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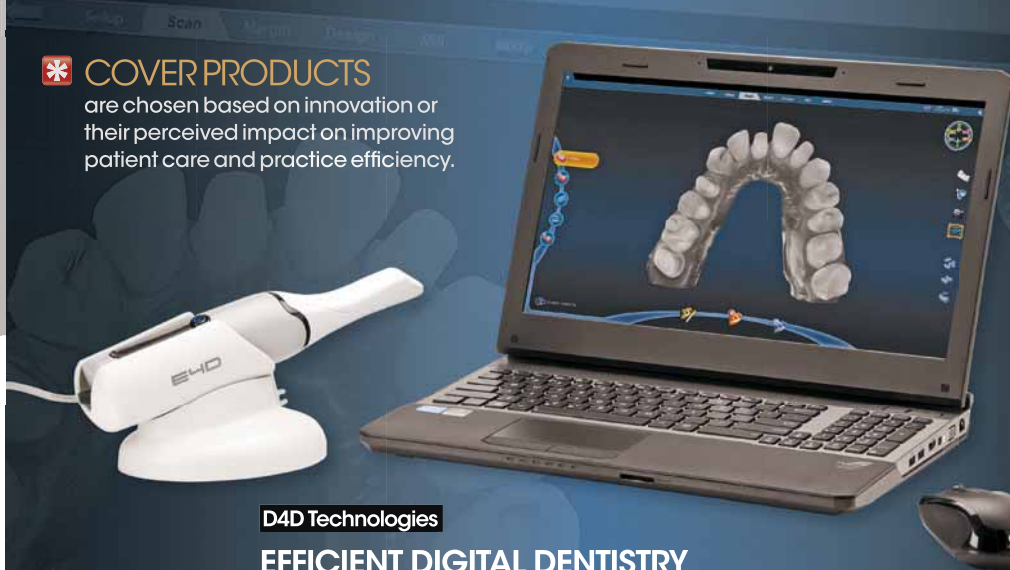
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GET ZIRCONIA RIGHT

Dr. Frank Milnar on adjusting and polishing using the LD0707 system from KOMET USA.

THE LIST

Top 5 ways to maintain equipment

Tips to help clinicians keep equipment like new.

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Today's top technology

A close look at four of the Pride Institute's "Best of Class" honorees.



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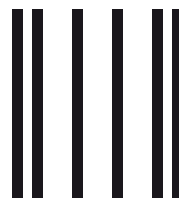
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Jay Grossman, DDS
Los Angeles



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Costa Mesa, Calif.



"It kind of invigorated me in dentistry other than just drilling and filling, and doing the same old, same old. If I can do it faster and easier and better for the patient and more comfortable, who wouldn't want that for their practice. It's just fun."

Jose Aunon, DDS
Centreville, Virg.



"WaterLase RFT has revolutionized our practice of endodontics. For the first time we are within reach of sterilizing an infected root canal system - unheard of in the specialty of endodontics!"

Justin Kolnick
Endodontist, White Plains, N.Y.



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Mark Schlesinger
Periodontist, New York City



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877-293-4945 • e4d.com
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Kerr Corp.

Cordless curing light

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877-685-1484 • kerrdental.com
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SCAN:



GC America

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800-323-3386 • gcamerica.com
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isolitesystems.com
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SCAN:



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- 02 **Scotchbond Universal Adhesive** 3M ESPE
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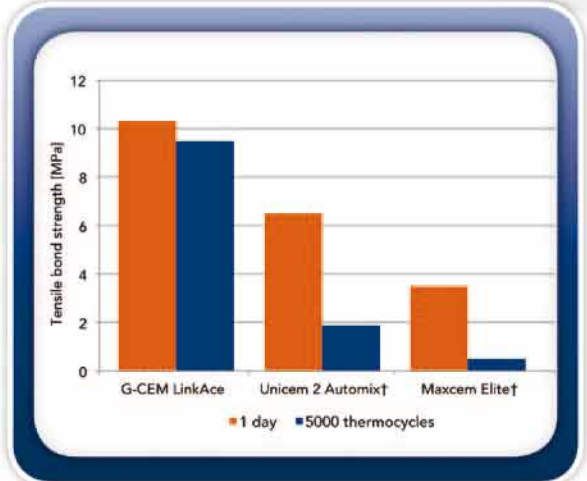


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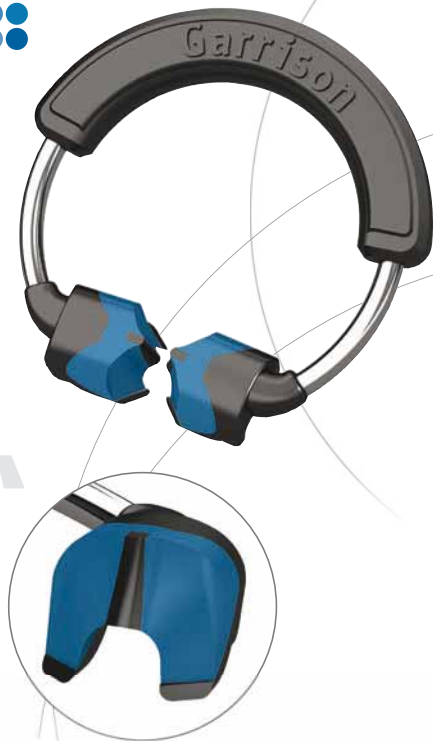
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Superior, Wisconsin



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Custom healing components can significantly improve gingival esthetic contours

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The patient presented with a fractured root on tooth #9. The patient wore a flipper, which served as a transitional appliance throughout the healing phase.



After extracting the tooth and placing an Inclusive® Tapered Implant, a custom healing abutment was delivered, allowing for immediate training of the gingiva.



Following four months of integration, the soft tissue had healed nicely around the custom healing abutment, exhibiting optimal margins and gingival contours. The crown on tooth #8 was removed.



Removal of the custom healing abutment revealed beautifully contoured tissue, sculpted throughout the healing phase to accommodate the final restoration.



The final Inclusive Zirconia Custom Abutment was delivered with ease and adhered nicely to the controlled tissue contours and margins established during the healing phase.



The optimal esthetics, margins and emergence profile of the final IPS e.max® restoration was set up by the patient-specific contours of the custom healing abutment.

\$695* Single Tooth Replacement
(Case as shown: \$794*)

System includes: implant, drills, custom healing abutment, custom temporary abutment with BioTemps® Provisional, custom impression coping, and prescription for final custom abutment and ceramic crown (delivered separately).



All Inclusive implants, abutments and components are manufactured in our Irvine, Calif., facility.

*Price does not include shipping or applicable taxes.
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For more information

800-471-9758
www.inclusivedental.com

The Inclusive Tooth Replacement System is a convenient and effective method of promoting and preserving the ideal tissue contours throughout the implant treatment process. It includes treatment options for these clinical situations:

- ◆ Immediate loading with custom temporary abutment and BioTemps® Provisional
- ◆ Single-stage implant placement with custom healing abutment

Clinical dentistry by Timothy F. Kosinski, DDS, MAGD



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Taking the next step...



In the fall of 2005, I was very stressed out. Seven months out of journalism school and six months into my marriage, I was unemployed and very, very stressed out. I was applying to every media job I could find in Chicagoland and when I finally got a call back from a company called Advanstar for an associate editor position, I was thrilled.

That phone call took me from freelance work to real journalism, from consumer

publishing to trade magazines, and marked my introduction to the dental profession.

This is a very difficult column to write because, while I'm not leaving *Dental Products Report*, in my new role as Director of Business Development, I'll be stepping back from the day-to-day content responsibilities that have been my world for the last eight years. I've jokingly shared with the editorial team here that I'll still be opinionated about everything, I just won't be the boss anymore.

Working on behalf of this audience and this industry has been a true pleasure and privilege. And, while I may not be in front of you via this column on

a month-to-month basis, I am hopeful that my new position will allow me to advocate for your information needs in different, but still meaningful, ways.

Leaving you in the best hands

I can't conclude my final column without taking a moment to brag on what I truly believe to be the best editorial team covering the dental profession.

With a media landscape that is constantly changing and a profession that is seeing hundreds of innovative new products each year, this group is uniquely skilled at the reporting, the storytelling and the

creativity necessary to bridge those developments.

They will, no doubt, continue the tradition of excellence that has made *DPR* the go-to product publication for the last 45 years. ●

Thais Carter

THAIS CARTER
DIRECTOR OF CONTENT
(FOR THE LAST TIME)

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How the best perform



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Like, Share, Comment

How DPR Facebook fans have engaged in the last 30 days...

Bring those patients back

We posted 9 easy tips to grow your dental practice and included a video series of tips. The post is designed to keep bringing patients back and to help you grow your dental practice.

"Right diagnosis and solutions , very good article."

JAN IBRAHIM



Dental accident makes big news

When a Florida man claimed his throat was slit during wisdom teeth surgery, his story spread rapidly. Find out what happened after the patient sought redress for his injury.

"That's pretty much a non case...I'm not convinced his pain wasn't just from the extractions."

DAVID GIBBONS



How-Tos are always a hit

Technique articles and videos are always popular with our readers and viewers. This post features step-by-step instructions on how to use Ultradent Products' V4 ClearMetal Matrix System to get smooth, natural contours in Class II and larger restorations.

"We use this in our office....great results..."

BILLIE JO JAROS-TRAHAN



Your turn: Don't just be a Facebook troll! Engage with us at facebook.com/dentalproductsreport.

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QUICK BITES
for team development
and practice success

Next month:
**Top 3 Ways You Might
Offend Your Patients**

Top 5 WAYS TO KEEP EQUIPMENT LIKE NEW >>

01 Be smart about sterilization.

There's no quicker way to erode a good handpiece than improper sterilization. Get the right equipment, have the proper maintenance protocol in place — and FOLLOW it!

02 Know what "optimal" performance looks like.

This is what sales reps are for after the sale is complete! Lean on their knowledge to help you not just "hear" but "feel" what a proper functioning handpiece should be. This will help you notice when things are "off"—and ensures that equipment gets serviced quickly.

03 Have a proper maintenance partner on speed dial.

You are not the expert! When something goes wrong, don't make it an in-practice DIY project — call a professional.

04 Follow the manufacturer's instructions.

No one is better suited to offer advice on proper use and care than the people behind the product. If you don't take the tip, don't be surprised by equipment failure.

05 Invest in quality products.

Good construction matters. The right materials and quality construction can make a huge difference in the life of your handpiece. ●

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Is your current Threader Floss a ball of **FRUSTRATION?**

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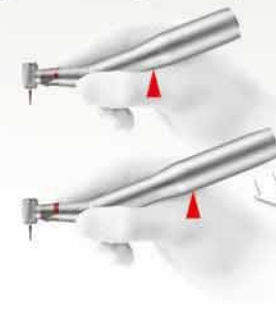
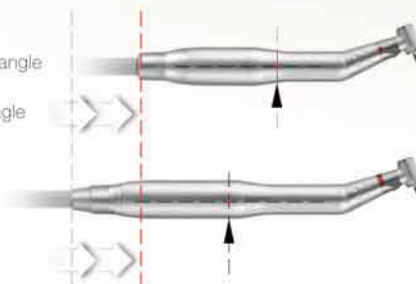
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MX micromotor and classic contra-angle



Interested? Circle Product Card No. 19



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Offer Valid until December 31st, 2013

32 PRODUCTS FOR IMPROVED CARE



Orbit for Kids is available in 14-tab pocket or purse-sized envelopes, as well as multi-pack bags containing 10 six-tab micropacks.

Sugar-free gum recognized for oral care benefits

Orbit for Kids chewing gum offers a fun, easy way to protect children's teeth between checkups. The sugar-free chewing gum was created to reportedly satisfy a youngster's sweet tooth while also keeping gums healthy between dental visits. The gum, which comes in kid-friendly Original Bubble Gum and Strawberry Banana flavors, has been awarded the American Dental Association's Seal of Acceptance.

Wrigley Dental Care

wrigleydentalcare.com
Circle RS NO. 20



MORE GREAT PRODUCTS YOU WON'T WANT TO MISS...

Inside Look

INITIAL REVIEWS

Early adopters offer feedback on the E4D NEVO intraoral scanner and design center.



32

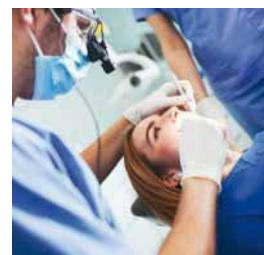


Benchmark

ISOLATION

CPS presents its review on Zirc Company's Mr. Thirsty isolation system.

40



Cements 360

CEMENT CHOICES

See key offerings from 8 manufacturers.

44



Features the Click & Cure™ function, which allows a change from cordless to corded operation.

Curing light

Fun curing light colors

Now available in fun blue and pink colors, the **Bluephase Style** is a lightweight and ergonomic battery-operated LED curing light that reportedly reduces strain and exertion during curing. Offering a light intensity of 1,100mW/cm² (±10%), the curing light's design allows users to hold it like a pistol or a pen, while the specially designed light probe reportedly increases accessibility to posterior teeth. Also, the Bluephase Style uses an inductive charging system, eliminating the need for battery contacts.

Ivoclar Vivadent Inc.

800-533-6825
ivoclarvivadent.com

CIRCLE RS NO. 21



Dental chairs

Comfortable patient seating

The **NuSimplicity™** patient chair reportedly offers dental professionals mobility and maneuverability, while also keeping patients relaxed and calm with its comfortable design. A narrow and tapered backrest allows the patient to recline at the operator's knee-level, reducing reaching and twisting and providing optimal access to the oral cavity. Additionally, the chair's base plate design permits operator stools to be placed closer to the patient. Also, dual touch pads located on the upper backrest allow operators to easily adjust patient posture without the need to stretch or reach for controls.

DentalEZ

866-DTE-INFO
dentalez.com

CIRCLE RS NO. 22



Dental app

Cloud-based patient referral solution

An easy-to-use, cloud-based, interactive platform, **iRefer** patient referral app streamlines interaction between referring dentists and specialists. Reportedly, iRefer provides dentists with a cost-effective method of communicating with referring practices and tracking patient care, plus offers a way to back up data for patient information. Additionally, free with iRefer subscriptions is iMarketplace, CloudDDS's online dental supply outlet. iMarketplace is said to offer high-quality, brand name dental supplies at significant savings over standard market prices.

CloudDDS

901-347-3104
clouddds.com

CIRCLE RS NO. 23



Sectional matrices

Thin, non-stick sectional matrices

Palodent® EZ Coat Matrices have a micro-thin, non-stick finish that offers easier removal. Additionally, greater matrix curvature aids in improving the anatomical accuracy of restorations and avoiding interference with the ring during placement. Introductory kits are available containing 100 matrices, 75 wedges, 30 wedgeguards, as well as one universal ring, narrow ring, forceps and pin tweezers.

DENTSPLY Caulk

800-532-2855
palodentplus.com

CIRCLE RS NO. 24





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MC-10132EC

Interested? Circle Product Card No. 25

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The system's compact V4 Wedge™ facilitates matrix adaptation and retention, plus provides a tight seal on the matrix at the gingival margin.

Matrix system

Capable of creating natural contours

The **Triodont V4 ClearMetal Matrix System** features the ClearMetal Matrix,™ a transparent matrix that offers the benefits of metal malleability. Hundreds of resin-filled “micro-windows” permit light to pass through the stainless steel matrix, allowing for the lateral, interproximal and occlusal initiation of imprint-free composite curing in Class II restorations. The durable and easy-to-clean V4 Ring™ comes in molar and premolar sizes, and is said to offer optimal grip over the full range of embrasure Class II cavity sizes and shapes, as well as severely compromised teeth.

Ultradent Products Inc.

888-230-1420
ultradent.com

CIRCLE RS NO. 26



Delivery system

Eliminates unnecessary movements

The new **A-dec 400** is a combined delivery system and dental chair designed to complement other A-dec product lines, such as A-dec 500 and A-dec 300. Offering an ambidextrous configuration to accommodate doctor preferences, the A-dec 400's Radius delivery and support modules smoothly and quickly rotate around the chair for maximum compatibility. The A-dec 400 features front and back mounting locations for the delivery system and side-support modules, plus doctors may Radius-mount a light, control, cuspidor, assistant's arm, and monitor. Apart from the mounting locations, doctors can pick from three A-dec dental lights and factory-installed ancillaries that can be pre-integrated into the delivery system and pre-wired for the touchpad controls.

A-dec

800-547-1883
us.a-dec.com

CIRCLE RS NO. 28



Dental app

Streamline patient registration

A new universal version of **MacPractice Clipboard** is available for the iPad and iPad Mini. Using the app, users can print straight from their iPads, plus Clipboard now allows offices to offer multiple consent forms for patient review and signature. The app reportedly leverages the ease of use in Apple iPad and iPad mini by reducing the use of paper and the input of redundant data. Designed to streamline patient registration, MacPractice Clipboard removes the need for patients to provide identical information multiple times.

MacPractice
402-420-2430
macpractice.com
CIRCLE RS NO. 27



Fluoride disks

Easily inserted in formerly inaccessible areas

Phocal fluoride disks are thin, round and can be effortlessly inserted between a patient's teeth to deliver a concentrated dose to formerly inaccessible areas. The Phocal disks are available in two forms. Phocal Apf disks, which contain 0.103mg of sodium fluoride and .009mg of hydrogen fluoride, are said to induce a low pH environment that etches and cleans tooth surfaces, while also facilitating deep penetration of fluoride and stimulating remineralization. Phocal pHn disks, which contain 0.122mg of sodium fluoride, are reportedly less acidic, making them well suited for ceramic crowns and tooth-colored restorations because they won't etch ceramic, but still induce fluoridation and remineralization.

Colident
888-746-2253
phocaltherapy.com
CIRCLE RS NO. 29





Dental app

Facebow app for routine or complex cases

Available in the Android Market, the **Virtual Facebow app** reportedly provides a simple, effective and affordable method of aiding in diagnosis and treatment planning. Designed by Dr. Les Kalman, the app serves as an esthetic tooth guide before treatment, plus acts as an educational guide for dental students or patients undergoing treatment. The app allows users to position the upper maxillary cast in an accurate spatial relationship relative to anatomical reference points, establishes the lower mandibular cast to the upper with an accurate occlusion, and reinforces the anatomical bearing of tooth, arch and cast positions.

Virtual Facebow
facebook.com/VirtualFacebow
CIRCLE RS NO. 30



Casebook

IPS e.max casebook for dental waiting rooms

Said to be ideal for waiting rooms, this new **IPS e.max casebook** offers high quality before and after images from patients who have undergone treatment with the IPS e.max system. Reportedly designed to be simple and versatile, the IPS e.max system offers durable materials for PRESS and CAD/CAM techniques. Individual products in the popular system include IPS e.max Press, IPS e.max ZirPress, IPS e.max CAD, IPS e.max Ceram, and more.

Ivoclar Vivadent Inc.
800-533-6825
ivoclarvivadent.com
CIRCLE RS NO. 32



Mobile app

Versatile, solution-based mobile app

Designed to enhance patient care, grow dental businesses and streamline office protocol, this **mobile app** offers a diagnostic and solution-based approach to streamlining collections, scheduling and more. The app reportedly offers a diagnostic and solution-based approach, focusing on solving the problems dental practitioners face everyday. Additionally, the app is said to bring in money 24/7, increase patient retention, help optimize scheduling for monetization, and more.

Dental Anywhere
866-767-4582
dentalanywhere.com
CIRCLE RS NO. 31



Cartridges

Easy installation of cartridges

Created to replace the Plug & Press® System of foil bags, the new **Jumbo Cartridge** is said to offer easier installation of cartridges to automixers at a high safety standard, plus more efficient dynamic mixers. Additionally, material properties are retained without changes to formulations, plus the Jumbo Cartridges can be used with all commonly available delivery systems.

Kettenbach LP
877-532-2123
kettenbach.com
CIRCLE RS NO. 33





Millable blocks

Chairside millable blocks improve anterior esthetics

CEREC C In Blocs are said to eliminate CAD/CAM limitations caused by the interaction between the translucent incisal area in the visible anterior tooth region and chromatic dentin. The blocks consist of an inner core of highly chromatic dentin-like ceramic encased in a translucent ceramic layer that looks like natural enamel. While the cores are modeled after the dentin in natural teeth, the tooth's outer shape is created using the CEREC software's patented Biogeneric process, said to ensure an optimal anatomical fit. Extra software algorithms precisely position the restoration in the block, reportedly ensuring the exact, user-selected tooth color and that an esthetically pleasing, lifelike restoration is achieved.

Sirona Dental Inc.
 800-873-7683
 cereconline.com
 CIRCLE RS NO. 34



Patient packs

Zipper bags for patient giveaways

Printed with a healthy smile design, **SmileGoods® Smile Patient Paks™** are empty, 4½" by 10" vinyl zipper bags dentists may use to fill with patient giveaways. The bags come in 72 per case with three assorted zipper colors.

Practicon
 800-959-9505
 practicon.com
 CIRCLE RS NO. 35



Endodontics

Efficient, precise endodontics

TrueCal is now part of the company's line of endodontic products for general dentists and endodontic specialists. A 35% calcium hydroxide paste, it offers a 12.5pH and is reportedly well suited for intermediate inter-appointment canal treatments, plus acts as an antimicrobial agent for apexification procedures. It is syringe-delivered with an EndoFlex Tip designed for efficient and accurate placement.

Clinician's Choice
 800-265-3444
 clinicianschoice.com
 CIRCLE RS NO. 36



Pouches

Pouches feature closure validators

The new **PeelVue+ TEAL** pouch size is well suited for steri-mats, steri-cages and five instrument cassettes. The 7 1/8" x 13 13/16" pouches feature external and internal chemical indicators, plus they are said to be the only products of their kind that guide the user to the proper close with 'Closure Validators.' Like other PeelVue pouches, this new addition fulfills the CDC's guidelines for disinfection and sterilization in health care facilities.

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 CIRCLE RS NO. 37



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KISCO Dental
800-325-8649
kiscodental.com
CIRCLE RS NO. 39



Ultrasonic insert

Greater access, less hand fatigue

Said to be well suited for removing light to medium debris, the **Big Easy** ultrasonic insert is currently available in a 30kHz, thin-tip style. A thinner profile reportedly allows greater access to subgingival pockets and tight interproximal areas, while the medical grade silicone grip's wide diameter decreases hand fatigue. Also, the tips are compatible with most magnetorestrictive handpieces.

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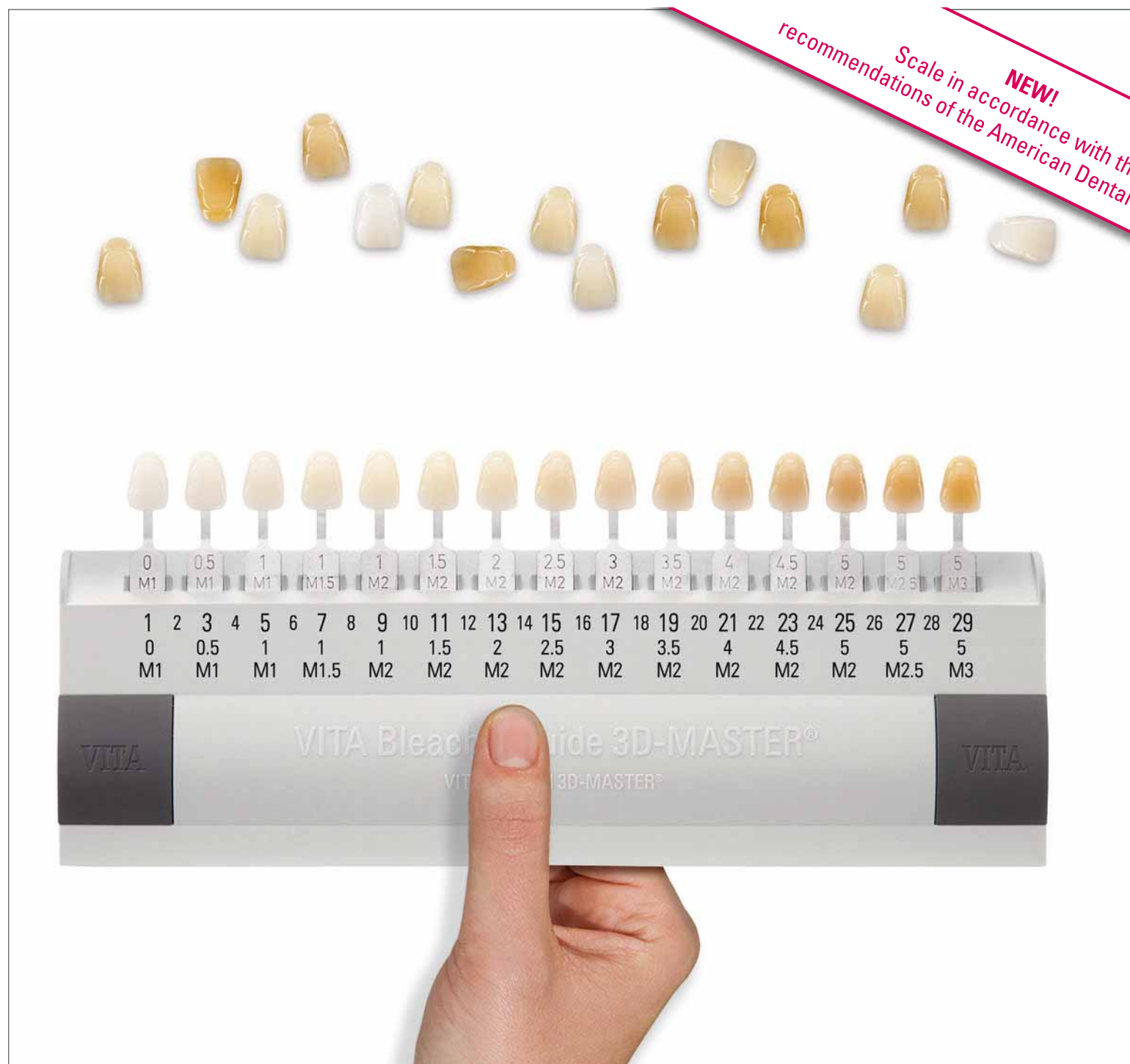


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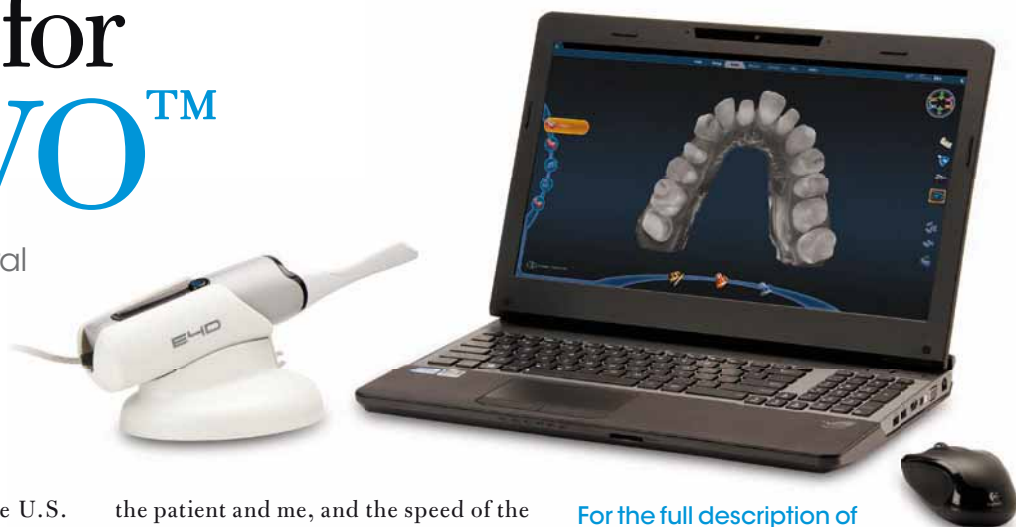
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Initial reviews for E4D[®] NEVO[™]

Early adopters offer feedback on the intraoral scanner and design center.

SUBMITTED PRESS RELEASE



Dental professionals in the U.S. recently got a sneak peek of the new E4D[®] NEVO[™] Scanner and Design Center, created by D4D Technologies LLC, and exclusively distributed by Henry Schein Inc. (NASDAQ:HSIC). The product, unveiled last month at Henry Schein Dental's National Sales Meeting, received rave reviews by dental professionals using the system for the first time.

Gary Kaye, DDS, FAGD, founder and principal dentist of New York City-based Kaye Dentistry, recently hosted a hands-on demonstration of NEVO for leading dental professionals.

"The technology that E4D has developed, particularly the scanner, is just incredible," Dr. Kaye said. "Scanning inside the mouth with most systems is very difficult to do. With NEVO, one of my associates used the new wand, and after just a few minutes was immediately getting outstanding and accurate results."

That new associate, Sarah Jafari-Namin, DMD, MS, Prosthodontics, offered the following assessment:

"The system was very easy to use," Dr. Jafari-Namin said. "The handpiece is much lighter than before, which made it easier for

the patient and me, and the speed of the NEVO E4D system is outstanding."

"The early reviews of E4D NEVO are terrific, and we at Henry Schein Dental are very proud to be exclusively offering this new solution to our customers," said Tim Sullivan, President, Henry Schein North America Dental Group. "The introduction of E4D NEVO requires the support of a knowledgeable team working together to ensure that dental teams across the United States see and understand the product's considerable benefits to patients. We look forward to bringing E4D NEVO into our customers' practices."

Among the other professionals who enjoyed a sneak preview were: Dr. Bryan Couch, DDS, from Complete Smiles Dentistry, Texas; Dr. Curtis Jansen, DDS, from CEJ Dentistry, Calif.; Dr. Alex Schaap, DDS, from Kaye Dentistry, N.Y.; and Dr. Edmond Suh, DDS, from Supremia Dentistry, N.C.

"How can dentists treat their patients better? Well, this is one CAD/CAM technology that they should be looking at," Dr. Couch said.

The new NEVO system is "very fast, very forgiving, and the erase feature is over the top," Dr. Jansen said.

"As the technology advances, I think it's a winner," Dr. Schaap said.

For the full description of E4D NEVO, see page 6.

The NEVO Scanner technology is based upon years of experience with powder-free image capture in the intraoral environment and is the first scanner to use E4D's patent-pending blue laser technology, which provides exceptional quality of data capture, video-rate speed and ease of use.

"For years the industry has been on the precipice of fully embracing digital chairside dentistry," said Dr. Suh. "NEVO should give those who have been tentative the ability and confidence to now jump."

"We are very pleased to hear positive reviews from experienced, highly regarded dental professionals who recognize the critical importance of CAD/CAM technology for both the practitioner and patient," said Gary Severance, DDS, Chief Marketing Officer, D4D Technologies. "With NEVO, practitioners can be confident that they are providing the highest quality patient care with exceptional patient comfort. We are delighted to hear our first NEVO users confirming these qualities."

For additional information about the E4D NEVO Scanner and Design Center, please visit E4D.com or henryscheindental.com. ●



Easy to use

The lightweight handpiece makes the process easier for both the dental professional and the patient.

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I MADE THAT:

Demi Ultra

An interview with Stacy Wyatt, product manager for Kerr's new Demi Ultra curing light.

Compiled by RENEÉ KNIGHT



STACY WYATT
PRODUCT MANAGER

A curing light should be ready to go when you need it, even if you forgot to charge the battery the night before. You need your curing light to work while the patient is in the chair, and with the new cordless curing lights that run on batteries, that kind of availability can be a challenge.

That's the problem the team at Kerr set out to solve five years ago when they began the development process for the new Demi Ultra curing light. They wanted to design a curing light that is available at all times, and that's what they've achieved with the Demi Ultra.

Here, Product Manager Stacy Wyatt gives us a look behind the scenes at how this product was developed and what it means for your practice.

Q: How does the Demi Ultra address the charging issue that tends to be a problem with cordless curing lights?

A: Instead of using batteries, we used a U-40 Ultracapacitor. There have been advancements in this technology that allow it to store more energy, and those advancements have made it possible to fit it in a hand held device. With this technology, the Demi Ultra re-energizes in less than 40 seconds, which takes that variability out of the equation, the charging aspect of a battery. The Ultracapacitor has a super long life and lasts eight times longer than a battery. It will last for the life of a light, and you don't have to worry about batteries or needing to charge it for long periods of time. But if you do leave it on the charger it won't shorten the lifespan like with other curing lights. Dentists don't have to be concerned at all about how they're using it.

Q: What features are you most proud of?

A: I would have to say the C.U.R.E. technology. It reduces the energy required to create the same output. The Demi Ultra has the same performance as the Demi Plus as far as wavelength and output, yet the Demi Ultra uses half the energy to do it. That's the cool thing about it. It can achieve the same uniform depth of cure. The Demi Ultra cures two mm in five seconds, but it does so much more efficiently. That's what I'm most

proud of. It cures quickly and well but does it more responsibly. Many curing lights have LEDs in the handpiece that generate light that travels down a glass light guide. That's not efficient, and you lose 50 percent of the output. So we moved the LEDs to the tip to avoid all that waste. That's how we can create the same output with half the energy, and that means less heat for the patient. One thing a glass light guide does is it blends light, so you do lose that effect a little when you put the LEDs in the tip. We've added a Total Internal Reflector (TIR) lens. It's like a prism and blends the light at the tip so that when it comes out, it comes out as a more uniform beam, so you're getting a uniform cure with less heat.

Q: What were some of the biggest challenges you faced in developing the Demi Ultra?

A: One is the fact that ultracapacitors don't store as much energy as a battery. So with a battery light you can get 60 minutes of run time or more and with an ultracapacitor you're getting 25 10-second cures. We had to make sure we could achieve that and make sure the run time was feasible. But the great thing is if you do go past that run time, it only takes 40 seconds to re-energize and then you can use it again.

Another challenge is our Demi Plus unit has a fan in the handpiece. When you have a fan you need a vent to circulate air and keep the LEDs cool. We don't have a fan or a vent at the tip. We have a heat sink on the tip to keep the LEDs from over heating.

The Demi Ultra is fully sealed. We didn't want to sacrifice ergonomics; we knew we needed to keep the handpiece lightweight but that we still needed to protect its electric components from being damaged by fluids. We created a frame that is made of metal and plastic that fits together to fully seal the handpiece. The challenge was getting those parts to fit together. It took a while to get it right so the handpiece was protected without sacrificing the ergonomics Demi products are known for. That was the biggest challenge we overcame in the development process.

Q: What other features would you like our readers to know about?

A: One feature the Demi Ultra has that brings peace of mind is a radiometer built into the charging doc. The radiometer instantly communicates charging output and lets dentists know if they need to clean the tip before curing. The user interface is another great feature. We wanted to keep it very simple, so we have one mode and three curing durations. You turn it on and it's ready to go. We also have a silent mode feature that many people appreciate. ●



Kerr Corp.

The Demi Ultra LED Ultracapacitor Curing Light System features U-40 Ultracapacitor technology said to re-energize to full power in less than 40 seconds, offering optimal convenience. While ultracapacitors are similar to traditional batteries in many ways, they do work differently. In addition to re-energizing quickly, they are able to maintain their energy capacity year after year. For the dentist, this means more convenience, efficiency and reliability. The curing light also features proprietary C.U.R.E.™ Technology (Curing Uniformity and Reduced Energy), which is said to provide uniform depth of cure with industry-leading low temperatures. Its enhanced collimation delivers more predictable curing power that is less sensitive to the positioning of the tip, while the more uniform beam generates a more consistent depth of cure. Other features include: durable, lightweight construction; comfortable ergonomic design; sealed, fanless design; two-button operation; and a fully-integrated radiometer.

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I MADE THAT:

DDS Rescue

An interview with Liptak Dental Services President/CEO Kenny Schwing about the development process behind DDS Rescue.

Compiled by RENEE KNIGHT



KENNY SCHWING
PRESIDENT/CEO, LIPTAK
DENTAL SERVICES

The idea for DDS Rescue came from several meetings with the management team at Liptak Dental, a specialized Dental IT Business. All partners have extensive experience in the dental industry and wanted to find a way to save dentists' data and to give them the ability to retrieve that data instantly.

The team found that 80 percent of dental offices they surveyed didn't back up their data at all, hadn't backed up in months or had corrupt files. Too many dentists had nothing saved and were losing their data everyday. The DDS Rescue System was developed to eliminate that problem.

Here, Liptak Dental President/CEO Kenny Schwing tells us about the development process and the strong team behind DDS Rescue:

Q: How long was the development process?

A: Three years. We had to be certain the software and hardware would work properly in the dental office. Then we had to put together the support team that would install the units, monitor them daily, communicate directly with dentists in the event of a problem and be available 24 hours a day to respond to disaster situations. Part of that time was devoted to working closely with two of our vendor partners to establish the proper approach to the dental community. Not only did Liptak Dental need the proper support, the dealers also had to be prepared. During the initial stages, we had the opportunity to work closely with a few dentists to test the system and prepare it for a national introduction.

Before a sale is consummated, Liptak Dental performs a Server Health Check. This procedure determines the size of the data stored on the dentist's hard drive and, most importantly, determines the condition of the server. Most dentists don't realize that 100 percent of all hard drives fail. Unfortunately, no one knows when, so we review the dentist's hardware and advise them of the results. This is an extremely important step and is a free service sponsored by our dealer partners.

Q: What were some of the challenges during the process?

A: It was difficult because we were not interested in offering a typical backup service. We wanted to offer a Business Disaster Recover (BDR) system like big businesses use, but at an affordable price. We started with software that captured everything on the hard drive, and then built everything else around it.

DDS Rescue takes a snapshot of the entire hard drive, including the operating system, data, x-rays, photographs, Quick Books, patient education programs, passwords and favorites. It captures everything every hour and saves it on site and, at night, online to two secure data centers. Even if a dentist's building is destroyed, we can give him or her access to everything, in about 10 minutes, anywhere in North America. We can restore the hard drive on a new DDS Rescue Unit and FedEx it to him or her overnight. In the meantime, we give the dentist access to the data online.

For the entire system to work properly, it took a long time to determine what was needed, from how many people would support the system, to the proper steps from the Health Check to the installation, to installing it properly and quickly and offering it at an affordable price.

The major challenge was finding a process that allowed us to install the system properly. We found dentists were using backup programs that didn't work because their equipment was old, didn't function properly or had other problems. During the testing stage, we had issues because DDS Rescue identifies problems and sends Liptak Dental messages with the information. Almost every installation had a situation. We, as a group, identified the problems, looked for solutions and implemented them.

Now, Liptak Dental performs the Health Check on the server, prior to the sale, so we can determine the condition of the server and the speed of the Internet service. If something negative shows up during our test, we notify the doctor and advise him or her to have an IT Specialist correct it. Once DDS Rescue is installed, Liptak Dental monitors the unit 24/7/365 and will notify dentists if something fails within their server. Making this entire system function properly and efficiently was a huge challenge.

Q: What key features are you most proud of?

A: There are many features I'm proud of, including the fact the system is owned by, designed by, maintained by, serviced by and distributed by dental people. We make decisions based upon the dentists' needs. The unit on site is actually a replacement server that can be activated and used when a disaster happens. The DDS Rescue technical team is available to "fail over" to the DDS Rescue Unit and have data accessible in about 10 minutes. Traditional backup services may take 5+ days to

Liptak Dental Services

The DDS Rescue data recovery solution is a business continuity solution that includes an onsite failover server, cloud backup and 24-hour system monitoring. DDS Rescue is designed to duplicate programs and data so that in the event of server failure, theft, power loss or natural disaster, a dental practice can be back up and running in as little as 10 minutes by using the failover server or viewing patient information online. DDS Rescue comes with a 3-year warranty.

CALL: 877-547-8251

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CIRCLE: RS NO. 47

SCAN:



restore and that's only if the backup is working properly.

DDS Rescue can retrieve just one file when needed. Dentists and their staff accidentally delete files regularly. When that happens, we can find the file and reload it. Not only that, DDS Rescue reboots and verifies the backup every night. And when a problem occurs, one of our technicians calls the dentist. If we can't reach anyone, we send an e-mail and continue to call until someone answers. We also notify the dealer that sold them the DDS Rescue System.

We also backup and store everything on the hard drive. Most dentists have no idea how long it will take to get running again when their hard drive crashes. They have a false sense of security that everything can easily be fixed. Unfortunately, they learn the reality of it when a disaster happens.

We are very proud to protect the dentist's most valuable asset, securely, safely and that we can restore it when they need it most. We are also proud to have won the Pride Institute "Best in Class" Award in Technology for 2012.

It's important to note that DDS Rescue is HIPAA compliant and secure. All dentists need to know and understand HIPAA.

Q: How does DDS Rescue make a dentist's life better?

A: That's easy. There is no asset more valuable than their data. It pays for their homes, their children's education, their vacations, their toys, their staff's expenses, everything. We make their lives better because they don't have to worry about losing their data or not being able to restore it when they need it. We care for their data 24/7/365. They don't have to do anything except dentistry. ●

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Dr. Joe Blaes "Pearls for your Practice"

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“...it’s just too easy and too predictable to pass up.”

One clinician’s take on 3M ESPE’s RelyX Luting Plus Resin Modified Glass Ionomer Cement

Compiled by RENEE KNIGHT



RelyX Luting Plus Resin Modified Glass Ionomer Cement

Cleanup of excess cement can take seconds, not minutes, with 3M™ ESPE™ RelyX™ Luting Plus Cement. It’s reportedly the first RMGI cement with a tack light cure option for fast, easy cleanup. Available in the dentist-preferred Automix system or the convenient Clicker™ Dispenser, the cement offers high bond strength, virtually no post-operative sensitivity, sustained fluoride release and enhanced marginal integrity.

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DR. CHRISTOPHER RAMSEY

Jupiter, Fla.
PRACTICING FOR 14 YEARS

As a longtime user of RelyX Luting Cement, Dr. Christopher Ramsey is a fan of the recent addition of a photoinitiator to create RelyX Luting Plus cement. Dr. Ramsey explains why this cement is now more convenient and versatile than ever.

What kind of cases do you like to use this cement for?

It’s my go-to cement for anything that has a core—zirconium or metal. I think there’s something to be said for a cement that’s been around a long time and has a proven track record. Today, with full contour zirconium being the most commonly requested restoration in the industry, it’s important to have a predictable cement to use with these cases, and I find this material to be very predictable.

How does the addition of a photoinitiator affect the product’s convenience?

Adding the photoinitiator was huge. When you look at where we are with bonding and curing lights and all the great products that are making our lives easier, adding a photoinitiator was obviously the next step for this product. We all wanted that. People who use glass ionomer cement already love it, but now, to be able to tack cure excess cement, peel it off and let the rest self cure underneath the restoration is huge.

What type of dentists do you think this cement appeals to?

When you look at all the different generations of dentists, there are people who have been practicing a long time, and

they want to stay with what they know. On the other hand, newer dentists are saying, “I’m practicing in a new generation of dentistry, and I want to be able to use my curing light to move along quickly.”

From both angles, RelyX Luting Plus cement is a great solution. It’s been around a very long time; it has a proven track record; there’s fluoride release—all the things that make glass ionomer cement great. Now that it has a photoinitiator, the technology has really advanced for those convenience-minded dentists, and it makes excess cement removal even faster. There’s nothing I’d rather use when I’ve got something that has a core—it’s just too easy and too predictable to pass up. ●

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Zirc Company's Mr. Thirsty

Contemporary Product Solutions presents its review on this isolation system.

by CONTEMPORARY PRODUCT SOLUTIONS



MR. THIRSTY

Mr. Thirsty™ attaches directly into the HVE and retracts the tongue and cheek from folding in or laying over the work area, while removing fluids and debris. When the device is in use, the assistant is able to perform other tasks in the operatory, such as seating patients or taking x-rays. Hygienists can reportedly work during prophies and root planings without interruption to use the saliva ejector. The device is portable and available in a variety of kits.

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ABOUT THE REVIEW

With the combination of the world's leaders in their field, Contemporary Product Solutions' dexterous, knowledgeable and experienced leadership team maintains a sharp eye for emerging products in the field of general and restorative dentistry by providing a "Total Office" perspective of clinical information and application, incorporating photographs and videos to assist chairside procedures for better patient results. CPS (cpsmagazine.com) will continue to evaluate one product at a time with professionalism, integrity and a commitment to excellence.

The CPS Evaluation Team combined product reviews for the entire team consisting of dentists, assistants, hygienists, patient coordinators and the dental laboratory to review this product:

CPS produced the following comments and reviews following its evaluation of Mr. Thirsty by Zirc Company:

Dentist comments

- “A great alternative to Isolite, without the price”
- “I liked the isolation, and ease of use”

Assistant comments

- “It frees the assistant up to not have to hold the tongue or cheek so much, and it keeps everything visible.”

- “It supplied excellent access with a dry field. Patient was comfortable. It was easy to place.”

Hygienist comments

- “Main suction on inside face of mouthpiece, which was less likely to get clogged. Hooked directly to high volume”
- “The best thing about Mr. Thirsty is no extra hoses to contend with.”

Description

Zirc's Mr. Thirsty provides evacuation, isolation and retraction in a single device. Mr. Thirsty provides patient with comfort, gives the clinician a clear working field, eliminates the constant interruption to use the saliva ejector, and allows the assistant to perform other duties.



“This is a great alternative and very effective isolation device, and inexpensive compared to Isolite.”

-Dr. Phillip Talley and Team

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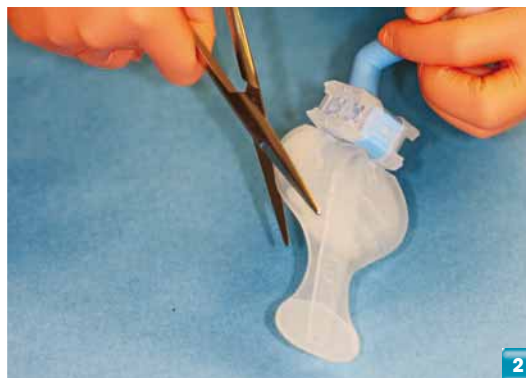
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1. Assemble Mr. Thirsty by placing the bite block into the plastic tubing.
2. Trim tongue shield if desired.
3. Position the Bite Block toward the center of the patient's mouth. Insert and move the Bite Block laterally while folding the larger part of the Tongue Shield between the incisal edges of the anterior teeth.
4. Position the narrow neck of the Tongue Shield behind the last molar. Position the cheek retractor so that it is inside the mouth retracting the cheek. Have patient bite down. Turn on HVE and begin treatment.

How it works

Mr. Thirsty attaches directly to the operator's existing HVE valve and retracts the tongue and cheek, preventing them from folding in or impinging on the working area while removing fluid and debris. It can be moved to any operatory or dental office. Two parts of Mr. Thirsty require sterilization (the other parts are disposable).

Packaging

It is available in a number of kits, including the Try Me Kit, which comes with everything necessary to get started with Mr. Thirsty.

Clinical indication

Zirc's Mr. Thirsty provides evacuation, isolation and retraction in a single device.

Evaluation team feedback

The CPS evaluation team consisted of 12 offices and used more than 200 patients to evaluate this product. Almost all the evaluation team members felt Mr. Thirsty was a great alternative to the Isolite. Seven of the 12 evaluators have the Isolite in their practice and commented for the price, Mr. Thirsty was a very close second in comparison.

Several evaluators commented the best part about Mr. Thirsty was there were no extra hoses to contend with. Some commented they wished they had different sizes in the Try Me Kit. One evaluator said, "Would be great if it was thicker at the bend area to prevent tongue from getting underneath." Most patients commented on how comfortable Mr. Thirsty was and that the suction was very good. One dentist commented he "would gladly pay more for a solid single piece of metal and wish you didn't have to replace the bite block, just the tongue piece."

Almost all the evaluators said they would recommend Mr. Thirsty to their colleagues. Several team member evaluators would love to see more cool colors to enhance the patient's interest. ●

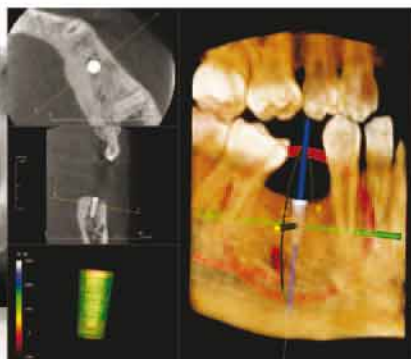
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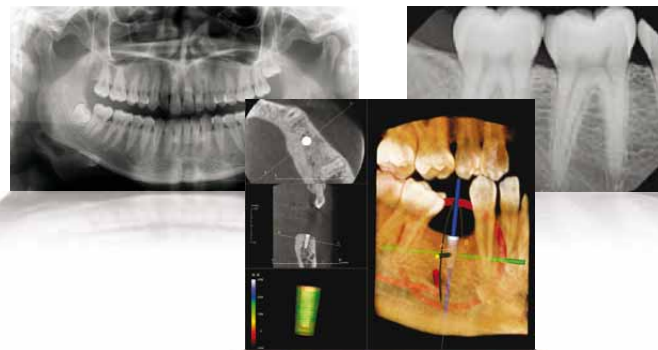
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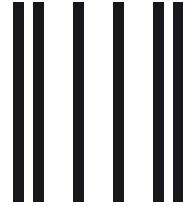
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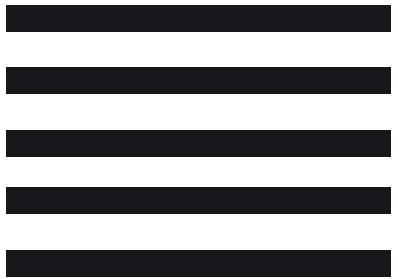
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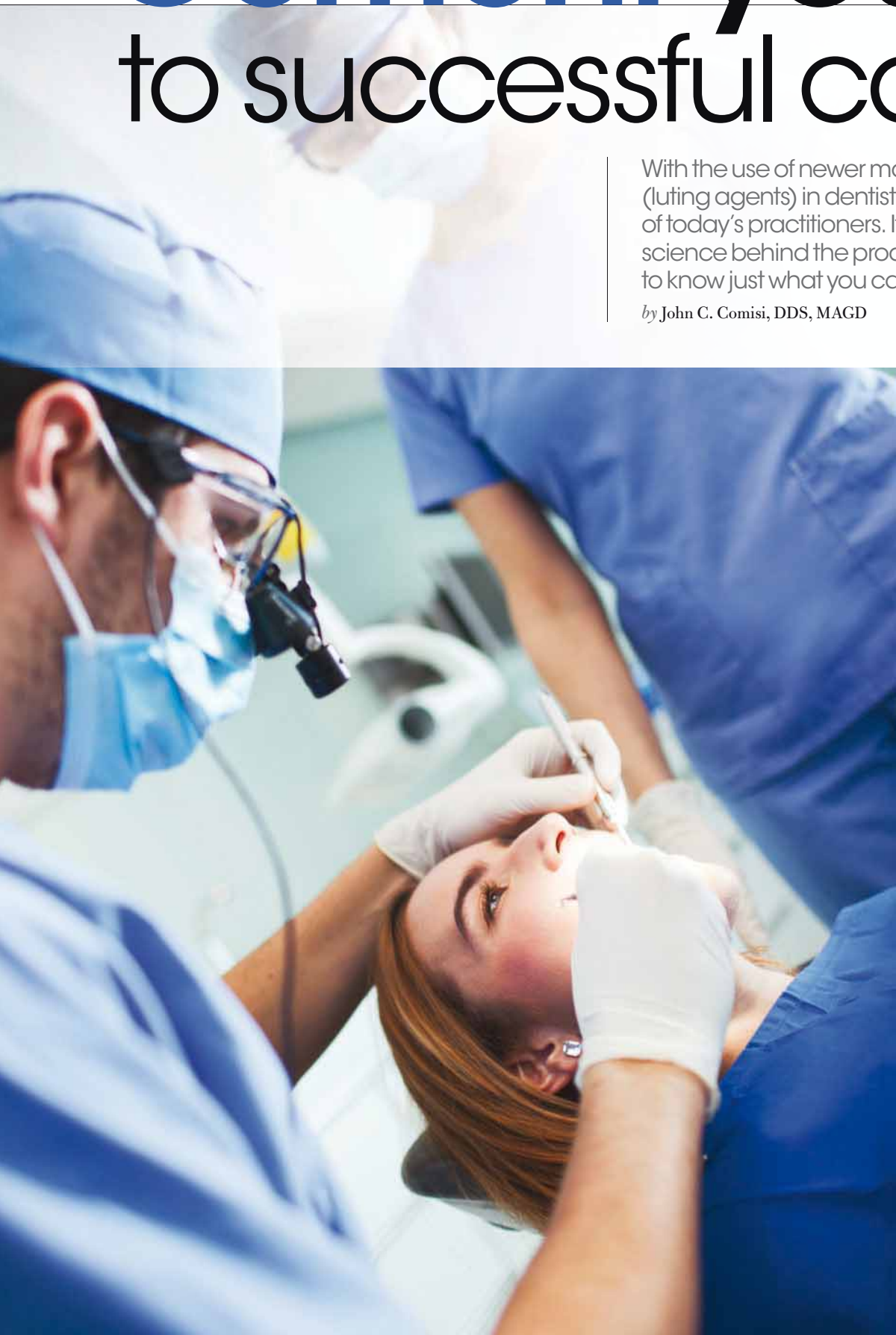
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Cement your way to successful care

With the use of newer materials on the rise, the world of cements (luting agents) in dentistry has rapidly evolved to meet the needs of today's practitioners. It's more critical now to understand the science behind the products and behind the materials, and to know just what you can expect from the products you use.

by John C. Comisi, DDS, MAGD



The world of cements (luting agents) in dentistry is rapidly evolving. Years ago we had it fairly simple. There were three basic types of cements; cements based on Zinc Oxide (ZOE, ZOP and Polycarboxylate), cements based on Alumino-Silicates (glass ionomers and silicate cements), and eventually resin cements. Life also was simpler because the substrates we were trying to cement to tooth structure were basically one of two types: metal (castings/porcelain fused to metal casting) or “Porcelain Jacket” (PJC) type crowns. These PJs were brittle and problematic, but they were certainly a leap forward, from an esthetic viewpoint. Resin cements gained favor over the course of time because they worked well for both retentive and “non-retentive” preparations. But they also had their inherent challenges as well, because some bonding agents and resin cements created, in some cases, sensitivity.

Fast forward to today. With the introduction and use of our newer ceramics (lithium disilicate, zirconia, etc.) to add to our traditional full cast and PFM crowns we have added a bit of complexity. We now need to understand the steps necessary to get the lithium disilicate- or zirconia-based crowns to properly adhere to the luting cements we are using. How best do we prepare the intaglio surface and the prepared tooth for cementation and which type of luting agent would be best? In addition to the three luting agents previously mentioned, the recent addition of many new resin modified cements, continued improvements to our resin cements/bonding systems and the introduction of a “nanostructurally integrating cement” bring many new interesting considerations to the cementation equation.

Which claims are valid? How easy or difficult are these materials to work with? What type of longevity can we expect from them? Understanding the science behind the products and behind the materials we intend to use are more important than ever. Bottomline: 1) Understand if your preparation is a retentive or non-retentive type. 2) Understand how to prepare the intaglio surface properly before cementation. 3) When in doubt, read the instructions. That is what they are there for.

On the following pages you'll find some of the newest and best cements available, along with testimonials from clinicians and industry insights from some of the manufacturers. For even more on cements, go to dentalproductsreport.com. ●

PHOTO: TEMPURA / GETTY IMAGES

FEATURED PRODUCT

3M™ ESPE™ RelyX™ Ultimate Adhesive Resin Cement

3M™ ESPE™ RelyX™ Ultimate Adhesive Resin Cement delivers bond strength, ease of use and world-class esthetics. Used in combination with 3M™ ESPE™ Scotchbond™ Universal Adhesive, the two products provide exceptional strength and simplicity. Requiring fewer working steps, RelyX Ultimate cement's formulation includes an integrated component that activates the dark cure function of the adhesive and eliminates the need for an additional activator. Approved for a wide range of indications, RelyX Ultimate cement is well suited for CAD/CAM and glass ceramic restorations.

3M ESPE

800-634-2249 • 3MESPE.com/RelyXUltimate



RS NO. 54



Q&A WITH THUY TRAN

Scientific Affairs Manager for 3M ESPE



Q: What is the most frequent question you hear about this category?

A: Dentists often ask whether there is an easier way to perform adhesive cementation than the traditional use, which can consist of up

to six different components and multiple individual steps—all of which present potential sources for error.

Q: How does 3M™ ESPE™ RelyX™ Ultimate Adhesive Resin Cement seek to answer that question?

A: RelyX Ultimate cement has greatly simplified the adhesive cementation process by reducing the number of components used to only require two steps, which includes the use of one cement syringe—RelyX Ultimate cement—and one bottle

of 3M™ ESPE™ Scotchbond™ Universal Adhesive.

Q: What about this product helps dentists practice better dentistry?

A: RelyX Ultimate cement offers industry leading bond strength and reliable, reproducible results that provide dentists with security, even when cementing the most challenging indications.

Q: How is RelyX Ultimate cement leading innovation in this category?

A: RelyX Ultimate cement has been designed to work with Scotchbond Universal adhesive, which enables self-etch or total-etch application with the same bottle. It also has an integrated silane and zirconia primer, which eliminates the need for additional bottles and simplifies inventory management. In addition, the cement has an integrated dual cure activator that will self cure the adhesive once it comes in contact with the cement. This eliminates the need for another bottle. Fewer components and steps mean fewer sources for potential error and less chance of expired or missing products.

DR. JEFFREY BLANK

on 3M™ ESPE™ RelyX™ Ultimate Adhesive Resin Cement



Since I began using 3M™ ESPE™ RelyX™ Ultimate Adhesive Resin Cement when it was first introduced in early 2012, I have transitioned to using it almost exclusively. The reasons for this are many. Most notably,

it is compatible with any indirect indication. A number of practical features also help explain why RelyX Ultimate cement is so useful. It is dual cure and comes in a base paste/catalyst paste system. It can be dispensed conveniently through a

spiral mixing tip, which helps ensure the proper mix ratio of the two pastes. It handles well and cleans up well. A primary consideration for any cement is its bond strength, and RelyX Ultimate cement performs very well in this area, with strong test data on its adhesion to both dentin and enamel, in self-etch and total-etch modes.

The cement is designed to work in tandem with 3M™ ESPE™ Scotchbond™ Universal Adhesive, and the combination of these products provides a great way to streamline the adhesion process. Dentists who are tired of stocking multiple resin cements and adhesive systems—as well as learning the various techniques for all these products—now have a go-to system that eliminates these issues.

FEATURED PRODUCT

Ceramir Crown and Bridge

Ceramir Crown and Bridge is a bioceramic dental cement for permanent cementation of conventional prosthetics, including all-ceramic constructions with frames of aluminum oxide or zirconium dioxide (alumina and zirconia). This cement is easy to use, has excellent retention and provides a permanent and stable seal of the interface with a high pH for permanent acid resistance.

Doxa Dental Inc.

855-DOXA-USA • CeramirUS.com

RS NO. 55



Q&A WITH KELLEY REINFELDS

Director, North America Sales, Doxa Dental Inc.



Q: What is the most frequent question you hear about this category?

A: We often hear from doctors who are confronted with the growing number of choices in the cement world. They want to know if there's really something "new" in this category.

Q: How does your product seek to answer that question?

A: For decades, a doctor's main choice of cements has been GI, resin or some combination of the two. Many companies have significantly improved the offerings in the GI, resin, and RMGI categories, but no one company has really changed the game and offered a completely new technology platform for permanent cements. Doxa has done that in introducing Ceramir to the market—the first bioceramic cement. It uses biological concepts and operates with the same principles as natural remineralization. Because Ceramir works so differently than what was previously available, we seek to educate doctors as much as possible when discussing cements. It's not something that can be communicated in an ad. So, we work with study clubs, state-level and national meetings and help broaden the discussions on cements so it's not just about the older technologies. This focus on education has allowed us to reach many doctors on a much deeper level.

Q: What about this product helps dentists in their practice?

A: Ceramir is ideal to work with—no need for bonding, etching, primers, silane or special cleaners. It allows for easy seating, effortless clean-up, and the patient loves the lack of taste, smell or any sort of "zing" associated with other cements. In the long term, its excellent retention ensures years of proper function, while the patient also enjoys a complete lack of post-op sensitivity. By saving time and keeping the patient happy, the entire practice should benefit.

Q: How is your product leading innovation in this category?

A: Ceramir® Crown and Bridge is not just a better, stronger version of an existing cement. It really changed the whole category by bringing a new chemistry platform for cements to the market. Ceramir's unique calcium aluminate chemistry give it benefits that no other cement can claim—apatite formation and a permanent high pH are very clinically significant and unique in this category. Its nano-structural integration also makes it the ideal cement for zirconia, without the need for primers or special cleaners. Those aspects, combined with ease of use and patient preference because of no pain at placement or post-op sensitivity, make Ceramir truly innovative and unique.

FEATURED PRODUCT

Nexus RMGI

As the first RMGI available with advanced Nexus Technology, Kerr's Nexus RMGI provides an optimal gel state and 2-3 second tack cure capability to ensure easy One-Peel™ cleanup every time. The dual-adhesive system coupled with an optimized resin matrix delivers significantly higher bond strength to tooth structures and common substrates while enhancing the stability and marginal integrity of the restoration. It is delivered in a convenient automix syringe.

Kerr Corp.
800-537-7123 • kerrdental.com



RS NO. 56



Q&A WITH NICK DOMINICO

Product Manager, Permanent Cements



Q: What is the most frequent question you hear about this category?

A: One we hear often is, “does it require a desensitizing agent, like Gluma, to reduce the incidence of post-operative sensitivity?”

Q: How does your product seek to answer that question?

A: When it comes to cementation there are two main causes of post-operative sensitivity: 1) use of a separate bonding agent; and 2) improper mixing of the cement. Nexus RMGI is self-adhesive, so it does not require a bonding agent. In addition, Nexus RMGI has an auto-mix syringe delivery system, which ensures the cement is properly mixed every time, resulting in optimal physical properties with no post-operative sensitivity.

Q: What about this product helps dentists practice better dentistry?

A: RMGI is the least technique sensitive cement on the market. In addition, RMGI cements have the best

long-term clinical success while also being a low-cost alternative to resin cements. When appropriate, we think RMGI cements should be clinicians’ first choice.

Q: How is your product leading innovation in this category?

A: There are three complaints with the majority of RMGI cements on the market today: poor cleanup, low bond strengths and poor esthetics. Nexus RMGI’s Nexus Technology provides improved cleanup and esthetics while its dual adhesive technology drives its bond strengths to all substrates. The product also has the option to tack cure to expedite gel state, so excess cement can be quickly and easily removed. The stability of our initiator system—combined with the fact that Nexus RMGI is less soluble—results in a cement that is more color stable, which results in better esthetics. The product’s improved bond strengths combined with enhanced physical properties are indicative of superior marginal integrity, which results in better sealing and lower incidences of secondary caries at the margins.

DR. JOHN C. COMISI
on Nexus RMGI



“Nexus RMGI Luting Cement is an easy-to-use luting cement. In my clinical evaluations I found that dispensing was easy, cleanup was easy and post-operative sensitivity was non-existent. Overall Nexus RMGI Luting Cement is a great addition to my armamentarium.”

DR. GARY M. RADZ
on Nexus RMGI



“The Nexus RMGI is a great addition to our cementation options! We love the simple delivery system, the easy clean up...and the fact that our patients do not experience any post-operative sensitivity!”

FEATURED PRODUCT

Multilink Automix System

Designed for adhesive cementation techniques, Multilink Automix System offers an enhanced adhesive formula that allows for simpler cleanup of excess material using a quarter light curing technique. Additional features include a new shade, try-in pastes and room temperature storage. The cement is recommended for IPS e.max users.

Ivoclar Vivadent Inc.
800-533-6825 • ivoclarvivadent.com



RS NO. 57



Q&A WITH CHET SPIVEY

Director of Marketing -- Clinical



Q: What is the most frequent question you hear about this category?

A: What cement do I use where? With the vast number of cements on the market today, cementation selection can become very confusing. Should the restoration be bonded in place, or cemented in place?

When the choice is to “bond,” most dentists prefer to have one adhesive luting system that can be used for all types of restorations, regardless of indication.

Q: How does your product seek to answer that question?

A: Multilink Automix is a universal adhesive luting-composite system that can be used to bond all types of restorative materials to tooth structure (e.g. metal, zirconia, alumina, composite, lithium disilicate, etc.). Multilink Automix luting-composite features a self-curing initiator system with the option to light cure. As a result, the cement will polymerize completely without exposure to a curing light and regardless of the opacity, shade or thickness of the restoration. When exposure to a curing light is possible (e.g. curing through IPS e.max), the material may be light cured to speed the cementation process. In addition, the self-curing, self-etching dentin/enamel primer generates

immediate, high-level bond strengths to both dentin and enamel leading to long-term success.

Q: What about this category helps dentists practice better dentistry?

A: The introduction of new adhesive-luting systems with faster, easy application has led to more dentists bonding their restorations in place. This leads to higher bond strengths, improved seal at the margin and longer-lasting restorations, especially in the category of all-ceramics.

Q: How is your product leading innovation in this category?

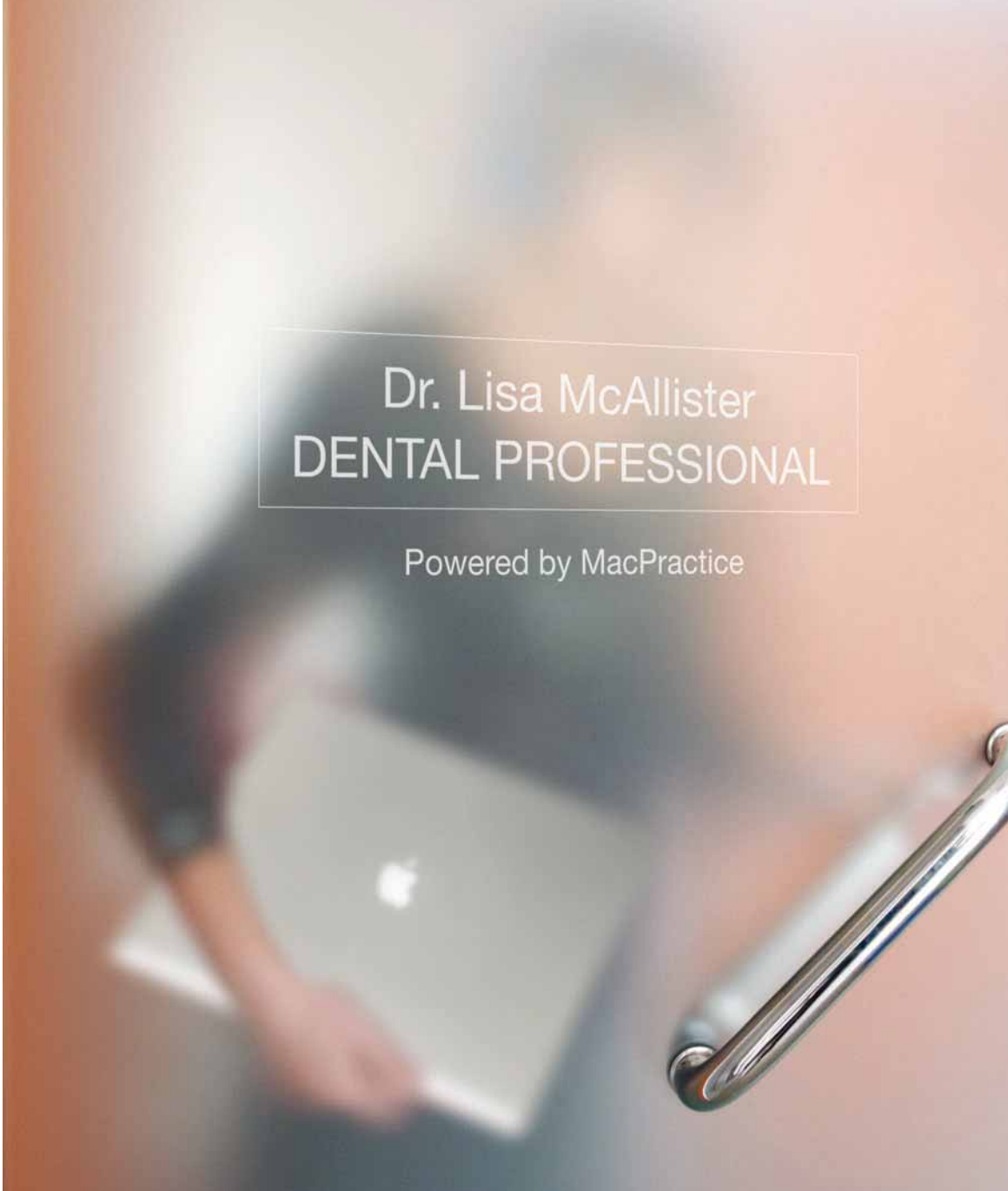
A: With a focus on an easy placement procedure, by limiting the number of steps without compromising bond strength or other physical properties, Multilink Automix has become the leading adhesive luting-composite system in North America.

DR. MICHAEL DITOLLA
on Multilink Automix System



“Since nearly 100% of the single-unit crowns that I have done over the last four years are fabricated from either full-contour zirconia or IPS e.max, Multilink Automix Next Generation (NG) is by far my preferred way to bond these restorations into place. Because it’s a self-cure resin cement I don’t

have to worry with a thick zirconia crown where I am not sure that a curing light could penetrate. And since it has a light cure option, I can cure for one or two seconds at each of the four line angles of the tooth, so that I can take advantage of its easy clean up during the gel state. Since it comes in four shades and three translucencies, there is no worry using it to bond more translucent restorations such as IPS e.max and IPS Empress. The NG chemistry also allows you to store the entire kit at room temperature, so you’ll never have to watch your assistant scamper off to the refrigerator when seating indirect restorations.”



Dr. Lisa McAllister
DENTAL PROFESSIONAL

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FEATURED PRODUCT

PermaCem 2.0

Using both chemical and mechanical adhesion, PermaCem 2.0 permanent cement is said to provide an exceptionally strong bond to zirconium restorations. The dual-curing properties of the cement provide a strong bond across all substrates. Formulated for easy cleanup, the optimized viscosity and no-drip formulation provide fast and easy removal of excess, resulting in less stress and chair time for the clinician. As a single-step cement, it provides the added benefit of not requiring etching.

DMG America

800-662-6383 © dmg-america.com



RS NO. 58



Q&A WITH WAYNE FLAVIN

Director of Scientific Affairs, DMG America



Q: What is the most frequent question you hear about this category?

A: The most commonly asked question that we get would be, ‘will your cement bond to zirconia?’

Q: How does your product seek to answer that question?

A: PermaCem 2.0 is a new self-adhesive resin cement with very special capabilities. The product is especially well-suited to zirconia-based ceramics because of its unique chemistry but also provides exceptional adhesion to all other substrates.

Today’s ceramic restorations provide the esthetics and strength that dentists want and expect; metal-free composition, high esthetics, superior physical properties for fracture resistance, all in a cost-effective package. The basis for these qualities comes from the structure of zirconia, which also presents the dentist with some challenges in cementation of these materials. Until recently, clinicians have had to accept compromises in reliability between adhesion and esthetics when working with zirconia based restorations. Unfortunately, many of today’s self-adhesive composite cements have not been ideally suited to achieving reliable cementation with zirconia.

PermaCem 2.0’s self-adhesive formula provides outstanding adhesive strength to zirconia without the need

for separate etching, priming or bonding steps. The secret lies in the material’s composition; the special adhesive monomer formula produces superior natural self-adhesion without the compromises associated with traditional permanent cements.

PermaCem 2.0 also provides exceptional adhesive strength to all other restorative materials as well, including silicate ceramics, metals, composite restorations or glass fiber reinforced posts. The ‘‘Flow 2.0’’ formula also provides for easy handling and exceptional excess removal, solving yet another problem that some self-adhesive resin cements present.

Q: What about this category helps dentists practice better dentistry?

A: Self-adhesive resin cements should provide a fast, uncomplicated way to securely cement virtually all of today’s modern crown and bridge materials in a single step. Using self-adhesive resin cements should take all of the guesswork out of cementing today’s all-ceramic materials and provide for fast and easy cleanup.

Q: How is your product leading innovation in this category?

A: PermaCem 2.0’s innovative molecular structure helps produce the highest shear bond to strength to zirconia of any other leading self-adhesive cement without the need for any additional steps or preparations. This strength and simplicity are the key features of PermaCem 2.0. Simplicity, strength and value are the hallmarks of DMG America’s PermaCem 2.0.

FEATURED PRODUCT

G-CEM LinkAce™

G-CEM LinkAce, the new generation of self-adhesive resin cement, has been optimized to provide a simple solution for the most common challenges clinicians face during indirect restorative procedures:

Optimal self-cure mode—Through a new advanced initiator system (chemical), G-CEM LinkAce reportedly offers the highest polymerization in self-cure mode; high bond durability in one step—The proprietary phosphate monomers of G-CEM LinkAce provide a high bond durability to zirconia restorations that actually increases over time; Exceptional color stability—G-CEM LinkAce shows very low water sorption and is HEMA-free, delivering exceptional color stability, making it well-suited for all-ceramic and lithium disilicate crowns; optimal wear resistance—Small homogeneously distributed particles give peace of mind when luting CAD/CAM and metal-free restorations; easy excess cement removal—Excess cement is easily removed after only a 1-2 second tack cure.

Delivered in double-barrel automix syringe, the cement is designed for the adhesive luting of all-ceramic, metal and composite indirect restorations. Automix tips for endodontic procedures are now included in every package. In addition to A2 and translucent, shade selection has expanded to include an opaque (AO3) and bleach (BO1).

GC America Inc.

800-323-7063 © gcamerica.com



RS NO. 60



FEATURED PRODUCT



SmartCem2

SmartCem®2 Self-Adhesive Cement is a two-component, dual-cure, high strength self-adhesive cement that contains fluoride. SmartCem®2 Cement combines esthetic shading with a self-etching adhesive, making it suitable for the permanent cementation of metal, PFM, resin/composite, ceramic and porcelain inlays, onlays, crowns and bridges and endodontic posts without application of a separate dentin/enamel adhesive bonding agent/system. Cured SmartCem®2 Cement is essentially hydrophobic, minimizing post-cure water sorption, solubility and hygroscopic expansion.

DENTSPLY Caulk

800-LD-CAULK © caulk.com

RS NO. 59



FEATURED PRODUCT

eCEMENT™

Designed to be a complete system for the easy cementation of lithium disilicate restorations, BISCO'S eCEMENT™ is a kit featuring high-strength resin cements formulated to provide esthetics at the margin and long-term retention of single- or multiple-unit restorations. The eCEMENT™ kit includes a combination of advanced and effective products coupled with all the components needed for cementation of lithium disilicate restorations. eCEMENT™ is compatible with crowns, bridges and veneers regardless of whether the restorations are milled or pressed. The cement also provides shade stability and is radiopaque. eCEMENT™ is an all-in-one kit designed to save time and money when placing lithium disilicate restorations.

BISCO Inc.

800-247-3368 © bisco.com

RS NO. 92



DR. DAVID HORN BROOK on eCement



The use of lithium disilicate (IPS e.max®) has become increasingly more popular over the last few years for both anterior and posterior restorations. Confusion, however, still exists in how these restorations should be cemented to provide optimal esthetics, retention and fracture resistance. BISCO has made it very easy to predictably cement these restorations by developing eCEMENT™, a lithium disilicate cementation kit.

This kit is comprehensive and includes all the components needed to successfully cement lithium disilicate restorations. The porcelain etch is a 4% buffered hydrofluoric acid that is used to treat the lithium disilicate surface. The consistency and handling is very easy to use compared with other HF acids. The dentin and enamel etch, SELECT HV® ETCH w/BAC is by far my favorite etch on the market. The consistency and viscosity is such that it can easily be limited to enamel only for those using a self-etching adhesive and want to increase the bond to enamel by etching, yet do not want to get any of the etchant on the dentin. It also contains Benzalkonium Chloride (BAC), an antimicrobial agent. The adhesive in this kit is ALL-BOND UNIVERSAL®. This is an alcohol-based single bottle system that can be used with either the total-etch or self-etching techniques.

The dual-cure resin cement is one of the very best on the market that I have worked with. It is excellent with a “Tack & Wave” technique and the excess easily peels away from the restoration margins after waving. The anterior light-cure-only cement comes in two shades: Translucent and Milky Bright. Overall, this is an excellent system, which includes everything you need to bond in a lithium disilicate restoration.

Q&A WITH PAUL L. CHILD JR., DMD, CDT

Executive Vice President BISCO Dental Products



Q: What is the most frequent question or concern you hear from dental professionals about this category?

A: Most often we get asked about the proper protocol for cementing ceramic-based restorations: “When can I cement?” versus “When should I bond?” Using a conventional cement, such as resin-modified glass ionomer or even a self-adhesive resin cement like BisCem® (BISCO), is a simple procedure that is successful when used where indicated. However, when the restoration needs to be bonded, dentists often find themselves searching for the proper protocols.

Q: How does your company, or your product specifically, seek to answer that question or meet that need?

A: eCEMENT™ from BISCO was developed to simplify the cementation protocol for lithium disilicate restorations, including the techniques to treat the restoration with hydrofluoric acid and a silane primer, and a guide for selecting either a dual-cured or light-cured resin cement. Our instructions are simple to follow; any clinician can successfully use eCEMENT™ to bond a lithium disilicate restoration in place. The kit comes with everything a clinician needs to successfully bond these types of restorations. eCEMENT™ is a unique product that meets the demands of clinicians desiring to simplify their cement selection, and the overall procedure.

BISCO also offers other cementation systems that simplify the protocol for dentists, including Choice™ 2 for veneer cementation, and Duo-link Universal™ for cementation of all indirect substrates, including zirconia.

Q: What about this product category do you think helps the dentist practice better clinical dentistry?

A: Learning and understanding dental cements can take some time for the clinician to master. Interactions with the restorative material, its thickness, its optical properties, the tooth color, the cements optical and physical properties—all can influence the outcome. However, once the

clinician understands these properties, he or she can successfully match nature, even in the most difficult cases. BISCO provides the clinicians with the best cementation system that allows for highly esthetic results, as well as ensuring long-lasting restorations. Clinicians clearly do not enjoy providing restorations again because of failures, such as de-bonding. Understanding what cements are best for the restoration and tooth being serviced, and how to provide a tight seal that will last for many years, is integral to the longevity and success of any restoration.

Q: How is your company or product leading the way for innovation in this category?

A: BISCO offers a broad array of cementation products, all designed for optimum performance in the patients’ mouths. In addition, BISCO’s unique chemistry of our resin cements allows for a high conversion in both the light-cured and the self-cured modes. Many dual-cured resin cements have a high conversion only in one of the two modes. BISCO provides the clinician with confidence that the patient’s new restoration will be fully cured in place, whether it is highly transparent or opaque. New and innovative products are always being developed at BISCO, and our customers can expect exciting introductions in the future.

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This month, we take a closer look at four of the 2013 honorees, complete with testimonials from dentists using the products as well as comments from panelists about why the products were chosen to receive this honor. Over the next few months leading up to the ADA annual session, we'll feature each of the 18 winners, and if you're attending the ADA you'll even have a chance to engage with the winning products at the Technology Expo.

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18

Pride Institute Best of Class Technology Award winners will be featured in DPR in the coming months leading up to the ADA.



➔ MORE TOP PRODUCTS...

Technique

GET ZIRCONIA RIGHT

A step-by-step using KOMET USA's LD0707 system to cut zirconia crowns.



Tech Brief

PELTON & CRANE'S SPIRIT 3000

A closer look at this ergonomic, sleek dental chair.



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66



The Econ DESTIN EDU

With so much free continuing education available today, you may have a difficult time mustering the enthusiasm to drop any dollar amount on educational programming for you and your team. With the current glut of CE options, however, it is important to evaluate your choices through a rubric based on value, rather than cost alone.

DenMat's Destination Education CE Forum, Nov. 8-10 at Caesars Palace Hotel and Casino in Las Vegas, is all about helping you get the best bang for your buck. Here's how:



1 Access to 13 dynamic speakers

At any other event, this line-up wouldn't be part of the "base" registration fee. At Destination Education, you get the A-list talent without being asked to drop additional dollars on a per-presentation basis. With a marquee that includes Dr. Mike Miyasaki and Dr. Christian Coachman among other world-renowned presenters, that's no small thing.



2 CE designed to deliver ROI

Of the 20 courses being offered over the three-day forum, eight are focused on either saving money or making money for your practice. Highlights include Dr. Mike Kesner's "Double Your Case Acceptance with One Sentence" and Dr. Lou Graham's "A Sound Recession Proof Restorative/Hygiene Practice."

When you layer in the first-class instruction in delivering a wider range of cosmetic procedures and higher quality esthetic results, you're looking at potential profit drivers that are almost incalculable.

Incorporating just a few tips and tricks from Destination Education will more than cover the \$1,295 cost of attendance.



3 Efficient education

When it comes to dental continuing education credits, the requirements and reporting frequency differ from state to state. On average, though, you're looking at 15-20 CE credits per year. Destination Education is offering 17 CE credits, meaning you can knock out the majority (if not all) of your educational needs for the year in one event, for roughly \$76 a credit.



SEX



INJECTABLES



THINNOVATION



MONEY

Can you afford it? 5 reasons you can't afford to miss it!

BY THAIS CARTER

omics of ATION CATION



4 DenMat offers the hotel hook-up

At the time of publication, the “Best Rate Guarantee” being offered by Caesars Palace was (on average) \$280 per night. If you're there for the Destination Education event, the DenMat rate is \$189 per night during event peak nights (Nov. 7 - Nov. 9). That's almost \$100 savings per night! If you've even considered planning a trip to Las Vegas in the near future, it would be silly not to take advantage of this outstanding deal.



5 Traveling to Vegas is cheap and easy

These days, there are few places easier to get to than Las Vegas. Right now, according to TripAdvisor.com, 76 airlines operate out of Las Vegas' McCarran International Airport, with nonstop flights to 139 cities. Every week, at least 9,121 domestic flights depart from McCarran.

And the X-Factor that swings Destination Education in your financial favor? You could win big! Whether slots, roulette or poker is your game — one good pull, bet or hand is all it takes.

The good news is, you don't have to rely on luck alone. With the speakers and seminars available at a great value, DenMat's Destination Education is a safe bet! ●

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DENTAL

2013 "BEST OF CLASS" HONOREES



Part I looks at four of the 18 products recognized for excellence by The Pride Institute Technology Panel.

Compiled by THAIS CARTER

Chosen by a distinguished panel comprised of some of the most forward-looking dentists in the industry, this year's winners were narrowed down after lively debate.

In each issue between now and October we will highlight a handful of the 18 honorees. You'll find general information on the product, insights from the panel-

ists and a testimonial from a relatable user who has seen that excellence in his or her own practice.

All of this background prepares you to see the products in action at the "Best of Class" Technology Fair at the ADA Annual Session in New Orleans.

3SHAPE TRIOS® COLOR

3Shape TRIOS® Color is a next-generation intraoral impression solution that is fast, accurate and easy to use. TRIOS is built on 3Shape's Ultrafast Optical Sectioning™ technology and its features include powder-free scanning, high accuracy capture in color, optimized scanning for an extensive range of indications, clinical scan validation, intuitive Smart-Touch user interface and more. Scanning is easy with TRIOS®. There is no need to hold the scanner at a specific angle or distance for focus and dentists or assistants can even rest the scanner on the teeth for support as they scan. The system contains a broad array of smart tools that lets dentists edit their scans and easily rescan specific areas. The integration with the Communicate™ cloud allows dentists and labs to interact and exchange case information, 3D designs, 2D treatment previews and comments.



“In addition to the scans, the unit is available in a component configuration eliminating the cart, giving many installation options. 3Shape has been a staple in the lab business and has brought their expertise to the chairside.”

—Dr. Paul Feuerstein

“3Shape has done a tremendous amount of R&D and created a device that incorporates many features that digital impression users have been longing for.”

—Dr. John Flucke

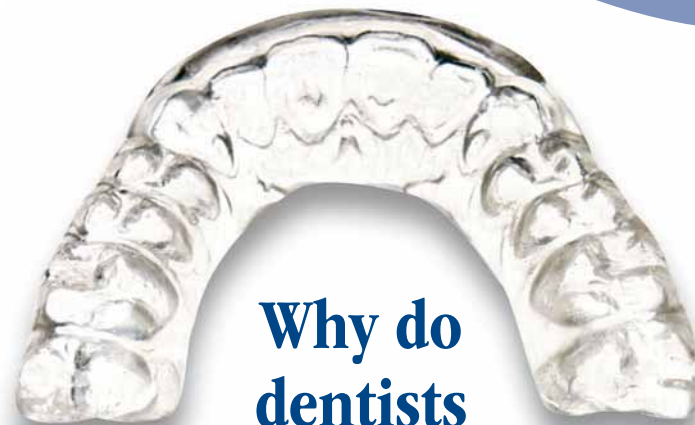
“This technology allows for powder-free scanning in color with an incredibly easy workflow and very low learning curve. In addition, the software package allows practitioners to access their scans via an iPad app and directly communicate with their laboratory with regards to the digital model work and proposed contour of restorations.”

—Dr. Parag Kachalia

In My Experience | Dr. David Wohl

Without a doubt, 3Shape TRIOS Digital Scanning has been the most significant and dramatic addition to our practice in my 32 years of practice. Integration was seamless and the training was simple. On the second day we were scanning multiple unit cases, which delivered with no adjustments. Patients value our commitment to investing in cutting edge technology for their benefit. Not only have we decreased our appointment time, increased our patient confidence and comfort, but we significantly increased the accuracy and the longevity of the restorations we provide to our patients. Implants, conventional crown and bridge, cosmetics; it's a win-win—everyone benefits. Our transition into the age of digital dentistry could not have been more rewarding or simplistic without 3Shape TRIOS.

For more information, visit 3shapedental.com.



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“I am a client and have found the service to be a plus for our practice. My staff likes the fact that ActionRun does all of its work ‘behind the scenes’ and requires no effort by my administrative team. The system functions autonomously to encourage patients to return to the practice and complete necessary treatment that helps boost monthly production numbers.”

—Dr. John Flucke

“There are other reactivation services but none are as sophisticated as ActionRun. It uses advanced technologies like cloud computing, data mining, targeted marketing and self-learning artificial intelligence in a fully automated e-service.”

—Dr. Larry Emmott

In My Experience | Dr. Sean Mohn

In my two years using ActionRun, it has generated more than \$129,600 in production I otherwise would not have seen. ActionRun's clinically personalized reactivation works quantifiably and consistently well on dormant patients, better than other generic communication systems. Dormant patients really need more than just a generic reason to return. ActionRun has consistently brought back patients dormant for years, each generating up to thousands of dollars in production. ActionRun solves the classic reactivation problem in ways no others have, far more effectively than anything else I've seen. It is truly revolutionary, innovative and a key component of my practice.

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—Dr. Parag Kachalia

In My Experience | Dr. Ben Miraglia

Luckily, I was invited to join in the clinical trials with the SmartTrack so I have been using it on my patients for almost a full year now. SmartTrack is easier to handle for patients. It is a more comfortable material with a little more flexibility. This allows patients to place and remove their aligners easily. The flexibility allows both dentist and patient to use Invisalign on even more severe cases of crowding with the confidence that the aligner can be placed accurately and removed comfortably. The previous material was a little more rigid, making it a slight negative for severe cases due to the path of insertion. Clinically, SmartTrack delivers the control necessary to correct any malocclusion, no matter how severe. I pride myself on using Invisalign as a comprehensive orthodontic technique to move all 28 teeth where they belong in an ideal occlusion. I use the aligners to perform significant expansion and rotation of molars. It has never disappointed and I continue to challenge the material by selecting more difficult cases.

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—Dr. Parag Kachalia

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Dr. Brian J. Gray**

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EXPO EDUCATION

The Pride Institute “Best of Class” panel does more than just honor outstanding technologies — it works with the ADA to provide education that helps general dentists take advantage of leading edge products and services. Here are some highlights:

- **The High-Tech Dental Toolbox: Technology to Rev Up Your Practice**
Dr. Martin Jablow
- **Maximize Your New Technology ROI**
Amy Morgan
- **Best of Class and Why They’re Best in My Practice**
Dr. John Flucke
- **Dentistry 2.0: Have We Entered a New Era of Dentistry?**
Dr. Parag Kachalia
- **Online Reviews Demystified: The Secrets to Providing Social Proof for Your Practice**
Naomi Cooper
- **New and Future High-Tech Products for Your Practice**
Dr. Paul Feuerstein
- **Refining ROI: Making Every Technology Purchase Count**
Amy Morgan
- **The Social Media Rules of Engagement 2013**
Dr. Lou Shuman
- **Employment Law: How to Minimize Risk and Stay Compliant in 2013**
Ali Oromchian
- **Google Juice Beyond Facebook: Using the Internet Effectively**
Dr. Larry Emmott
- **The Social Media Rules of Engagement 2013**
Dr. Lou Shuman
- **Dental Websites and the Smartphone Revolution: How Dentists Can Reach More Patients via the Mobile Web**
Naomi Cooper



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HOWTO

GET ZIRCONIA RIGHT

Adjusting and polishing full-contour zirconia crowns using the LD0707 system from Komet USA.

by FRANK J. MILNAR, DDS, AAACD
Information provided by Komet USA.

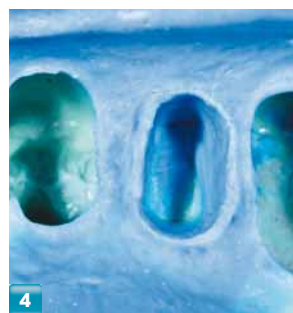
Within the practice of restorative dentistry, all-ceramic restorations are quickly becoming the preferred choice of patients, dental laboratories and practitioners alike. The use of zirconium dioxide, in particular, has grown rapidly, making it one of the primary options often presented to patients. Many within the dental community view zirconia as the ultimate restorative material, offering a superb combination of strength, durability, biocompatibility and esthetics. Interestingly, although it is considered a ceramic, zirconia is a metal oxide exhibiting different properties from true ceramic materials currently in use, and it is harder and stronger than most metals used for crown and bridge procedures.¹ As such, it can be exceptionally difficult to adjust appropriately with standard instrumentation.

For the best results when working with zirconia, users should rely on instruments optimized for the high-strength material. Standard instruments often fail in these cases, requiring the operator to use multiple burs to adjust or polish a single restoration. In turn, if the instrumentation does not achieve a high luster on the restoration, the zirconia will be very unforgiving and antagonistic to the opposing dentition; therefore, a kit dedicated to high-strength ceramics offers the ideal solution. The LD0707 proprietary system from Komet USA offers the instruments necessary for adjusting occlusion and reconfiguring the luster of zirconia restorations.

The kit contains a range of specialized instruments engineered to cut, finish and polish full-contour restorations fabricated of zirconium oxide, lithium disilicate, aluminum oxide and other pressed ceramics. The kit provides four ZR Flash Polishers™ and three ZR™ Diamonds, all conveniently organized and secured in a stainless steel, sterilizable bur block. These instruments feature distinct polishing and cutting characteristics that address the unique material properties of today's generation of high-strength dental restoratives.

To re-contour, adjust or finish a zirconia crown, the ZR™ Diamonds are uniquely engineered with a permanently bonded, densely packed diamond layer. The coarse-grit diamonds provide an exceptional performance-to-service life ratio, and the medium-grit versions are especially suitable for a wide range of adjustment procedures. For preliminary and final polishing procedures, the ZR Flash Polishers™ smooth, polish and impart a high shine to zirconia in just two steps. The blue polisher is used for smoothing and pre-polishing, and the light gray polisher is used for high-shine final polishing.

The following case demonstrates the placement of a full-contour zirconia crown using the LD0707 Cut, Finish and Polish kit from Komet USA.



AT A GLANCE

1. A failed, 15-year-old PFM restoration on tooth No. 13.
2. Tooth No. 13 also displays a large amount of interproximal decay.
3. The final preparation, done with a series of Komet crown-prep diamonds.
4. The final polyvinylsiloxane impression.
5. The provisional restoration has been formed and seated.
6. The zirconia restoration — created by Jenny Wohlbert, Master Ceramist at Valley Dental Arts, Stillwater, Minn— was received from the laboratory.
7. The full-contour zirconia crown is ready for placement.
8. The medium-grit, egg-shaped ZR379 FG-014 diamond bur was used to make the necessary adjustments.

KOMET USA LD0707 CUT, FINISH AND POLISH KIT FEATURES

- Designed to polish, cut and finish full-contour restorations, including those made of zirconia, lithium disilicate and other pressed ceramics
- Includes four ZR® Flash Polishers and three ZR® Diamonds
- Each kit comes with a sterilizable, stainless steel bur block

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Case presentation

STEP 01 The patient presented with a failing, 15-year-old PFM restoration on tooth No. 13. The tooth also exhibited a large amount of interproximal decay (Figs. 1 & 2).

STEP 02 Following injection of local anesthetic, the failing restoration was removed.

STEP 03 The tooth was prepared using a series of Komet crown-prep diamonds, including the KS0, KS1SC and the KS3SC. Proper margins were established, and an antimicrobial scrub was applied to the preparation. The area was then thoroughly rinsed and dried. **Figure 3** shows the final preparation.

STEP 04 A final polyvinylsiloxane impression was taken (Fig. 4), and a provisional restoration was formed and seated (Fig. 5). The patient received hygiene instructions for provisional care, and instructions were sent to the laboratory for creation of the full-contour zirconia crown.

STEP 05 The zirconia restoration was received from the laboratory (Figs. 6 & 7). *Note: All lab work in this case was created by Master Ceramist Jenny Wohlberg of Valley Dental Arts in Stillwater, Minn.; valleydentalarts.com.*

STEP 06 The crown was tried in, and articulating paper was used to determine spots that required adjusting. The medium-grit, egg-shaped ZR379 FG-014 diamond bur was used to make the necessary adjustments (Fig. 8).

STEP 07 Following adjustments, the crown was seated using Shofu's BeautiCem SA self-adhesive resin cement.

STEP 08 The restoration was pre-polished with the blue, flame-shaped ZR Flash Polisher™ (94020C RA.040) (Fig. 9).

STEP 09 **Figure 10** demonstrates the finish achieved with the pre-polisher.

STEP 10 The final, high-shine polish was achieved with the light-gray flame- and cup-shaped ZR Flash Polishers™ (Figs. 11 & 12).

STEP 11 The final finish demonstrated optimal luster, showing the zirconia has been polished to an ideal finish (Fig. 13).

STEP 12 The post-operative occlusal and buccal views (Figs. 14 & 15) demonstrated an ideal match between the restoration and the adjacent teeth. Form, function and esthetics were restored.

Closing thought

Today's aspiring clinicians benefit from gaining an understanding of the biomaterials that are used in modern restorative dentistry. By understanding how the materials are fabricated and how they can be adjusted, we are better able to select the right instrument for a given material. Dedicated systems such as the Komet® LD0707 Cut, Finish and Polish kit enable us to better serve our patients and, in turn, the practice of dentistry as a whole. This simple, dedicated system allows us to logically and predictably adjust high-strength ceramic restorations at chairside, helping clinicians to remain in step with advances in material science.

¹ Helvey G., *Finishing zirconia chairside.* Inside Dentistry. 2011;2(2):38-48. ●

ABOUT THE AUTHOR



Dr. Frank J. Milnar is one of only 248 fully accredited dentists recognized by the American Academy of Cosmetic Dentistry.

Operating out of two clinic locations in the Minneapolis-St. Paul area, Dr. Milnar is co-founder of the Minnesota Academy of Cosmetic Dentistry, and he lectures with the U.S. Armed Forces. Internationally renown for esthetic and technical expertise, Dr. Milnar lectures around the world on restorative and cosmetic techniques. This is his first article written in partnership with Komet USA.

9. The restoration was pre-polished with the blue, flame-shaped ZR Flash Polisher™ (94020C RA.040).

10. A view of the finish achieved with the pre-polisher.

11. Administering a final, high-shine polish with the light-gray cup-shaped ZR Flash Polisher.

12. Administering a final, high-shine polish with the light-gray flame-shaped ZR Flash Polisher.

13. A view of the final restoration, polished to an optimal luster.

14. Occlusal view of the final restoration and the adjacent teeth.

15. Buccal view of the final restoration and adjacent teeth.

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in your practice

Compiled by **RENEE KNIGHT**
 Information provided by Pelton & Crane.

The ergonomic **Spirit 3000** dental chair is designed to enhance the dental experience for both dentists and their patients. The chair's clean, contemporary design gives your operatory a sophisticated look while also creating a relaxing environment for your patients.

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SET YOUR PRACTICE APART WITH LASER DENTISTRY

LOOKING FOR WAYS TO GET YOUR PRACTICE NOTICED? LASER DENTISTRY JUST MIGHT BE THE ANSWER.

When patients walk into your dental practice, they want to get in and out with the least amount of discomfort possible. That's why patients look for dentists who offer laser dentistry, and can't stop talking to family and friends about the experience once they find a laser dentist. This month, two dentists tell us about their experience with the WaterLase iPlus from BIOLASE and what it's done for their patients and their practice.

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“It's amazing how many patient referrals I get from people who told family and friends about the laser and how they like it.”

—Dr. Larry Cole

➔ MORE PRODUCTS TO GET THEM TALKING...



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GROW YOUR PRACTICE WITH LASER DENTISTRY

Every dentist wants to stand apart and provide the best care possible. Laser dentistry can help you do that, from the excitement it provides to both dentist and patient to the free word of mouth marketing it's sure to inspire.

by RENEE KNIGHT

You want to provide the best care possible, and give patients a reason to come back to your practice. You need to find a way to set yourself apart, to get patients talking about your practice and the great experience they had while there.

We recently talked with two dentists who say incorporating laser dentistry into your practice is one way to make that happen. Not only has it set them apart, it's opened up new opportunities and helped renew their passion for what they do every day.

Here, Drs. Christopher Mast and Larry Cole describe their experience with the WaterLase iPlus from Biolase (biolase.com) and how laser dentistry has helped them grow their practices and better serve their patients.

DR. CHRISTOPHER MAST,
Helena, Montana; 850 patients



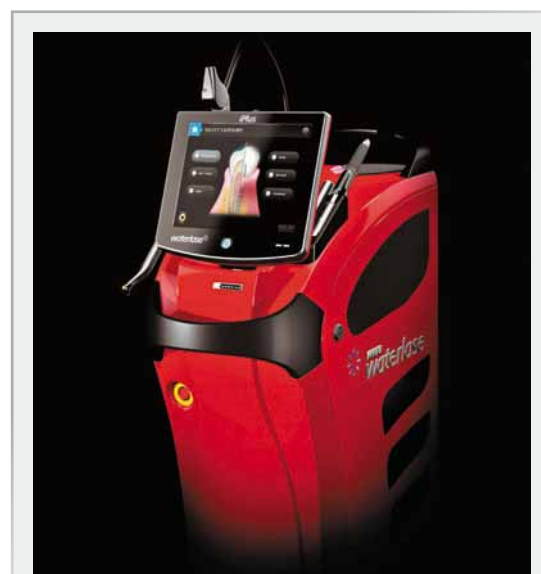
When Dr. Christopher Mast opened his practice in Helena, Montana 10 years ago, he knew he needed to create a niche for himself, to find a way to stand out.

There hadn't been a new practice in town for at least 10 years, and Dr. Mast knew he'd have to offer something different if he wanted to succeed in Helena, where he earned his undergraduate degree. That's why he decided to incorporate laser dentistry into his practice pretty early on.

Today, patients travel from as far as 600 miles to see Dr. Mast, all because they know he offers laser dentistry. His patients have come to expect it, and are happy to tell their friends and family about the great experience they have at Mast Family Dentistry.

Why lasers

Dr. Mast first incorporated laser dentistry into his practice about eight years ago, and added the Biolase WaterLase iPlus about a year ago. He



The WaterLase iPlus

The dual-wavelength WaterLase iPlus all-tissue laser is said to deliver more power, control and versatility for experienced laser dentists. Reportedly able to cut hard tissue twice as fast as current laser systems, without the discomfort or risk of cross contamination associated with conventional drills, iPlus creates an optimal bonding surface. The unit also features an intuitive applications-based user interface with a large, high-resolution touch screen programmed with more than 50 factory-loaded procedure presets.

The iPlus with the proprietary 2780 nm YSGG technology is available in a dual-wavelength configuration with an integrated iLase 940 nm diode laser, or as a standalone unit. The completely wireless iLase will enhance the capabilities of the YSGG by providing a diode laser that can be used for unexpected soft-tissue cases in an adjacent treatment room, better control of bleeding, and the freedom to move around with no foot pedals or cords.

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BIOLASE

Ready to incorporate laser dentistry into your practice?

Dr. Christopher Mast suggests “diving in head first.” Get the training you need to build your confidence and skill set, and you’ll quickly see the benefits lasers can bring to your practice.

“If you look at it every morning and you’re scared of it that’s how it’s going to be forever. If you have it out and you pick it up and use it it’s way easier,” Dr. Mast said. “Part of that is education and training, and part of that is just being excited to use it.”

loves how clean and precise lasers are, and the fact that patients leave his practice with far less trauma and swelling. In the time he’s used lasers in his practice, he hasn’t administered any shots to children who need fillings, which is a huge benefit for both the children and their parents.

“Lasers are part of a minimally invasive philosophy of care,” Dr. Mast said. “If you have something like a DIAGNOdent, you can get the angle of a cavity going into the tooth and you can take it out with a precise instrument. You’re saving tooth structure by having that kind of precision and accuracy. That’s beneficial to me and it’s beneficial to my patients.”

Talking to patients about laser dentistry

Most patients are receptive to laser dentistry, Dr. Mast said, and it’s even why many patients are attracted to his practice. Even so, there are some patients who are leery, and think of lasers as sci-fi *Star Wars* tools. Dr. Mast takes the time to educate his patients about laser dentistry, and all the benefits that come with it, from not needing shots, to less trauma to shorter procedure times.

“I just explain all the different things about how it works and why it’s better for them and people get really excited about it,” Dr. Mast said. “If you do a filling on a kid and then have the parents back to see how it works, it’s enough to convince them that lasers are pretty cool.”

Getting the word out

If you offer laser dentistry, you have to find a way to let people know about it. Dr. Mast has advertised on TV as well as in print and online, and has advertisements on his practice windows to let patients

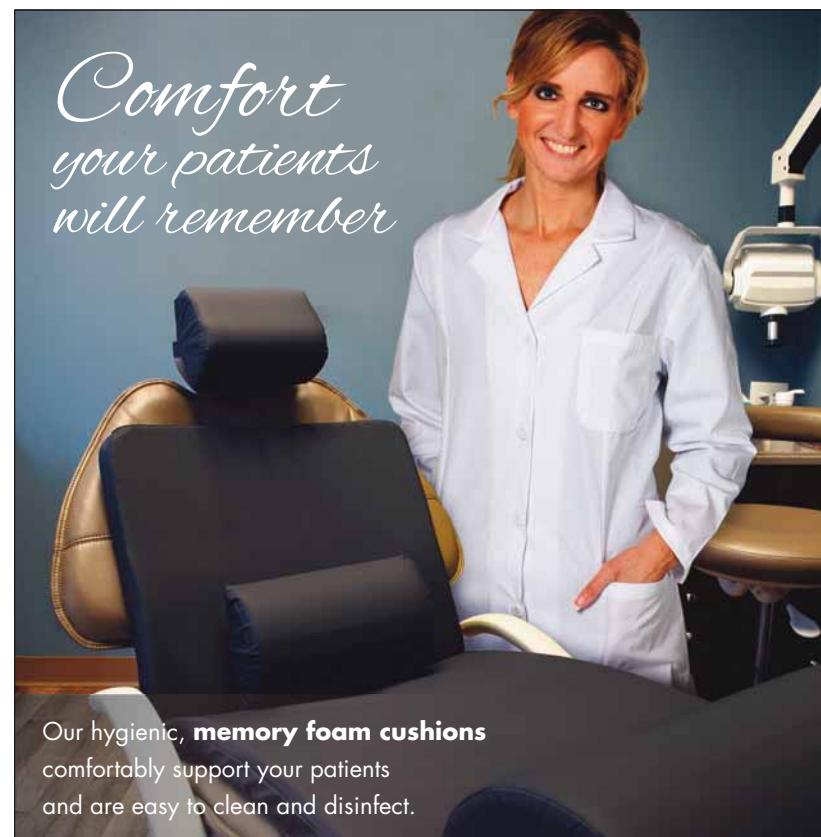
know he’s a WaterLase dentist, but none of those advertising efforts compare to word of mouth.

“In the end the best marketing is that mom who walks out of here and is like, ‘wow that was awesome. My kid came in and had three cavities filled, didn’t need a shot and didn’t feel weird or groggy after,’” Dr. Mast said. “To have people tell me I need to be meaner to their kids because they want them to remember how this was so they don’t get more cavities, those responses have been the best marketing for us. Moms tell other moms.”

New opportunities

The WaterLase enables Dr. Mast to perform procedures he couldn’t otherwise perform, which means patients don’t have to travel to a specialist an hour away to get work done. He’s able to do procedures that may have taken multiple visits in the past in one day, and he can take care of problems in seconds, problems that patients have lived with for years because they didn’t want to go through surgery.

“It’s allowed me to look at the bigger picture instead of saying you have to go to a specialist. Now it takes me 10 seconds to take a lesion off the side of a cheek and it won’t bleed. It’s made having lasers more exciting,” Dr. Mast said. “You charge for the exam and whatever it is you’re taking care of, and it only takes you 30 seconds to a minute. The money is great, but the person walks out of the practice and says he’s been waiting to do that for years, but was scared and now it’s done. Then that patient talks about it at work. That kind of growth and marketing you just can’t do any other way.”



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DR. LARRY COLE,
Gilbert, West Virginia; 5,000 patients



After 25 years in the field, Dr. Larry Cole needed something to help revitalize his passion for dentistry.

He found that when he attended a CE course on laser dentistry. He walked away impressed with the technology, and after doing a little research on his own he decided it was

just what his small rural practice needed.

Since incorporating Biolase's WaterLase iPlus into his practice about six months ago, he's expanded his procedure offerings and now is able to treat children he once turned away.

"It's really well received," Dr. Cole said. "It's less stressful for me and less stressful on them."

Talking to patients about laser dentistry

Patients have been very receptive, Dr. Cole said, and have come to expect laser dentistry when they walk into

his practice. Dr. Cole puts any fears at ease by demonstrating how the laser works, and he even lets patients put their hand out as the laser is running to show them it doesn't hurt. He explains there's no anesthetic involved with laser dentistry, which is a huge plus for patients who just don't like that numb feeling or needles.

His patients love it

The fact that Dr. Cole offers more procedures now is a huge benefit for the patients he treats in his small town. The nearest specialist is an hour-and-a-half away, so knowing they don't have to make that drive and go to another dentist for treatment just gives his patients another reason to love his practice. The more you can offer your patients, the better it is for you and your patients, Dr. Cole said, and patients are happy to tell family and friends about the great experience they had at Dr. Cole's practice and the technology that made it possible.

"It's amazing how many patient referrals I get from people who have told family or friends about the laser and how they like it," Dr. Cole said. "I get a lot of people with dental phobias who want to come in and have laser procedures done."

Dr. Cole also has done some traditional advertising to let his small community know he now offers WaterLase laser dentistry, but he's also found the best advertising

Find your passion again

Feeling burnout out from the day to day? Laser dentistry may be the answer.

"It's just given me something new to appreciate and to learn and to use," Dr. Cole said. "This has brought my enthusiasm level up."

comes from excited patients who talk to family and friends about the new technology Dr. Cole incorporated into his practice.

It's worth the investment

The economy still isn't great in Gilbert, Dr. Cole said, but the initial expense didn't deter him from making the investment in a WaterLase all-tissue laser. It's not only renewed his excitement for what he does every day, but it's also opened up new doors in terms of what he can offer his patients.

"For GPs in small areas, it's actually a practice builder," Dr. Cole said. "It's more exciting for me and I just love doing it. I'm doing more procedures than I was before. I'm incorporating more perio procedures. I do a lot more pediatrics. It's just a win-win." ●

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How the Plustek MobileOffice AD450 scanner helped this pediatric dental center to go paperless.

Information provided by **PLUSTEK USA**

Pediatric sedation dentistry in a surgery center like Hapy Bear Surgery Center, requires more paperwork than a normal dental office because treatment is both dental and medical.

Jeremy Pierson, Chief Information Officer for Hapy Bear Surgery Center, started researching ways to better handle the paperwork and become compliant with Electronic Health Records (EHR) requirements stipulated in the Affordable Care Act. After much research he decided to purchase four Plustek MobileOffice AD450 scanners (plustek.com/usa). Because there was limited space at the front desk and in the consultation and exam rooms, the scanner's small footprint was one of the primary deciding factors when making the purchase.

The benefits

The Hapy Bear facility now has 100 percent electronic patient records. While most dental/medical offices require rooms of shelving for paper files, they do not.

Before each procedure at Hapy Bear, pediatric patients and their parents are taken to a consultation room where they speak with the dentist and anesthesiologist, ask questions about the procedure, and complete and sign necessary paperwork.

Because a signed copy of all the paperwork must be sent home with the patient/parent, a staff member used to have to run to the photocopier to make a copy for the parent. This wasted time, was very cumbersome, and not very professional. Now with small

ABOUT HAPY BEAR SURGERY CENTER

Hapy Bear Surgery Center is a pediatric sedation dental office that provides general anesthesia to dental patients referred to them by more than 200 dental offices. Hapy Bear has served patients in the Central Valley of California since 1997. In 2010 they moved into a brand new, state-of-the-art surgery center that provides a spacious, comfortable, kid-friendly environment.

scanners in each room, identification cards, medical insurance cards, and all paperwork is instantaneously scanned into Hapy Bear's computer system and handed directly back to the parent.

Plustek's TWAIN driver was another major selling point. Hapy Bear uses Dentrax, which requires a TWAIN scanner to interface directly into its Document Center. It only requires one click on the computer screen to complete the entire scanning process, eliminating the need for extensive staff training.

"Using the little Plustek scanners has solved several problems for us, including our space issues. We needed a small unit that could fit on a desk and be unobtrusive," Pierson said. "Quick and simple scanning has also helped us significantly streamline our patient flow, helped us to become fully compliant with EHR requirements, and helps us project the image of the state-of-the-art, top of the line facility that we are."

Becoming fully EHR compliant was an important step for Hapy Bear Surgery Center. They became eligible for the Medicare and Medicaid Electronic Health Record Incentive Program providing \$21,500

per doctor to help cover the costs of converting to the EHR system. They also are eligible to receive \$8,500 per doctor each year for the next five years as they show meaningful use of their EHR system. The Plustek scanners form an integral part of that system.

Putting parents at ease

Parents often feel a lot of anxiety when taking their child to a sedation dental office. Parents want to be assured their child is being treated in a well-run, state-of-the-art facility that meets the highest standards of State and Federal compliance. By using the Plustek MobileOffice AD450 scanners, Hapy Bear surgery continues to provide a smooth and seamless experience to their patients, while assuring the parents the highest standards of care are being met and surpassed.●

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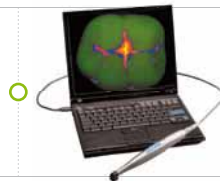
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2. Data on file; Colgate-Palmolive, 2012. *In vitro* standard method for enamel uptake.
3. Joziak MT et al. Comparison of enamel fluoride uptake and fluoride release from liquid and paste dentifrice. *J Dent Res.* 2003; 82 (Sp issue). Abstract 1355.

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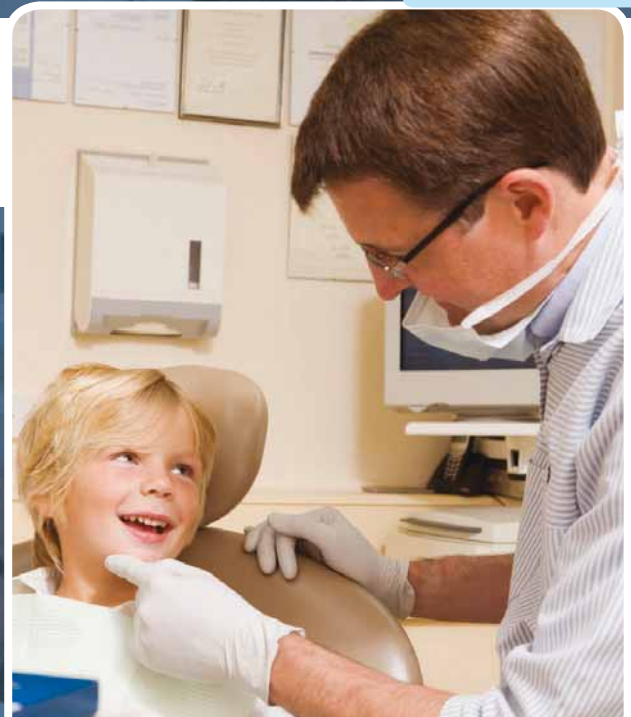
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How CariFree treatment helped this patient finally realize a healthy mouth she isn't afraid to show off.

Compiled by RENEE KNIGHT

SUSAN KLATZ BEAL

Texas
PATIENT OF DR. DINO
MANTIS AND DR. JON HOWEL

In 2011, Susan Klatz Beal had a lot of dental problems that required major reconstruction, problems that would lead to 5 front teeth crowns.

But that wasn't the only treatment she'd need. When her dentists, Dr. Dino Mantis and Dr. Jon Howell, tested the acid level in her mouth, they found it was very high—as was the level of bacteria. That's when they decided to start Susan on CariFree treatment. Since then Susan has used CariFree CTx3 Rinse, CTx3 Gel, CTx2 Xylitol Gum, and CTx4 Treatment Rinse.

Here she tells us about her experiences with these products and how they helped improve her overall health.

Q: Do you know what caused this?

A: Not really, but the bacteria has caused major problems, including several infections in the canal of a tooth that anchored a bridge (the bridge has been in place for 11 years), one of which tested positive for both Staph and Strep. I later had another infection in the back anchor tooth. The bacteria and acid were eroding the enamel, making me more prone to caries and other problems, and compromising the integrity of the tooth structure.

Q: What have you learned about the caries disease process?

A: I didn't know that bacteria and acid could cause such serious problems, and I didn't

know that even though I brush regularly, sometimes that isn't enough. I also learned genetics can be a factor. That explained how I was still getting caries and contracting infections even though I was taking such good care of my teeth.

Q: How has the treatment process changed your condition?

A: My mouth feels much healthier, much cleaner, I have fewer caries, and with the exception of the things that I can't control (like infections) I do notice that I have much less plaque, and my dentist is finding far fewer problems during my twice yearly exams.

Q: How has this changed the way you view dentists?

A: I like dentists now. Anyone who can free me of miserable pain is a hero in my book. Both of my dentists have helped me learn how to take better care of my mouth, even if that means that they don't get as much business from me—other than for regular twice yearly visits, cleaning and check-ups.

Q: Do you think CariFree and risk assessment should be standard in dental offices?

A: Absolutely. I had no idea that even though I was drinking diet soda, the acid was eroding my teeth and messing up the pH balance of my mouth, and that could make me more prone to caries and other problems. I love how healthy



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my mouth feels, and when my mouth feels that great, it's only natural that I'd want to take better care of my teeth. The way I see it, if all dentists did an assessment, patients would better understand some of the lifestyle habits they engage in that may be compromising the health of their mouth, and by extension, their teeth.

Q: Do you think there are patients who would benefit from risk assessment who can't access it?

A: Yes, mostly because of the cost and lack of knowledge. People don't realize there is an important correlation between oral health and overall physical health. A healthy mouth may alleviate other health problems in the process. It did for me!

Q: What else would you like people to know about your story?

A: I've pretty much had to have the entire top of my mouth reconstructed because of caries, bacterial infections and other issues. I had amazing crowns constructed for my five front teeth (using the Kois Center technology and procedures.) I used to refuse to have pictures taken because I was embarrassed of my smile. As a writer, avoiding photos is almost impossible because I need to have pictures of myself to accompany my bios. My mouth feels so nice now that I love to show off the new work.●



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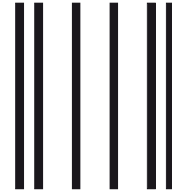
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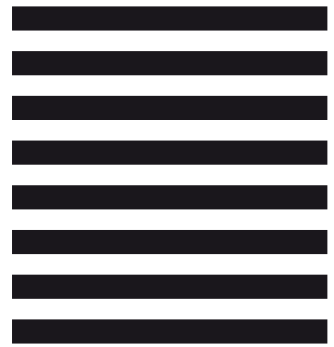
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