experts” on the subject of practice valuation, and we often find owners’ opinions of their practice value to be way off base. Their logic seems to be based on some magic formula that failed to take into account, among other things, cash flow and market data.

I can assure you there is very little “Stupid Money” in the marketplace that will come to closing without some justification of value. We find buyers and their bankers to generally be more knowledgeable than sellers about practice valuation, and overpricing an office gives the impression that the sellers are greedy, don’t know what they are doing or both.

You are cruising for a crash if you do not have a thorough, current, accurate and justifiable valuation of your practice.

Most accountants are terrific people and do tremendous work for their clients, but there are some who are sloppy. Since dentists are the trusting souls that they are, they abdicate this part of their practice’s management, and the recordkeeping proves to be difficult to understand.

Ultimately this interferes with the buyer’s ability to convince a lender to fund.

Proper planning continues

1. They are not clinically capable of treating the volume of patients at the target practice.
2. They do not have adequate credit ability or financial resources to close the deal.
3. There may be spousal objection to the practice location.
4. The buyer may have personal problems, such as addiction issues, dental board scrutiny or a pending divorce that will ultimately get in the way of closing a deal.

Watching doctors cruise dental schools looking for a buyer reflects some lack of knowledge about who the potential buyer for a practice might be because, unlike in the era of Baby Boomer graduation days, less than 5 percent of the current graduating classes go directly into practice ownership.

Grandma would say you are barking up the wrong tree, or as one of colorful southern friends might say, “This dog ain’t never gonna hunt.”

The wrong attorney

Who can forget our attorney friends? Like accountants, most are terrific folks, working in the best interest of their clients. We refuse to come to closing without all parties being appropriately represented by counsel.

That being said, some have no idea what they are doing and may be responsible for a good deal of crash and burn. Just because a son, daughter, brother, wife, nephew, uncle or aunt is an attorney does not make them qualified to represent a dental practice buyer or seller any more than we would place multiple implants on a patient just because we’re dentists.

Dental practice transitions are high-trust transactions that involve a considerable amount of intangible value and cooperation. An attorney bent on “winning all the wins” and making sure the other party “loses all the losses” is a recipe for failure.

Find an attorney with experience in dental practice sales and a reputation for getting deals done. The few dollars you save by having a friend or relative represent you could prove to be very painful.
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Making restorative dentistry as easy as 1, 2, 3

By ContacEZ Staff

The ContacEZ Restorative Strip System is an innovative, precision dental strip system designed to achieve ideal proximal contact adjustment and complete marginal seating of crowns, veneers, inlays/onlays and proximal contouring of composite fillings accurately with minimal time and effort, according to ContacEZ, the company behind the product.

The simple adjust-clean-polish system makes performing some of the trickiest tasks in restorative dentistry as easy as 1, 2, 3, the company asserts.

• Adjust: Use the Black Diamond Strip to adjust proximal contacts of crowns in-mouth, eliminating excess pressure between the restoration and the adjacent teeth without opening the contact. When contacts are exceptionally tight, move the crown to the working stone model and adjust the proximal contact. Try the Orange Serrated Diamond Strip to adjust proximal contacts of onlays and composites.

• Clean: Use the White Serrated Strip and Blue Serrated Strip to cut and clean out trapped cement debris in the interproximal space after crown cementation.

• Polish: Use the Gray Final Polishing Strip to polish proximal contact surfaces of restorations, removing surface roughness and diamond marks to restore a natural finish in one easy step.

According to the company, the ContacEZ advantage includes:

• Single-handed, ergonomic design, which offers optimal tactile control and reduces hand fatigue.

• Elimination of the need to hold small restorations and use rotary instruments or articulating films.

• Central opening for enhanced visual perception and access for tools.

• Patient-friendly design to prevent gagging and soft-tissue irritation.

• Flexible strips to conform to the natural contours of the teeth to avoid creating sharp corners.

• Autoclavable and reusable.

According to the company, the Restorative Strip System has become a mainstay in the offices of doctors, educators and influencers all over the world.

“ContacEZ is an excellent system to handle interproximal refinement for many dental restorative procedures.”

— Dr. Robert Lowe

“I wouldn’t consider bonding a veneer case without a set or two of these strips.”

— Dr. Michael DiTolla

“ContacEZ is so important for modern dentistry, especially in composite fillings, such as black triangles. Every dentist should use ContacEZ nearly every day for nearly every patient.”

— Dr. David Clark

Join ContacEZ at booth No. 3424 to experience how the Restorative Strip System can benefit your practice and patients.
Every Practice
Every Patient
Every Day

Dentsply Sirona recognizes every practice is unique, which is why we offer a complete imaging solution that can be customized to the needs of you, your patients and your practice. Our industry-leading Schick 33 sensors offer stunning images in three sizes to fit the size and anatomy of each of your patients, while Sidexis 4 imaging software provides you with a complete diagnosis and patient communication hub for 2D and 3D imaging. And backed by our unique replaceable cable technology, and comprehensive support program, we offer a solution for every practice, every patient, every day.
HyFlex EDM one file NiTi system offers flexibility and fracture resistance

By COLTENE Staff

COLTENE’s HyFlex EDM files are the newest innovation in rotary endodontics, featuring unmatched strength, flexibility and cutting efficiency for the preparation of even the most complex canals, according to the company.

With HyFlex EDM, even newcomers to endodontics can achieve reliable results quickly and easily, the company asserts.

HyFlex EDM files are produced using an innovative manufacturing process called Electrical Discharge Machining (EDM). This breakthrough manufacturing process uses spark erosion to harden the surface of the NiTi file. This results in a file that is extremely flexible and fracture resistant that improves cutting efficiency, according to the company.

Numerous studies of the effectiveness of HyFlex EDM have been published, including a study that provided the clinician up to 700 percent greater fracture resistance compared to traditional NiTi files (Int Endod J. 2015 May 22. doi: 10.1111/iej.12470).

Thanks to controlled memory properties, HyFlex EDM files follow the anatomy of the canal, which can significantly reduce the risk of ledging, transportation and perforation during the root canal procedure. The built-in shape memory of the HyFlex EDM files prevents stress during canal preparation by changing the file’s spiral shape.

A normal autoclaving process is enough to return the files to their original shape and fatigue resistance, often allowing the clinician to use the files for more than one procedure.

HyFlex EDM files are provided as a modular system of sterile endodontic instruments.

The HyFlex EDM system includes shaping and finishing files. Depending on the clinical situation, use of HyFlex EDM reduces the number of files required to two or three instruments, particularly in straight and larger canals.

For more information about HyFlex EDM files, go to coltene.com. Visit COLTENE at booth No. 4016 and ask to try out the HyFlex EDM files.
This year, Orascptic became the first company ever to receive three Cellerant “Best of Class” Technology awards. Stop by Booth 4618 to check out the award-winning products for yourself!

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The Spark is Orascptic’s cordless headlight that integrates with virtually any eyewear frame model. Spark dispenses weight evenly across the bridge of the frame, minimizing concentrated facial pressure. The headlight emits a precisely focused beam of light that uniformly illuminates the entire field of view.

888.355.7117 | Orascptic.com
Protecting your practice from infection with steam sterilization

By Midmark Corp. Staff

There are two things that can really put a damper on a dentist’s day: a patient who just ate a garlic lovers’ pizza and instruments that are not properly sterilized.

While there’s not much that can be done about the pizza — we probably won’t see a ban on garlic anytime soon — there is technology available to help dentists properly sterilize instruments and prevent the spread of infections.

The need for infection control has never been greater. As the threat of antibiotic-resistant infections continues to rise, dentists, staff and patients are more concerned about the transmission of infection than ever before. Controlling bacterial contamination through sterilization is considered the most essential component in the infection control process.

Proper instrument sterilization is a must for protecting patients, physicians and staff against various infectious diseases.

The Centers for Disease Control and Prevention (CDC), in its 2003 Guidelines for Disinfection and Sterilization in Healthcare Facilities, recognized and recommended steam sterilizers (also known as autoclaves) as an economical and dependable sterilization method for use in dental settings. As a result, the majority of the tabletop sterilizers used today’s practices utilize some form of steam sterilization.

Tabletop steam sterilizers come in a variety of types and sizes and provide multiple sterilization cycles for processing various load types. The primary difference is in how they remove trapped air inside the chamber and load once the sterilizer door is closed.

Following are the three main types of tabletop steam sterilizers.

Gravity displacement sterilizers
Gravity displacement sterilizers use a passive air removal system to remove trapped air from the chamber. While the water is heated and converted to steam, the heavier air moves to the lower portion of the chamber as the water is heated and converted to steam, the heavier air moves to the lower portion of the chamber.

Once the air or vapor flowing through the valve reaches the set-point (usually around water’s boiling point of 212 degrees Fahrenheit), the valve closes for the remainder of the cycle.

With this type of air removal, there is the potential for small amounts of air to remain trapped in the chamber or load after the valve closes. For this reason, cycle times are typically longer and terminal sterilization of some complex devices may not be possible.

This type can sterilize liquids, provided that a slow vent feature is incorporated in the design.

Prevacuum sterilizers
Prevacuum sterilizers use a dynamic air removal system of vacuum pulses to eliminate trapped air. In this system, a vacuum pump actively draws air from the sterilizer chamber prior to and during the heating phase.

Some models use multiple vacuum pulses (fractionated vacuum) for some or all cycle types to maximize air removal, and some models include a vacuum pulse at the end (post-vacuum) of the cycle to speed up the drying phase.

While this method may provide a shorter cycle time as a result of its more complete air removal, it cannot be used to sterilize liquids.

Also, since these models rely on a vacuum to draw the air out of the chamber, routine Bowie-Dick testing is required to assure there are no air leaks in the sterilizer.

Steam flush pressure pulse (SFPP) sterilizers
SFPP sterilizers employ a dynamic air removal system of steam flushes and pressure pulses to remove trapped air. In this system, an electronic valve is cycled open and close as the chamber pressurizes during the heating phase to expel air or steam from the chamber and load.

As with prevacuum sterilizers, air removal is more complete than gravity displacement cycles and permits shorter cycle times. Air removal also occurs through atmospheric pressure pulses rather than vacuum pulses, eliminating the need for daily leak testing.

Liquids can be sterilized in SFPP sterilizers, provided a specialized cycle with a slow vent and special pressure-pulsing routine is in the design.

Midmark sterilizers
While all three steam sterilizer types are recognized and recommended by the CDC and ANSI/AAMI, Midmark utilizes the SFPP methodology in its line of industry-leading tabletop sterilizers.

The reason is quite simple: It’s the best choice for dental practices that are looking for effective, reliable sterilizers that are easy to use. Also, since SFPP technology does not require a vacuum, air filter or daily Bowie-Dick testing, they have a lower cost of ownership.

As the market leader in steam sterilization — with more than 63 percent market share of dental tabletop sterilizers, according to the company — Midmark understands the needs of dental practices when it comes to patients and staff.
Rely on Us for Practice Care, so you can focus on Patient Care

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“We are committed to helping our customers operate more efficient practices, so that they can focus on delivering quality patient care.”

- Tim Sullivan
President, North American Dental Group

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NEW! IN-BOOTH THEATER PRESENTATIONS

11:00AM 3SHAPE TRIOS WIRELESS DEMO – LIVE!
1:00PM SCHEIN DIGITALK PANEL DISCUSSION – FEATURING PLANMECA!
3:00PM STREAMLINING THE IMPLANT AND ORTHO WORKFLOW – 2 CE CREDIT TAKE-HOME!

GLASS CLASSROOM #5800

9:45AM-12:45PM DOUBLE YOUR PRODUCTION TOMORROW
By: Wendy Briggs

2:00PM-5:00PM DENTAL OFFICE DESIGN – TRANSFORM YOUR PRACTICE & ENHANCE YOUR HEALTH
By: Jacqueline Russo, RN, DDS

ASK ABOUT OUR CYBER MONDAY DEALS

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Supplies | Equipment | Practice Management Systems | Digital Technology | Technical Service | Business Solutions
Introducing the Planmeca Emerald: The next-generation intraoral scanner

By Planmeca Staff

The Planmeca Emerald is a lightweight, ergonomically designed scanner that quickly captures intraoral color images in real-time, according to E4D Technologies, the company behind the product.

Its compact, slim design provides a comfortable feel, the company asserts. Dual-function controls allow the clinician single-handed operation of the software. “Smart” heated scanner tips are autoclavable and eliminate fogging, enabling continuous scanning and use tracking.

One of the most impressive aspects of the Planmeca Emerald, according to the company, is its speed and ease of use. Every dental professional has the ability to capture accurate digital impressions ranging from single-tooth to full arch within minutes, capturing individual images for patient or laboratory communication. The scanner uses a multi-color laser-based system for color reproduction.

The Planmeca Emerald is built on an open system platform, creating smooth integration with other equipment within the office. The “Plug N’ Play” capability with USB-3 connection allows clinicians within the office to use the Planmeca Emerald without concerns over Wi-Fi connections. The portability enables sharing between operators and multiple PCs, and because it includes Planmeca Romexis, a server-based solution is available. A replaceable cord reduces the need to replace the Emerald scanner because of wear and tear of the electrical cord, thereby extending the life of the scanner.

As always, customers can take advantage of the only equipment manufacturer that provides education, training and support, according to the company. Planmeca Emerald is manufactured in the United States by E4D Technologies, a leader in 3-D CAD/CAM hardware and software solutions for the dental market.

The launch of the newest technology also brings a new Planmeca Loyalty program. Through this program, current customers have access to special pricing, updates and more. Customers can get a quote at planmecacadcamloyalty.com.

Planmeca Emerald simplifies data exchange and connectivity within the clinician office or with the lab, according to the company. Collaboration with labs becomes worry-free with the use of Planmeca Romexis software and open STL files.

The Planmeca Emerald gives clinicians the freedom of practicing dentistry the way that best suits their practice, the company asserts. Clinicians that prefer to only scan can send files to third parties without additional click or subscription fees. If they choose to offer same-day dentistry to patients, they can add a mill.
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Coming Soon
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Choose the ‘WireLess’ light that’s best for you

By Designs for Vision Staff

Designs for Vision’s new LED DayLite® WireLess™ Mini and LED DayLite WireLess headlights free you from being tethered to a battery pack. The simple modular designs uncouple the headlights from a specific frame or single pair of loupes. Prior technology married a cordless light to one pair of loupes via a cumbersome integration of the batteries and electronics into the frame. The compact design of the LED DayLite WireLess headlights are independent of any frame/loupes.

The patent-pending design of the LED DayLite WireLess headlights is a new concept: a self-contained headlight that can integrate with various platforms, including your existing loupes, safety eyewear, lightweight headbands and future loupes or eyewear purchases.

Best of all, the LED DayLite WireLess headlights can be easily transferred from one platform to another, expanding your WireLess illumination possibilities across your eyewear options.

The LED DayLite WireLess Mini weighs less than 1 ounce and, when attached to a pair of loupes, the combined weight is half as much of integrated cordless lights/loupes.

The LED DayLite WireLess produces more than 40,000 lux at high intensity and 27,000 lux at medium intensity, while the intensity of the LED DayLite WireLess Mini is 27,000 lux.

The spot size of each of the LED DayLite WireLess headlights will illuminate the entire oral cavity.

The LED DayLite WireLess is powered by a compact, rechargeable lithium-ion power pod. The WireLess Mini is powered by specialty rechargeable lithium-ion cylindrical cells. Both LED DayLite WireLess headlights come complete with three batteries/battery pods. The charging cradle allows you to independently recharge two batteries/battery pods at the same time and shows the progress of each charge cycle.

Here at the GNYDM, Designs for Vision is also featuring the REALITY 5-star rated The Micro 3.5EF Scopes, which utilize an optical design that reduces the size of the prismatic telescope by 50 percent and reduces the weight by 40 percent while providing an expanded field full oral cavity view at 3.5 times magnification.

The Micro Series from Designs for Vision is fully customized and utilizes the proprietary lens coatings for the greatest light transmission.

To see the LED DayLite WireLess Mini and LED DayLite WireLess headlights or the Micro Series, stop by the Designs for Vision booths, Nos. 1813, 2012 and 4026, or contact the company to arrange a visit in your office at (800) 345-4009 or info@dvimail.com.
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Visit us at Booth #4639 or at PioneerLasers.com
Kulzer acquires exclusive rights to market ReLeaf and LinguaGuard products

By Kulzer Staff

Kulzer recently announced it has acquired the rights to become the exclusive marketer of Innovative Dental Technologies’ ReLeaf and LinguaGuard product lines. The products are being sold through Kulzer’s current network of dental distributors.

ReLeaf is an innovative HVE System that connects easily to existing dental vacuum systems and provides easy, efficient and comfortable hands-free dental suction during dental procedures, Kulzer asserts.

Invented by a former U.S. Army Dental Corps dentist based in Germany, LinguaGuard is an innovative disposable add-on that allows clinicians to retract and protect the tongue during suction by attaching it to the vented end of the HVE straw. As a result, instead of having to use one hand to hold the tongue with a mirror and the other hand to hold the HVE straw, LinguaGuard delivers the same levels of protection, stability and suction in a single apparatus held by one hand.

This allows a free hand to reduce chair-side working time and improve the overall quality of care.

“The ReLeaf and LinguaGuard product lines are perfect complements to our portfolio of innovative technologies that enhance practice productivity and patient comfort,” said Jeremy Thomas, Kulzer’s president, USA and Canada and head of the America’s region. “We look forward to significantly increasing awareness and use of these outstanding products through the exceptional support of both our marketing team and our distributor network.”

About Kulzer, LLC

As one of the world’s leading dental companies, Kulzer has been a reliable partner for all dental professionals for more than 80 years. Whether esthetic or digital dentistry, tooth preservation, prosthetics or periodontology — Kulzer stands for trusted and innovative dental products.

With optimal solutions and services, Kulzer aims to support its customers in restoring their patients’ oral health in a safe, simple and efficient way.

For this purpose, 1,500 employees work in 26 locations in the field of research, manufacture and marketing.

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Here in New York

Visit Kulzer at booth No. 1408, and you can also learn more about ReLeaf and LinguaGuard products at www.releaf dental.com. More information about Kulzer can be found at www.kulzerUS.com.

ReLeaf is an HVE System that connects to existing dental vacuum systems and provides easy, efficient and comfortable hands-free dental suction during dental procedures, according to the company.

It allows patients to move their head and even communicate without affecting suction. Additionally, ReLeaf caters to a wide range of patients by fitting in an array of dental anatomies. Rather than relying on the shape of the arch or the orientation of the teeth, ReLeaf uses the cheek and vestibule area for support.

In About Kulzer, LLC, Kulzer has been a reliable partner for all dental professionals for more than 80 years. Whether esthetic or digital dentistry, tooth preservation, prosthetics or periodontology — Kulzer stands for trusted and innovative dental products. With optimal solutions and services, Kulzer aims to support its customers in restoring their patients' oral health in a safe, simple and efficient way. For this purpose, 1,500 employees work in 26 locations in the field of research, manufacture and marketing.
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Visit COLTENE's YouTube channel for more information about the HyFlex EDM and EDM technology.

[Visit COLTENE at NY Dental Meeting 2017 | Booth #4016]

hyflexedm.coltene.com

800.221.3046 | coltene.com
TheraCem: ‘Next generation cement’

By BISCO Staff

Clinicians are always looking for ways to be more efficient without sacrificing the clinical quality of the products they use on patients. One material that has allowed practitioners to do this is BISCO’s TheraCem. TheraCem’s strength has been proven with a range of materials: everything from PFM’s to zirconia and lithium disilicate.

Having one cement that can be used in a variety of situations and with different materials cuts down on cost and can make procedures easier on the dentist and staff, according to BISCO. The handling and dual-cure feature of the cement also makes clean-up simple and offers ease of use in situations where light curing is difficult, according to the company. Stop by booth No. 1200 to learn more.

Fig. 1: TheraCem dual-cure resin cement with zirconia crown on tooth No. 19. (Photos/Provided by Alan J. Acierro, DDS)

Here in New York
To learn more about TheraCem, visit BISCO, booth No. 1200, call (800) 247-3368 or visit www.bisco.com.

Fig. 2: Application of TheraCem to the internal surface of the crown.

Fig. 3: Crown ready for cementation.

Fig. 4: Seated crown with extruded cement.

Fig. 5: Cement after tack cure for two seconds (note ease of clean up).

Fig. 6a

Fig. 6b

Figs. 6a, 6b: Final restoration.
STOP BY THE i-CAT BOOTH 4618
FOR FRESH BREWED COFFEE & COOKIES
AND TALK CONE BEAM
Orascoptic makes history with three Cellerant awards

By Orascoptic Staff

This year, Orascoptic made history by becoming the first company ever to win three Cellerant “Best of Class” Technology awards. The Spark™ cordless headlight, Ease-In Shields™ and the new OmniOptic™ interchangeable loupe system all stood out in ways that set the products apart from others in the industry, according to the company.

With a legacy of setting the standard for quality craftsmanship and introducing transformative products to the medical vision industry, Orascoptic is proud to be recognized for its advanced product performance and clinician-first features. According to the Orascoptic, it is hoped that these three products will help bring the world closer to the day when every health-care procedure will be performed with superior visualization and under ideal ergonomic conditions, in order to drive the best patient outcomes.

Orascoptic believes fully in this vision, and there is no better place to drive this vision forward than here at the Greater New York Dental Meeting, one of the largest dental congresses with tens of thousands of professionals from all over the world.

Orascoptic is excited to have the three award-winning products, as well as the rest of its extensive line of loupes and headlights, at its booth for all attendees to see and test out for themselves. Orascoptic is located at booth No. 4618 – make sure you stop by. You can also visit orascoptic.com to learn more about products that focus on magnification, illumination and ergonomics.

Strengthening its position as a technology leader

An interview with Daniel Ferrari, senior head business segment dental of Sulzer Mixpac

By today Staff

The German company Transcodent has been part of the corporate family since September 2017. What synergies does that bring for Sulzer and how does it benefit your clients? Transcodent is the leading supplier of dental one-component (1C) application systems, unit-dose technology for dental products with highest barrier properties and premium-quality dental needles. The acquisition of Transcodent makes Sulzer Mixpac™ a full-service provider with a complete portfolio of application systems (1C and 2C) for the dental industry.

For our dental clients, this acquisition means the extended portfolio will include additional products and smart innovation concepts, which

The three Cellerant awards for The Spark cordless headlight, Ease-In Shields and the new OmniOptic interchangeable loupe system. (Photo/Provided by Orascoptic)

Here in New York
Stop by the Orascoptic booth, No. 4618, to test out and learn more about all the products the company offers.

Allison Roca, left and Brooke Ihlefeld of Orascoptic (booth No. 4618). (Photo/Fred Michmershuizen, today Staff)

Here in New York
To learn more about Sulzer and its products, stop by the booth, No. 4421.

Daniel Ferrari of Sulzer Mixpac AG (booth No. 4421). (Photo/Fred Michmershuizen, today Staff)

It perfectly with the new core competence at Sulzer Mixpac, namely the controlled application of fluids on small surfaces. This will also

The result is a consistent and smooth material flow — even when bent — thanks to the stainless-steel medical cannula’s uniform internal diameter.

Sulzer has been combating copies of protected mixing tips for a long time — for the benefit of patients and dentists. How can the user be sure he has the original Sulzer product in his hands? Sulzer is committed to protecting its products. Genuine MIXPAC™ tips can be identified by the MIXPAC name stamped on the retaining ring and the CANDY COLOR Quality Seal. We recommend that you continue to take great care to ensure that you actually do receive the original mixing tips from Sulzer Mixpac.

We can only guarantee the proven high MIXPAC quality for original MIXPAC dental products made exclusively by Sulzer at its automated clean-room factory in Switzerland, where strict quality control, close tolerances and rigid cleanliness standards produce mixing tips of the highest quality, safety and reliability.
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- Connect or fix single implants parts for soldering and welding.
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IMPLANT DENTISTRY
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- Biomimetics - seal out unwanted materials.
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ZERO-G™ Case Presentation
Dentistry and Photography by: Ross Nath, DDS

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‘RFA technique must be accurate and reliable’

By today Staff

Resonance Frequency Analysis (RFA) today is a standard method to measure implant stability, but the measurement unit ISQ itself needs to be explained. Prof. Lars Sennerby is one of the developers and researchers behind the RFA technique and will help explain the procedure.

Prof. Sennerby, what is your experience of the RFA technique?

Prof. Neil Meredith showed me a prototype of his invention already in 1992, and we have since then used RFA for implant stability measurements in numerous experimental and clinical studies: first as part of the early development work and Dr. Meredith’s Swedish PhD thesis (1997), which I supervised, and then as a clinical routine diagnostic instrument. I find it to give valuable and relevant information about implant stability at any time point during implant treatment and follow up.

What is the background to the ISQ unit?

The whole purpose of introducing the ISQ (Implant Stability Quotient) was to give clinicians a unique and easy to give valuable and relevant information about implant stability at any time point during implant treatment and follow up. Because there is no such unit available. Instead, empirical data from more than 800 scientific publications has guided clinicians how to use the ISQ scale clinically.

How do we then know that implants with the same stability have the same ISQ?

It is, of course, desirable that different pegs for different implant designs give the same ISQ value if they have the same implant stability. This is a known problem when calibrating transducer pegs for different implant designs. It has not been so easy to solve because implant stability per se has not been defined using any other quantity, and a reference had to be created. The reference can then be used when transducers are designed and developed. To explain the problem, think of two different implant designs that are placed in identical material and two different ISQ values are obtained. It is impossible to know if the difference depends on the fact that the two pegs are different or if it is because the stability is actually different, or a combination of the two. So a reference is indeed necessary.

So how did you solve this problem?

Studies have shown that bone density at the implant site determines the ISQ value and that it correlates with the implant’s micro-mobility. This reflects the clamping ability of the bone, which in turn defines the micro-mobility. The problem is that different implant designs behave differently also in the same bone density, depending on surgical technique, design and self-tapping properties. So when calibrating pegs for different implant types, we embedded the different implant types in a dense material in an identical way. In addition, we gave all implants an identical outer geometry by molding each implant type into identical cylinders. The stability of each implant/cylinder can then be varied with a clamping device in a standardized manner. This also gave us the possibility to calibrate the pegs over the full ISQ scale and not only for a single value.

How do you use this calibration method?

With the method described above, a reference ISQ/stability relationship has been established, which is used when manufacturing MulTipeg for different implant designs. Each type of MulTipeg is designed to follow the standard ISQ/stability curve to assure that different types of implants show the same ISQ value or the same stability. It is also an excellent method to assure that the peg has an optimal fit to the implant.

Why is the above important?

RFA is a great clinical tool, however, it is absolutely necessary that the technique is accurate, reliable and is based on a standard reference so that the stability of different implant types can be compared. This is particularly important if the academic and scientific community is going to agree on different clinical protocols based on ISQ values, for instance, when it is safe to apply immediate/early loading protocols.

The Dentatus Profin system simplifies shaping

Offering safe and precise contouring, finishing and polishing of hard-to-access surfaces

By Dentatus Staff

The Profin Reciprocating System is the instrument of choice for shaping and finishing hard-to-access surfaces. Modern dentistry emphasizes esthetics and shaping restorations to consistent clinical standards of form and function.

With Profin, a variety of safe-sided diamond-coated Laminar® Tips, used in a 1.2 mm linear reciprocating motion, can fit into areas without ditching or damaging adjacent surfaces, according to Dentatus.

Depending upon the color-coded grit chosen, the tips are designed to facilitate gross reduction, shaping, finishing or polishing in hard-to-access areas. Tips can either rotate freely to follow natural contours or be fixed for controlled detailing and shaping of all restorative materials: enamel, dentin, cementum, composite, porcelain, ceramics, amalgam and metals.

When used in place of finishing strips, in the free-floating mode, the tips provide delicate control to shape and polish both the curved and flat surfaces to optimize esthetic form in the gingival, interproximal, facial and incisal areas.

The many benefits and features include:

• Anatomical shaping for esthetics and function — interproximals, contacts, overhangs, embrasures and occlusal adjustment.
• Tooth preparation for inlays, onlays and crowns — crisper and sharper shoulders, chamfers, inlays and margins.
• CAD/CAM — prepare and refine vertical walls, boxes, margins.
• Interproximal reduction for orthodontic treatment and safe removal of residual ortho and luting cements.
• Periodontics — root planning, debridement, scaling.
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To learn more about the conference visit: www.mis-implants.com/bahamas
TAUB Products: Esthetic products developed for KOLs, clinicians, dental educators and your practice

By TAUB Products Staff

As industry products and technology advance at a continually fast pace, new procedures and methods are implemented. The focus at TAUB Products is to keep pace with these advances by offering products that deliver the best results possible, through simple and easy integration, no matter how doctors and labs practice dentistry.

TAUB is proud to introduce a revolutionary dual cure acrylic resin—STELLAR DC Acrylic. STELLAR DC Acrylic pattern resin is great for creating verification indexes, transfer and insertion guides for implants; positioning misaligned implant components during seating; connecting or fixing single implants parts for soldering; and creating structure models of implant components, crown and bridge, zirconia and inlay and onlay restorations.

STELLAR DC Acrylic can be light cured in 20 seconds or will cure on its own in 60 seconds. It provides the fastest production time of any pattern resin and acrylic, burns out completely and leaves no residue, according to the company. The material can be layered, reproduces detail accurately and grinds easily, identifying “STELLAR DC Acrylic is a great addition to our product line” said Jordan Taub, executive vice president at TAUB Products. “Using our chemistry and technology, we can now offer the CDT and prosthodontist an acrylic that increases production by dramatically reducing production times, which helps the bottom line. STELLAR’s on-demand continuous flow of material allows quick and easy fabrication,” he added.

TAUB is known for three products that solve many issues when placing cement-retained implant restorations: GoCHx Gel Syringeable Chlorhexidine, Liquid Magic Resin Barrier abutment access plug and ZERO-G Bio-Implant Cement.

According to Jordan Taub: “Zero-G provides permanent cementation of implant restorations and, at the same time, retrievability of those restorations. This is the best of both worlds for the doctors who want access to the abutment and also for the doctors who never want the restoration to come off.

“When we designed this cement, we understood incomplete cleanup of other cements, and peri-implantitis was a cause of concern. Giving Zero-G the highest radiopacity over any other implant cement makes any excess cement extremely visible. The cleanup is unlike anything else on the market; any excess can be completely removed”.

Liquid Magic Resin Barrier Material is used for implant and cosmetic dentistry. It can be used to fill abutment access holes, replacing Teflon tape and other products typically used. Liquid Magic is placed into the access hole, light cured and can be easily removed. Liquid Magic can be used for cement or screw-retained restorations. As a barrier product, it can be used when isolation is desired.

GoCHx Gel Syringeable Chlorhexidine is a thin, non-alcohol based gel containing 0.8 percent chlorhexidine in a water-soluble formula. As a gel, GoCHx can be applied precisely, staying where it is placed, and rinses completely. Use GoCHx Gel for everyday use.

From no-prep restorations to full mouth reconstruction, using emax®, CEREC®, zirconia, lithium disilicate, feldspathic porcelain and PFMs, FUSION-Zr® Esthetic Resin Cements provide the best results, according to the company. These esthetic cements allow dentists to present their best work by offering ease of use, fast cleanup, high bond strength and correct color representation.

“My patients expect my restorations to pop,” said Ross Nash, DDS, of the Nash Institute in Charlotte, N.C. “They can’t just be good; they need to be the best. I get best results when using Fusion-Zr Resin Cements.”

Launched in 2016, Ca-Lok Flowable Adhesive Calcium Base/Liner is a light-cured, calcium-filled resin. Unlike any other resin or MTA bases and liners, Ca-Lok offers adhesion to tooth structure, preventing movement and sensitivity, and has seamless compatibility to other restorative materials, according to the company. Ca-Lok is radiopaque and radiolucent, and fluoride. Use Ca-Lok when practicing conservative dentistry.

TAUB Products is located at booth No. 2708. Please stop by for a demonstration, grab literature, have a famous Larry Cookie, have one more special and cookies.

To learn more about TAUB Products, stop by the booth, No. 2708, for product demonstrations, literature, show specials and cookies.

Clemens Group hires new marketing partner

By The Clemens Group Staff

The Clemens Group has announced the hiring of Sure Business Logic as its new sales and marketing partner to help develop sales programs, identify strategic sales tactics and create innovative marketing techniques to establish company and product branding and build long-term sales growth.

Sure Business Logic was founded in 2010 by Ed Matthews, a seasoned dental industry marketing executive. The company works exclusively in the dental industry and specializes in creating strategic sales plans and helping dental manufacturers with their branding and rebranding efforts. This includes identifying advanced sales tactics, developing marketing concepts and producing sales and marketing materials, including graphics, video and digital signage to highlight the unique features of clients’ products.

The company’s capabilities, combined with industry knowledge, are two of the main reasons that Clemens chose Sure Business Logic. Alan Clemens, The Clemens Group founder and president, said, “Sure Business Logic can help us to implement fresh concept marketing campaigns as we expand the dental segment of our business.”

The Clemens Group, founded in 1969, is a leading provider of services for the planning and execution of full-value dental practice evaluations, sales, partnerships, and mergers. To learn more about The Clemens Group, stop by the booth, No. 2813.

Sure Business Logic is hosting a full-day esthetic program from 9 a.m. to 4 p.m. Wednesday. Called ‘An Aesthetic Dentistry Retrospective: The Wow Factor,’ it will be conducted by Dr. Larry Rosenthal and Dr. Ross Nash. Those interested in attending can register at www.gnydm.com/education-courses/Cedere2016/10/01. The Clemens Group is hosting a full-value dental practice evaluations, sales, partnerships, and mergers.
The A.R.T. is in the templates.

Become a smile design expert with DenMat’s new Additive Reductive Template — the blueprint for predictable, beautiful esthetic cases. Facial, interproximal and incisal templates ensure conservative tooth reduction, allowing for a beautifully natural result with ultra-thin Lumineers. It makes even complex cases simple.

See a presentation on A.R.T. and get a FREE impression kit. Visit Booth #4127!

Template windows guide minimal tooth reduction, providing exact contouring required for Lumineers placement.

Lumineers are placed, achieving the desired result.

Your expertise. Our experience.
By Steven Barrett, DDS

As a partner and clinical director of a large private group practice, I often speak of modern dentistry’s esthetic possibilities. Our practice highly prioritizes working with committed laboratories, using quality materials and focusing on predictable processes. BioTemps® Provisionals consistently help our doctors materialize the esthetic vision we create for our patients.

Rethinking provisionals

When working with new dentists, I emphasize that temporaries are as critical to the success of their case as their crown preparations and impression quality. To be successful, cosmetically minded dentists need to visualize esthetic possibilities for patients. If that vision firmly incorporates smile-design fundamentals and highly detailed products and processes, they are setting themselves up for predictable final outcomes.

More than a temporary

After I started using BioTemps Provisionals about 18 years ago, I instantly noticed several things. These custom-made temporaries were far better than any I could make from any acrylic or bis-acryl material. With custom-made BioTemps, I can include esthetic changes, choose custom shades, deliver a much stronger temporary (using fiber or wire reinforcement), reduce chair time and, if refined and trimmed properly, ensure the patient’s soft tissue will be in great shape at the seating appointment. I can also make the arch form more ideal, precisely add or reduce tooth length, create ovate pontics, and even add pink acrylic if needed.

I often do a composite mock-up chairside to help the patient and me visualize the changes that I would like to make. Photographs and/or the mock-up study model are then sent to the lab to aid in BioTemps fabrication. And I can even mark the model and simulate potential gingivectomy or crown lengthening sites.

Patient presentation

I detail benefits of BioTemps to patients, emphasizing how vital they are to success. I typically start by explaining the necessity of a custom temporary. Then I show the patient a presentation model with BioTemps and explain how I will customize the shade — and I assure the patient that the temporaries will not discolor. Due to many patients’ bad experiences with temporary crowns, I want them to know these temporaries are made using a vastly superior process.

Smile makeovers

For cases involving esthetic changes, I explain to the patient how BioTemps allow me to create the best smile possible for them. I use BioTemps as a model for the final restorations, and if needed, I can make changes while the patient is wearing the temporaries. Once the temporaries are exactly as the patient desires, I ask the lab to duplicate them in the final restoration.

Extractions, esthetic emergencies

While BioTemps are a part of my typical extraction treatment plan, convincing patients of post-extraction benefits is not difficult. I explain to them that with BioTemps, they will never have to walk around with a missing tooth or worry that the temporary will break. I will match the temporary color to the natural, surrounding teeth.

Conclusion

In addition to being ideal for multi-unit esthetic cases, extraction cases or cases involving an entire quadrant, BioTemps work well for single-unit anterior cases. Many of my patients have benefited from a custom anterior temporary because they were public speakers or actors, they were getting married or they just needed a custom shade.

Incorporating BioTemps within your office will lead to predictable results, happy patients and more confidence for your entire team.
Kettenbach introduces Futar Cut and Trim bite registration material

By Kettenbach Staff

With opinions and suggestions of clinicians in mind, Kettenbach has developed a new Futar® bite registration material: Futar Cut and Trim, which replaces Futar Scan with a number of improvements.

Futar Cut and Trim is "scannable" and has a working time of 15 seconds, with an intraoral setting time of 45 seconds — for a total setting time of one minute.

Non-slumping, this Futar brand will not flow off the occlusal surface, according to the company.

The material's new blue shade will be helpful to clinicians by improving readability. The final hardness of the product is D-35, which means it sets rigid to eliminate risk of vertical distortion when articulated. Finally, according to Kettenbach, it trims cleanly with a sharp blade, which can often be an issue with many other brands.

The Futar family — Futar, Futar Fast, Futar D, Futar D Fast, Futar D Slow and Futar Cut and Trim — is sold by Kettenbach.

Futar is sold direct to practices, with promotional pricing that Kettenbach asserts compares well to all other nationally known bite registration materials.

The company's six choices of Futar bite registration materials enable clinicians to choose the appropriate material to fit their particular needs. Whether a practitioner is looking for high final hardness, comfortable working times or a "scannable" material, the Futar line has it all, Kettenbach asserts.

Futar Cut and Trim will be available direct in the U.S. starting the end of 2017. To purchase, call your Kettenbach representative or call the company at (877) 532-2123.

About Kettenbach
Kettenbach LP is located in Huntington Beach, Calif., and is the exclusive U.S. distributor for Kettenbach GmbH & Co. KG, based in Eschenburg, Germany.

Founded by August Kettenbach in 1944, Kettenbach GmbH was created to develop and market medical and dental products. Learn more at www.kettenbach.com.

Here in New York
To learn more about Kettenbach products, visit booth Nos. 1221/3537. You can also contact the company at (877) 532-2123 or visit www.kettenbach.com.
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Digital X-rays are changing how you manage patient diagnostics. But while digital is faster and easier to use, it poses some unique challenges too. Sensor positioning is one such challenge. Unlike film, sensors are rigid and thick. And unlike film, there is no standard size to a “size-2” sensor. All this makes finding a quick and easy way to position your sensor somewhat more difficult than when you were using film.

With Flow Dental’s new Uni-Verse-All positioner, you could take every imaginable X-ray while using only one positioner and one aiming ring. Sounds impossible, yet Flow’s Uni-Verse-All sensor positioner does just that. It will hold just about any size sensor. The Uni-Verse-All sensor holder lets you reposition the sensor along the bite planes so you can go from a periapical to a bite wing in seconds, and without changing parts.

The Uni-Verse-All is easy to use and set up is fast. You choose from two sizes of sensor holders (both included in Flow’s starter kit). You then snap the sensor holder into the Uni-Verse-All positioner and slide on the aiming ring, just like that you’re ready. Move the holder down for anteriors or periapicals, up for bite wings. Lightweight for added patient comfort, Uni-Verse-Alls are re-useable and autoclavable. A starter kit with everything you need retails for less than $57.

For more information, or to order, you can contact your local dealer or visit www.FlowDental.com.

(Source: Flow Dental)

‘Uni-Verse-All’ positioner holds any size sensor

Flow Dental’s new product makes taking X-rays easier and faster for everybody

Here in New York

To learn more about Flow Dental offerings, stop by booth No. 1110.
With NeoDiamond® a dull cut is simply not an option. Why increase chair time and risk patient trauma using a dull, multi-use bur? For a fast, fresh cut each time, every time, use pre-sterilized, single-patient-use NeoDiamond and make dull cuts a thing of the past.
KaVo Imaging expands its offerings with the OP 3D

By KaVo Staff

- KaVo Imaging Solutions is expanding its product offerings by introducing the KaVo OP™ 3D, a new entry-level 3-D imaging system.

The OP 3D is a unit with the ability to serve a wide range of dental imaging needs. It is a complete X-ray platform that makes imaging workflow more efficient with intuitive and easy-to-use programs.

From general dental practitioners to maxillofacial surgeons and airway specialists, this system offers versatile programs for both panoramic and 3-D imaging. Plus, the OP 3D enables clinicians to intuitively select region of interest, image resolution and field of view (FOV) to optimize patient dose.

KaVo OP 3D is a sustainable green solution. Where lead is typically used for tube head radiation shielding, the KaVo OP 3D is designed with a more ecological and environmentally friendly alternative, providing equivalent radiation attenuation. The power save feature of this system also reduces overall energy consumption of the practice.

KaVo OP 3D complements the current KaVo extra oral product line: KaVo OP 2D and KaVo OP 3D Pro. With this new addition, the KaVo extra oral portfolio now offers a seamless set of options to clinicians in meeting their spectrum of imaging needs.

KaVo Imaging Solutions is the result of bringing award-winning Instrumentarium Dental™ products under the KaVo brand. For more than six decades, Instrumentarium Dental has been at the forefront of extra oral imaging innovation. It is KaVo’s intention and commitment to continue to grow the “OP” hallmark and heritage under the KaVo brand.

The KaVo OP 3D System is your gateway to the KaVo world of 3-D imaging! Visit the new KaVo OP 3D at www.KaVo.com or call (888) ASK-KAVO to schedule a product demonstration today.

About KaVo Kerr
KaVo Kerr is a cohesive organization comprised of two global leaders, united to provide dental excellence and serve as a single premier partner for the dental community. KaVo Kerr operates with a common vision inspiring and helping our customers, their patients and our own associates realize their potential. KaVo Kerr offers solutions for endodontics, restoratives, treatment units, infection prevention, imaging, rotary and instruments.

Here in New York
To learn more about the KaVo OP 3D, stop by booth No. 4618. You can also visit www.KaVo.com or call (888) ASK-KAVO to schedule a product demonstration today.
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