BDA calls for decontamination review timetable

The British Dental Association (BDA) has written to Department of Health to press for the announcement of a timetable for the review of HTM 01-05 promised in the Chief Dental Officer’s Dear Colleague letters in 2009. Those letters saw the Department pledge that a review would begin within two years, a deadline that will be reached in December. Despite this promise, details of the review have not yet been set out. As well as a commitment to a date to begin the review, the BDA is also seeking details of how it will be conducted and assurances that the BDA will be fully involved in the process. The BDA’s call coincides with the publication of new research on time-dependent recontamination rates of sterilised dental instruments in the 22 October issue of the British Dental Journal. The research further undermines the requirements set out in HTM 01-05 and follows advice published last year by the Scottish Health Technologies Group which stated that there was insufficient evidence from research to support the wrapping of dental instruments after sterilisation and prior to use. Dr Susie Sanderson, Chair of the BDA's Executive Board, said: “The evidence base for aspects of the Department's decontamination guidance has been contentious ever since its publication. The Department chose to offer reassurance about some of the concerns raised with a promise to review what it had imposed. It must now deliver on that promise, taking full account of emerging evidence and, where necessary, admitting shortcomings in the document and acting to resolve them.”

Giving something back
The Dental Directory celebrates 40 years

Don’t miss out!
You’re guide to BDTA Essentials

The end of associates?
What the NHS pension scheme signifies

BDTA Showcase: Broadening horizons for the dental profession

Yesterday was another fantastic day at Showcase 2011! There was a huge range of launches and exhibits going on throughout the day, with loads of exciting products entering the dental market.

The day began to a great start, thanks to the Phillips breakfast launch at the Hilton Metropole. Alongside the breakfast food and plentiful supply of exotic fruits, the morning event was opened with a speech regarding the history of Phillips and its progression as it broadens its horizons throughout various branches of different markets; from lighting the 2012 Olympics to toothbrushes and toothpastes. Those in attendance were invited to welcome Mhari Coxon to the Phillips team. A regular contributor to Dental Tribune, Mhari will no doubt provide a great input to Philip's new course.... We wish her the best of luck in her new role!

As the morning progressed, Dentsply launched their new product, ChemFil. As was explained in front of an eager crowd, dentists need temporary restorations and the ChemFil product certainly seems to fit the bill. As was explained, it is stronger, simpler and can be sculpted immediately; something that dentists need. The ideas behind the product came from the consciousness that current temporary restorations are weak, fracture easily, and are...
complicated. However, as was said, ChemFil is for dentists who are faced with complicated clinical situations. The Dental Tribune team were happy to take part in their demonstration, and it certainly lived up to expectations!

One of the highlights of the day however had to be from an incredible interview with Jane Lelean, who is a volunteer dentist for Crisis at Christmas. Jane informed us of the desperate need for more volunteers to help with this amazing charity, who give comfort, health and dental care, food and shelter for homeless people at Christmas. As Jane explained, the work that the dentists carry out during this time of need is inspiring, and greatly appreciated. “Changing peoples’ lives by changing people’s smiles” is the tag line for the charity, and from experience Jane knows that a healthy smile can make all the difference for these people.

As will be explained in the full article, which will be appearing in Dental Tribune soon, Jane’s experience was humbling and rewarding, so much so that she will be volunteering her expertise again at this year’s Crisis at Christmas.

However, Jane did point out that the charity needs more volunteers and equipment; they especially need the help of dental nurses. So if you would like to give something back this Christmas, and help change someone’s life, please contact lisa@dentaltibuneuk.com or visit www.crisis.org.uk for more information. Even if you can only spare a few days over the festive period, it would be greatly appreciated.

So as we come to a close of Showcase 2011, we hope you’ve had a fantastic time and enjoy the rest of your day!
BADN AGM to be held at Dental Showcase 2011

Due to the current economic climate the BADN has decided not to hold the 2011 National Dental Nursing Conference in Glasgow.

However, the BDTA is delighted to announce that the Presidential Inauguration of incoming President Nicola Docherty, and the BADN AGM will now be held on Saturday 22 October at Dental Showcase. There will also be a buffet lunch, sponsored by Phillips Sonicare.

“I am of course very disappointed that Conference cannot go ahead in my home town of Glasgow,” said Nicola “but appreciate that we are in very difficult times financially. I should like to thank both the BDTA and Phillips Sonicare for their generous sponsorship of the Presidential Inauguration and the AGM, and look forward to speaking with as many dental nurses as possible at Showcase.”

BADN will be reviewing their Conference strategy later this year and hope to run an updated, more compact 2012 Conference.

Stand awards at showcase 2011

The BDTA is delighted to announce that the Showcase Stand Awards will return this year at Dental Showcase and will be judged by Paula Ripoll from the Association of Event Organisers.

Exhibition stands will be judged on a number of factors, including presentation, professionalism, stand layout and appearance, staffing, and the range of products/information on display.

There will be three eventual winners, covering the small, medium and large stand categories, and each will win a full-page ad in their choice of dental magazine.

Tony Reed, Executive Director at the BDTA, said, “The Showcase Stand Awards provide an opportunity for the BDTA to recognise the significant time and effort that exhibitors put into their stands at Showcase and we are especially pleased to have exhibition expert Paula Ripoll to select this year’s winners.”

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Patients alerted to impact of stress on their dental health

On the eve of Bruxism Awareness Week (24-30 October 2011), founders of the Saving Teeth Awareness Campaign are calling for greater recognition of the impact of stress on dental health.

In some patients, stress causes grinding and clenching of teeth, known as Bruxism, and this in turn can cause cracks to develop. It is thought Bruxism affects around 8-10 per cent of the population. Leading endodontic specialist, Julian Webber, urges those who know they are clenching or grinding to talk to their dentist about what can be done and how they can protect their teeth.

Dr Webber, says “Once a tooth has suffered decay and been filled, further deterioration over time is likely. Furthermore, when a tooth is cracked, or fractured, it is susceptible to pulpal inflammation. If the pulp becomes infected, a root canal treatment may ultimately be required.”

He continued: “If you add stress into the mix and have people with filled teeth, clenching and grinding, they can develop a range of problems in their teeth and jaws. I can generally tell the patients who are stressed just by looking into their mouths.”

Because we are living longer, teeth are working for longer but being worn down due to a number of factors, including grinding. The last Adult Dental Health Survey found that moderate tooth wear had increased.

“Stress causes grinding and clenching of teeth, known as Bruxism, and this in turn can cause cracks to develop”

“with Bruxism Awareness Week nearly upon us, this is a good time to talk to your dentist about wear and tear on your teeth and how he or she can help you.”

Chief Executive of the British Dental Health Foundation, Dr Nigel Carter said: “Bruxism can cause Temporo-Mandibular Joint disorder, resulting in clicking, grinding or pain in your jaw joints, ringing or buzzing in your ears and difficul...
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Giving something back

Dental Tribune speaks to Mike Volk from The Dental Directory

DT: You reinvested £4.5m in the past four years to improve services; I understand that automated warehouses were one of them, was there anything else?

MV: Well, it’s about having enough space to accommodate £18m worth of stock, but it’s also about making it more efficient. We can process more than 6,000 orders a day without any issue at all. To give you an idea, we’re taking about 2,000 phone calls a day from customers; we then process those orders for free overnight delivery by 12:00 the following day. The automated process means, in essence, that the box goes to where the product is stored; this makes it impossible for a picking error to occur, because the box won’t move on if it hasn’t got the right product and quantity in it. This system is also paperless so it is both economic and environmentally friendly.

DT: It staggers me that there are more than 28,000 products in dentistry, from the big appliances to the gloves; tell me more.

MV: We stock about 18 different composites which have upwards of 11 different shades, and there are probably about 1,000 different burrs and bur sizes so it’s easy for the number of products to multiply. An interesting thing that we also find is that once a dentist has got the right product and quantity in it. This system is so efficient, because the box goes to where the product is stored; this makes it impossible for a picking error to occur, because the box won’t move on if it hasn’t got the right product and quantity in it. This system is also paperless so it is both economic and environmentally friendly.

DT: What kinds of lines are you looking at?

MV: Oh everything, from anaesthetics to composites, to rotary hand instruments right across the board; it’s our top moving line. We’re taking between 17 and 50 per cent off our retail prices, depending on the product, so it’s going to be a big push from us to help our customers in these difficult times.

DT: So how long is the offer running for?

MV: The promotions will run until the end of December; however, we’ll refresh them at the end of each month, adding even more products!

DT: What about the more philanthropic side of the business? I understand that The Dental Directory is very supportive of the profession too.

MV: Yes - we support about 15 professional groups in the UK. Examples include the AOG, through to DPL, through to CODE. We offer their members exclusive promotions, but more importantly we offer a rebate to the managing committee to further the aims and objectives, which are often of a charitable nature, of each group.

We do support the profession; however I’m surprised that a lot of the larger multinational companies, whether they be dealers or manufacturers, don’t support the profession more and instead leave it to smaller, family owned businesses.

At the end of the day, without the profession The Dental Directory would not exist, so we’re happy to give something back.
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Today you can go further than treating the pain of dentine hypersensitivity with Sensodyne. Today you have new Sensodyne® Repair & Protect containing NovaMin® calcium phosphate technology. NovaMin® builds a reparative hydroxyapatite-like layer over exposed dentine and within the tubules1-5

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The Lambda Laser Beam

Lambda discusses the guardian of artistic property and effective medical instrument

From the well-being of works of art to the well-being of people. If we were to summarize the evolution of the Lambda of Vicenza, Italy, in just one sentence then it is “a joint-stock company that is one of the first laser manufacturers in the world” could be a well-guessed slogan. Because it was with this difficult and delicate “mission” of preserving the great works of art that in the late 80s, Lambda began systematically and professionally using this fascinating and mysterious laser beam. By amplifying light through stimulated emission of radiation (Light Amplification through Stimulated Emission of Radiations), from which comes the famous acronym, an expertly selected ray, dosed in the right intensity, makes it possible for Lambda specialists not only to monitor and control the physical parameters that determine the microclimate of museums and artistic circles, but also to give a new look and life to masterpieces of the past.

The list of works and the fame of this Company is impressive, it operates throughout the world for some of the most prestigious clients (UNESCO, Vatican, Central Institute of Restoration, Superintendents, famous Museums, etc.), present with over twenty years of activity. That life-giving beam focused on the famous Last Supper by Leonardo da Vinci, it lingered over the laces of the Orvieto Cathedral, it illuminated the beautiful Bridal Chamber in the Palazzo Ducale in Mantua, it spaced in the Vatican Grottoes under the dome of St. Peter’s and other non-less noble cathedral throughout the area. It also cleverly searched the past.

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the rooms of the Palazzo Reale in Naples and in the chapels of the Sacro Monte of Varallo, in Spain, it worked in the Alhambra of Granada and in the rooms of the medieval castle of Blois in France and Fénis in the Aosta Valley. Not forgetting the Hermitage in St. Petersburg (Russia) and not least the restoration of the buildings of the Imperial City in Beijing (China).

However the list of restoration and air conditioning programs carried out would be too long to explain the success of a company that made the laser a magic tool for “Artistic First Aid”. Having established the effectiveness of this life-giving ray, we are now particularly interested in finding out why its features “also” match admirably with various dental treatments. In fact, there is a unique parallel between the qualities of a “restoration” laser and that of a “dental care” laser - points out Pierpaolo Marcon, CEO for Lambda - In restoration, the laser is an absolutely ideal tool: it is naturally non-invasive, self-limited, it has little impact on works of art, selectively removing the signs of degradation present in the work and respecting the substrate, without coming into direct contact with surfaces”. The consequential results are precious: the controllability of the intervention, the preliminary evaluation of the effects, safe for both the operator and the environment.

Requisites that are much appreciated “also” in the various areas which make up the dental surgery. This technology represents an optimal solution in the treatment of many diseases, especially in the treatment of soft tissues of the mouth, ensuring nearly painless, long-lasting results and self-evident benefits: less pain and discomfort for the patient, more expeditious interventions with less use of anesthetics, faster healing.

Benefits unanimously acknowledged and confirmed by numerous scientific publications, which resulted in an increase in the spread of the laser. Another indirect consequence (but certainly not less valuable individually) is the “different” image that the Studio and the professional project compared to those who do not use this instrument or who (it happens more often than not) have purchased it but leave it in a corner to gather dust.

Returning to the “dental surgery laser”, when about fifteen years ago at Lambda we noticed that the quality of the “restoration beam” well matched dental treatments, it was decided to open another production strand called “Doctor Smile” essentially based on the principle of being “customer oriented”, where particular consideration is given especially to the user, thus simplifying to the extent possible the use of the equipment (Lambda lasers have a maximum of five buttons to press) and illustrating the many theoretical and practical demonstrations at conferences, in Studi-
excellent quality/price ratio, but knowing how to transform a still widespread indifference to the laser into enthusiasm, the non-knowledge into daily practice.

Hence the vast information campaign for Lambda throughout Italy and abroad: “We divided the applications - says Marcon - by type of intervention, so as to explain each transaction individually and in detail”. With authentic titles for the courses “in progress throughout Italy” and abroad: “The laser in daily dentistry practice” or “The benefits of laser assisted dentistry in daily practice”, but also attended and significant is the course entitled: “The laser in dentistry and in the perioral: protocols and techniques to operate safely”, prepared in collaboration with prestigious Universities.

Further information on the instrument and dissemination is provided for by “product specialists”, or rather demonstrators whose technical knowledge is backed by clinical training, for a “direct marketing” plan that takes into consideration “what the dentist does in his study every day and how he would do it if he used the laser instead”.

The courses are targeted for those who do not yet have specific experience on the use, and those who want to enhance their knowledge of clinical applications. During the meetings the physical properties of the laser and safety regulations are introduced, the daily use in the Studio is analyzed by analyzing clinical cases supported by video and other interventions to the chair. It is important to strengthen basic knowledge in the application of laser technology and above all share the benefits in terms of “patient care” and economic opportunities for the dental practice, bearing in mind that technology changes are fast and indispensable. “We must be ready to accept innovation with awareness – they say at Lambda - with correct and continuous training that will allow us to continue to be the market leader in dental lasers”.

“Your secret weapon against dental caries”
Selling to a dental conglomerate – the devil is in the detail!

Each stakeholder in dentistry has their own opinion on the dental corporates – whether they are successful or doomed for failure?

But sure enough the corporates are growing in number as Sainsbury’s and Tesco up the ante. Similarly, House of Fraser are rumoured to follow suit, which will leave the Independent Principal competing with some even bigger corporations. There are also two other players shortly to enter who I’m involved with but not allowed to mention!

Some dentists view the corporates as the devil, but there is increasingly a number of practitioners considering either selling or working for one.

However, the trick is to work out what you want from them before even opening any discussion with them.

If you look to sell or be recruited by any of them you will deal with some well-trained individuals in their field, so the first thing is to be clear in your mind what you want out of the deal.

So let’s start with the decisions that should be made before entering any negotiations:

1. **Price** - Get a realistic idea of the value of your business from a recognised valuer or accountant with an independent view

2. **Basis** - Remember that corporates value on profit not turnover, read my article on EBITDA or come and talk to us about it on stand M05a at the Showcase

3. **Deal Terms** – When will you get your money?

4. **Tenure** – Is it worthwhile retaining the Freehold?

5. **The Team** – What will happen to them? How is your purchase price calculated?

Of course this list is not exhaustive.

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The giants of compliance

If you’re looking for a political debate on the future of primary dental care, then the Dental Professionals Association (DPA) stand B11 is where you’ll want to be.

Angry dentists

There will also be a room ready and waiting for angry dentists at the DPA stand, suitably named the Angry Dentists Drop-In. The room offers the chance to hear four leading speakers in one hour on a variety of interesting subjects relevant to primary dental care.

What aims to be a great addition is today’s series of meetings in Piazza Suite 5. Visitors will not only have a chance to see a series of presentations, but they will also see the Giants of Compliance battle it out in a quick-fire quiz about the CQC and find out who really knows the most about CQC registration.

Timetable of events:

8:00 Dental Journalists Conference (By invitation only)

9:00-12:00 Angry Dentists Drop-In Session - a series of 15-minute presentations on a variety of subjects. Visitors can drop-in and leave at will, but it has been recommended that visitors will need 60 minutes to listen to every presentation.

Angry Dentists 09:00 What is the future of the Care Quality Commission versus the General Dental Council? What is the current situation regarding bleaching, the Trading Standards Agency and the recent “raid” on Dental Directory? How will dentistry be commissioned after PCTs/LHBs are abolished? How will the proposed 2013 Europe-wide ban on amalgam affect the NHS? What is the latest on the ‘Warburton’ dental pilots, including the requirement to report private work? What are the implications of the resignation of Alison Lockyer as GDC Chairman? Will the courtesy title ‘Dr’ be removed from dentists in 2012? (Derek Watson BDS LDS RCS (Eng) DGDP, CEO of the Dental Professionals Association and Consultant Editor, Dental Practice magazine)

Angry Dentists 09:15 What are the crucial differences between a self-employed Associate/Performer and an employee? What is the difference between an employee and a self-employed person? What is the current case law and how may this effect Self Employed Associates? What Clauses should be included in an Associate Agreement? Why should an Associate Agreement be put in place? What is the importance of an Employment Contract? What Clauses should be included in the Employment Contract? Are all solicitors the same? Do you need to instruct a solicitor with dental experience? (Sarah Leyland, Solicitor & Tom Coates, Corporate and Commercial Specialist, Cohen Cramer LLP)

Angry Dentists 09:30 Will your Quality Risk Profile celebrate your practice, or crucify your livelihood? What will determine a CQC Inspector’s “level of concern”? What paperwork do you really need? Which aspects of compliance can you turn into an opportunity? How can you engage your overworked team? What is the Cloud and how can it help you? (Seema Sharma BDS LDS RCS (Eng))

Angry Dentists 09:45 When you pass on, will your estate pass on to your family - or the taxman? How can you make sure that your pension pot is passed down to your children, free of Inheritance Tax? How can you withdraw MORE than 25 per cent from your Private and/or Personal Pensions TAX-FREE? What are the three best methods to pay less tax while following HMRC rules? (Richard T Lishman, Independent Financial Adviser, Principal of money4dentists then at the same minutes past the hour until)

12:00 General Meeting (DPA members only): The General Meeting is the opportunity for members to meet each other and the Officers of the Association. All DPA members are welcome.

Angry Dentists 13:00 Giants of Compliance – Held at the Piazza Suite 5, this is a chance to see the Giants of Compliance battle it out in a quick-fire quiz about the Care Quality Commission (CQC). Who knows the most about CQC registration? Chaired by Derek Watson, (CEO, DPA and Consultant Editor, Dental Practice magazine), Seema Sharma (Slumdog Millionaire, The Sharma Foundation) leads a team from DentaByte against Roger Matthews (CDO, Denplan) and the Denplan team in an hour-long fun battle of knowledge and wits. Admittance is FREE but it has been suggested to turn up early to secure a place! (Piazza Suite 5 is just outside the entrance to Dental Showcase. Quiz starts promptly at 1pm on Saturday 22nd October 2011. Appearing for one night only! 1 hour CPD available)

14:00 Angry Dentists Drop-In Session – this will be the same as morning session.
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Let’s see what’s new in dentistry!

With more than 530 companies appearing at this event, Showcase 2011 presents yet another superb opportunity to view the latest innovations in the world of dentistry under one roof.

The BDTA have announced that not only will there be complimentary one hour seminars, covering regulatory issues, but there will also be free feature lectures, informing visitors of the latest dental innovations. And after its massive popularity last year Dental Lab @ Showcase is back again!

Once again the Pavilion will be a focal point for DCPs, spanning 60 square metres and hosting a hospitality and lounge area, encouraging interaction and providing a practical example of working together for the benefit of the industry.

This year the BDTA were delighted to announce that the following professional dental associations are sharing the pavilion at Showcase 2011:

- BADN
- BACDT
- DPA
- DLA
- DTA
- BDPM
- BADT
- BSDHT
- BACD
- BDTA

Tony Reed, Executive Director of the BDTA, said: “The pavilion was a great success last year with representatives from the associations commenting that being located together on one stand communicated a positive message of working in partnership. Visitors who attended the event in groups also commented that they were pleased that they could visit their respective associations in one location of the hall. We are delighted to be able to offer this facility to our fellow associations again this year.”

Food & Drink

When you’ve finished visiting Stand W08 for all your CPD and postgraduate training needs, as well as meeting all the team from Dental Tribune, there’s a vast selection of food places to be found!

The NEC has a great range of places to eat and relax, from bars to easy to eat market places, operated by the NEC’s sister company Amadeus, there is something for everyone.

First off is the food&bar, which offers a modern self-service restaurant with a choice of sandwiches, salads and hot and cold meals away from the buzz of the show. Then there is the market-place style Foodmarket, which offers all the ingredients to find and eat tasty food quickly and without fuss.

Serving what has been classed as “the highest standard of tasty sandwiches, salads, snacks and drinks” is Foodexpress and there’s also Foodfeature, which changes concepts every week, serving anything from noodles to jacket potatoes!

For an ideal quick drink and a chat, the Food-cafébar is an alternative choice and can be found in halls 9 to 12 offering yet another place to grab a coffee, snack or even a glass of wine.

For those desiring a relaxing table service restaurant, The Exhibitionist is the place to go, offering a seasonal menu, guests can sit back and enjoy quality food in stylish surroundings.

However there is also The Food Bank, a self-service restaurant which offers an extensive choice of hot and cold meals.

For those looking for a quality sandwich, look no further than The Damn Fine Sandwich Company; they serve a range of unusual breads with hot or cold fillings and their salads sounds mighty tasty too, with favourites including Red Thai chicken salad and Buffalo Mozzarella with chargrilled vegetables.

For a bit of live cooking head to Jimmy Spices, which offers Indian, Chinese Mexican and Italian cuisine (it’s also open for a tasty full English breakfast and coffee too!)

On the subject of coffee the NEC host Starbucks and there’s even a Subway. For those looking for a free house you can find a JD Wetherspoon, offering a mix of traditional British meals and international dishes and a selection of alcoholic and soft drinks.

If you’re looking for a food place using free range, locally sourced and organic ingredients (whenever possible) The Pasty Presto is the place to go.

Dental Lab at Showcase

After its massive popularity last year Dental Lab @ Showcase is back again, bringing with it a great opportunity for lab owners and technicians to witness and hear about the latest products, dental technology and services.

Taking place alongside the main exhibition hall on Saturday 22nd October 2011, there will be feature lectures focusing on current issues affecting technicians and an exclusive area for specialist lab companies to demonstrate their products.

Dental Lab

On Saturday there is Understanding the physical properties of dental products and the underlying remaining natural structures in order to have maximum strength and aesthetics by T J Nicolas at 09:00 – 10:30

There is also Modern Occlusal Concepts in Full and Partial Denture Design by Andy Toy (DLA) at 15:30 – 17:00

Lecture and Seminar Times

On Thursday 20th October 2011 is Disinfection and Decontamination by Annette Barnard (Seminars) at the following times: 11:30 – 12:30; 13:00 – 14:00; 14:30 – 15:30; 16:00 – 17:00; 11:00 – 18:00

There will also be Working Smarter: Combining new innovations for optimal outcomes in periodontal maintenance patients by Dr Wendy Turner from the Institute of Dentistry at 10:00 – 11:00
Passion is the driving force through which Castellini achieves that accomplished blend of tradition and technology. In each detail, the mark of design expertise intent on creating operative efficiency and comfort in the dental environment.

SKEMA: a Castellini concept

TRADITION INSPIRES OUR PROJECTS. INNOVATION BRINGS THEM TO LIFE.
Oral Cancer Screening Device

New from DentalEZ is the Identiflare multi-spectral oral cancer screening device.

Identiflare helps those in the front line of detection to identify biochemical and morphological changes in the cells of the mouth, throat, tongue and tonsils.

The detection is made through the processing of optical fluorescence and reflectance in certain body tissues, using this small portable device. In UK alone in 2007 there were 5,410 cases of oral cancer. In the developing world, the challenge is even greater, with an estimated 1.8 million new cases of oral cancer each year.

The detection process involves the use of optical fibres that are inserted into an examination mirror. The patient is then asked to open and close their mouth, which allows the fibres to move over the surface of the mouth and throat. The device measures the amount of light that is reflected back from the tissues, which is then processed by the device to produce an image that highlights any abnormalities.

The device has been shown to be highly effective in detecting oral cancer early, which increases the chances of successful treatment. The device is also easy to use and can be performed in a matter of seconds, making it a valuable tool for dentists and oral healthcare professionals.

For further information please contact OtoMed UK Ltd, telephone 0845 550 8888, email info@otomed.co.uk or visit www.otomed.co.uk

Digital Dental

Digital Dental launches exclusive new digital imaging solutions

Visitors to Stand H10 can receive hands-on tuition for their digital needs from Digital Dental. With over 14 years of experience, they appreciate that every practice has its digital requirements, so Digital Dental is the only digital imaging specialists who has to be the only digital imaging specialists who have been selected to offer the whole range of products from Schick and Vatech. Practice managers will be able to see all the 3D Cone Beam CT and digital panoramic innovations from Vatech, including their new Flex3D which is the most cost-effective, adaptable and feature-rich digital imaging unit available on the market. They will also be able to compare intraoral x-ray sensors and image plate scanners from Durr, Digora, Satelec and Schick. In response to customer requests, a coordinate overlay software for Dentaltale will be exclusively launching a new range of digital intraoral and panoramic systems. There will also be a dedicated stand from Digital Dental, exclusive offers and free installation and training with all solutions ensured.

Dental Eclipse can provide the right solution at the right price for every practice. For further info please visit Stand H10, telephone 0800 027 8393, email ja@digitaldental.co.uk or visit www.digitaldental.co.uk.
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20  


Dental Institute at the BDTA Dental Showcase 2011
The BDTA Dental Showcase at the BDTA Dental Showcase 2011 will be the UK's premier dental exhibition and is expected to attract over 12,000 visitors across the course of the three-day event. Attending the event this year, specialist natural product distributor Anyone 4 Tea will be displaying its comprehensive range of Spry Xylitol-based products for the use in defence systems. Delegates can discover the benefits of Spry Chewing Gum – an enzyme-only free, sugar-free, artificial sweetener alternative for dental and for dental professionals who have a range of options, including an extensive section on oral health. Anyone 4 Tea has been on a long journey over the past few years to develop a new website as part of their on-going commitment to pioneering research and services to dental professionals. Come and see for yourself the latest in dental information and products at the BDTA Dental Showcase.

How to have a blast at the BDTA
The BDTA dental exhibition is a great opportunity to try new dental equipment and products. To make the most of your visit, here are some tips on how to get the most out of the event:

1. Plan ahead: Check the event program and schedule out your day to ensure you don’t miss any of the key events.
2. Network: Use the event as an opportunity to meet new colleagues and learn from their experiences.
3. Attend seminars: Many of the exhibitors offer seminars and workshops on their products.
4. Try new products: Take advantage of the many opportunities to try new dental products.
5. Visit the exhibition hall: Take time to explore the exhibition hall and see all the latest technologies.

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For more information on how to have a blast at the BDTA, please visit the BDTA website at bdta.org.uk or call 01622 604950.
Pearl-Plus Dental Software for Independent Practices

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£275 + VAT for installation and training!
No extra charge for several work stations! £18 per month per extra surgery

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The new Direct Composite Veneer System
“COMPONEER”, Coltène/Whaledent presents a new and easy-to-use system for restoring anterior teeth

COMPONEER are Direct Composite Shells and represent a completely new class of veneers. They are manufactured industrially from highly filled nano-hybrid-composite which ensures excellent homogeneity and stability of the enamel shells. Extremely thin veneer coatings from 0.5mm allow a high level of conservation of hard tooth substance during preparation. The shiny and naturally designed surface adds a look of vitality to the restoration.

The novel micro-retentive inner surface increases wettability and ensures a lasting bond. Special conditioning of the veneer is not necessary. COMPONEER is available in different sizes and allows efficient direct composite veneering of a single tooth or complete anterior dentition. Time-consuming shaping of the anatomical shape or surface and elaborate trimming are no longer required. COMPONEER can be customised with composite at any time.

A smile for virtually all occasions
Whether for incisor extensions, the covering of massive discolouration or the closing of diastemas, aesthetic corrections can be carried out easily and fast with COMPONEER. This closes the gap between time-consuming freehand and expensive invasive veneer techniques. Fractures, malposition or anatomical malformation can, of course, also be elegantly and permanently restored using the Direct Composite Veneer system. Especially in extensive reconstruction, the contralateral teeth can be efficiently set to symmetrical positions.

COMPONEER – a milestone in veneer technology
COMPONEER offers a complete and well-thought-out system. In addition to composite veneers, the system includes a specially matched composite (SYNERGY D6), a highly efficient Total Etch Bond (One Coat Bond), novel special instruments, and comprehensive information material for dentists and patients. COMPONEER offers attractive restorations effectively and economically, further information at: www.componeer.info

Composite Veneer System adds a new and interesting dimension to existing treatment options and gives dentists and patients new economic perspectives. Patients can be given a naturally aesthetic smile in just a single session, and come away smiling – with a “smile to go”.

- Easy-to-use and efficient due to well-thought-out system
- Quality aesthetic dental restoration in just a single session
- Extremely thin veneers allow for a high level of conservation of hard tooth substance during preparation
- Novel micro-retentive inner surface increases wettability and ensures a lasting bond
- Easy to customise with composite
- Wide range of uses in aesthetic and clinical applications

Significant advantages over free hand composite and ceramic veneering for tooth fracture, erosion, discolouration, diastema, extending incisors and optimising old restorations

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I fitted 6 Componeer veneers and the patient cried with delight

Chris Siddons - Burley in Wharfedale

Get the full picture on: www.componeer.info
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Do the new NHS pension scheme rules signify the end of the associate incorporations?

Penny Bowen of DBS advises a close look at your pension

I have written this article because I want you to think about this now, and take action if you need to. When you retire you will have the time to sit and think about the money you have lost, but then it will be too late to do anything about it.

Dentists have been allowed to run their businesses as limited companies since July 2006, and over the years a significant minority of dentists have taken advantage of the opportunity to incorporate, and so taken control over their personal tax liabilities.

The introduction on 6 April 2010 of a 60 per cent income tax band for incomes between £100,000 and approximately £112,950, rising to £114,950 on 6 April 2011, and a new top rate of income tax at 50 per cent for incomes in excess of £150,000 has stimulated the demand for incorporation amongst the minority of dentists who sets themselves up as specialist dental accountants. All too often we meet associates with NHS activity whose accountants have recommended incorporation. When we point out to them that they will lose the benefits of the very generous NHS Pension Scheme, we are told their accountant says that there is no problem. But this is simply untrue. The truth is that the non-specialist accountant does not know that there is a problem, never mind how significant it is.

So, what is at stake? Well, the NHS Pension scheme (NHSPS) is a statutory occupational pension scheme. Providers’ (principals) and performers’ (associates) pensions are broadly based on their career pensionable pay rather than their final salary. NHSPS benefits are paid for by the contributions made by members and their employing authorities - the primary care trusts (PCTs) and local health boards (LHBs).

The NHSPS offers considerable benefits which would be foolish to give up,

- an annual (index linked) pension and tax-free lump sum at retirement.
- Life Assurance benefits including pensions and allowances for a member’s spouse/civil partner (or nominated partner) and dependent children in the event of the member’s death.

From a tax point of view incorporation is attractive because it gives you an opportunity to base your tax on what you draw rather than on what you earn. Earnings are still taxed of course, but these are subjected to corporation tax at substantially lower rates (20 per cent on profits of less than £500,000). Once the corporation tax is paid, any further tax will be based on what you draw – to take the extreme case if you don’t draw anything then you won’t pay any personal tax.

The methods of drawing money from a company for personal use are many and most practitioners use a combination of salary and bonus, benefits in kind, dividends, rent (although this would have an impact on a subsequent claim for entrepreneur’s relief), drawings from the director’s loan account and interest thereon.

Until 7 November 2011, you must draw all the NHS income from the business in the form of salary and/or dividends in order for this to count as pensionable earnings. Any NHS income that is not taken but left in the business cannot be pensioned now or in future years. Dividends are pensionable however they must only be in respect of NHS work, so technically the private element of a dividend must be stripped out leaving only pensionable NHS dividend income.

Incorporation remains increasingly attractive to associates working in purely private practices, but things are not so good for those with NHS income.

According to A Guide to the NHS Pension Scheme published in September 2011, because the NHSPS regulations to not recognise the sub-contracting relationship between the associate and the limited company:

‘A Performer [associate] who sets them self up as a member of the NHSPS with effect from the 7th of November 2011. This is subject to Parliamentary approval however (pensionable) Performers are advised to put arrangements in place by this date to ensure they can comply.’

It is reassuring to note that NHSPS membership will continue until 6 November 2011, however, you need to take action now to make sure you remain in the NHS Pension Scheme and so retain for yourself and your family, its generous benefits. Visit Stand U11 to find out more.
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