Universal registration material earns awards

R-dental’s METAL-BITE collects multiple honors in 2013

The universal registration material METAL-BITE® is indicated for a broad variety of indications, such as incisal registration, face bow registration, dynamic antagonist registration and for surgical guides.

The product is also optional scanable for CAD/CAM applications.

The product manufacturer, R-dental, describes the physical properties of METAL-BITE as being able to fulfill all requirements of dentists.

In late 2012 METAL-BITE was evaluated by the independent REALITY Publishing (Houston) and received its 2013 Four Star Award. Furthermore, among all evaluated materials, METAL-BITE was rated the No. 2 bite registration material for 2013 by REALITY. Additionally, in December 2012 the dark gray A-silicone received the 2013 Preferred Products Award from The Dental Advisor (Dental Consultants Inc., USA).

More than a decade after its introduction in 1999, METAL-BITE today is known to a large number of dentists worldwide. The product is available in commercial cartridges of 50 ml with 12 mixing cannulas.

To learn more, you can contact manufacturer R-dental Dentalerzeugnisse, in Germany, by telephone at +49 (402) 275-7617 or by email at info@r-dental.com. You can learn more online by visiting the website www.r-dental.com.

(Source: R-dental)

Henry Schein website connects dental practitioners to prospective jobs

Henry Schein Inc. has launched an online dental professional recruitment and placement platform to help its customers fill critical practice associate positions — and help both experienced dentists and graduating dental students find those positions.

The Henry Schein Nationwide Dental Opportunities website, operated by Henry Schein Financial Services (HSFS), is at www.dentalopportunities.com.

“Henry Schein is committed to helping dental practitioners succeed,” said Keith Drayer, vice president, Henry Schein Financial Services. “During these economically challenging times, graduating dental students and experienced practitioners are seeking practice transition assistance. We developed the Henry Schein Dental Opportunities website with this specific need in mind, and are pleased to provide the necessary tools and resources in a single platform to help place candidates in private practices, clinics and dental organizations of every category.”

At www.dentalopportunities.com, students, dental residents, former military dentists — as well as practicing dentists looking for a change — can search for opportunities in the geographic area they desire. The site offers hundreds of opportunities in a variety of settings and practice sizes, with some potentially leading to ownership.

For the practice owner, whether filling a position within a small private practice, a large group practice with multiple locations or other practice settings, the new website can help locate the right Associate (from an experienced specialist with years of experience to a new graduate looking for his or her first associate position).

Since 2001, Henry Schein Dental Opportunities has placed more than 2,000 dental professional candidates.

(Source: Henry Schein Financial Services)
Easy: Frame, focus, flash

Custom attachment evens out flash

The PhotoMed G15 digital dental camera is specifically designed to enable you to take all of the standard clinical views with “frame-and-focus” simplicity.

The built-in color monitor enables you to precisely frame your subject, focus and shoot. According to the company, proper exposure and balanced, even lighting are assured.

By using the camera’s built-in flash, the amount of light necessary for a proper exposure is guaranteed, and PhotoMed’s custom close-up lighting attachment redirects the light from the flash to create balanced, even lighting across the field.

Photos/Provided by PhotoMed

Dentistry photo DVD gives tips, techniques

Frequently needed shots demonstrated, explained

Vol. 5 of Dr. Douglas Terry’s supplementary DVD set illustrates the procedures, techniques and scientific concepts presented in the book “Esthetic and Restorative Dentistry: Material Selection and Technique (Second Edition).”

The DVD begins with an introduction by Dr. Terry, followed by a demonstration showing the views most dental offices need to photograph as well as the technique needed to take each one of them.

For more information about the DVD, visit www.photomed.net, call (800) 998-7765 or stop by the PhotoMed booth (No. 918) at the American Dental Association annual meeting.

(Source: PhotoMed.)
Developing clinician-focused solutions for practice success

Carestream Dental’s portfolio includes digital imaging systems, imaging software and dental practice management software

By Carestream Dental Staff

As a company, Carestream Dental is based on three pillars that describe its distinguishing characteristics in the industry — workflow integration, humanized technology and diagnostic excellence. Together, these make up the Carestream Dental Factor. This driving force has made it possible for the company to carry on its tradition of developing products that help dental professionals capture detailed diagnostic information and deliver exceptional care to patients for more than 100 years.

Carestream Dental’s roots date back to 1896, when Eastman Kodak introduced the first photographic paper designed specifically for dental X-rays. Then in 1963, Trophy introduced its first dental X-ray unit. Over the next four decades, Carestream Dental’s predecessors — Eastman Kodak, Trophy and PracticeWorks — continued this innovation in dental imaging by introducing extraoral radiographic film, digital radiography sensors, extraoral imaging systems and many other industry-leading products.

With a broad portfolio that includes digital imaging systems, imaging software and dental practice management software, Carestream Dental prides itself on developing, designing, manufacturing, selling and supporting its entire product line. By building all of the imaging products from the ground up and designing software in-house, Carestream Dental ensures that all of its systems work seamlessly together. This quality control also extends to the company’s support. Because end users have to go to only one company for support — rather than having to identify the correct group to reach out to with questions — Carestream Dental product users consistently report a higher degree of satisfaction and better overall customer experience.

A new solution for CAD/CAM restorations

CAD/CAM (computer-assisted design/computer-assisted manufacturing) is a growing field in the dental industry — and for good reason. When performing traditional restorations, a dental practitioner must take an impression of the patient’s teeth, send them off to a lab and wait for the materials to come back before placing the permanent restoration. This procedure is not only tedious for patients, but it could lead to lost revenue. By building all of its imaging products from the ground up and designing software in-house, Carestream Dental ensures that all of its systems work seamlessly together.

In New Orleans

To learn more about CS Solutions or Carestream Dental’s entire portfolio of imaging products and software, visit booth No. 2139 at the ADA Annual Session for an in-person demonstration.

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Sky’s the limit for cloud-based dental practice management

Curve Dental software platform integrates marketing, communications and payment processing via DemandForce and Bluefin Payment Systems

Curve Dental, developer of Web-based dental software, is quickly becoming command central in the dental office by seamlessly integrating a growing range of practice-management tasks into its software platform. Recent expansions come via arrangements with Intuit’s DemandForce marketing/communications services and Bluefin Payment Systems’ PayConex all-in-one payment-processing services.

Real-time marketing

The two-way integration between Curve Dental’s management software and Intuit’s DemandForce marketing and communication service enables DemandForce users to access appointment information in Curve Dental software to send automated appointment reminders to patients via email or text messages — and also help practices build their online reputation.

The two-way data integration is significant for Curve Dental customers because it enables DemandForce and Curve Dental systems to sync data in real time. That means that when a patient confirms an appointment through DemandForce, the Curve Dental system can automatically update, leaving the practice to focus more on patient satisfaction.

“We are pleased to offer our customers a way to easily and seamlessly link their practice information with DemandForce,” said Jan Zipursky, president and chief operating officer of Curve Dental. “DemandForce offers a wide array of services that can help our customers avoid appointment cancellations and no-shows and thereby increase practice productivity. Moreover, DemandForce’s practice-marketing features can assist our customers in successfully competing on Google, social media and other popular sites.”

All-in-one payment solution

The partnership between Bluefin Payment Systems and Curve Dental creates an integrated, all-in-one payment solution within the Curve Dental software interface. Through the partnership with Bluefin, Curve Dental clients can process debit card, credit card and ACH payments right within the software interface. They can easily set up schedules for recurring billing, choose to tokenize transactions for extra security, offer clients enhanced security features (such as point-to-point encryption) and provide online payment capabilities via a patient portal hosted by Curve Dental.

“Curve Dental is on the cutting-edge of innovation in dental software and is an ideal partner for Bluefin,” said Bluefin CEO John Perry. “We seek to partner with companies that offer differentiated products that allow customers to accomplish tasks in less time and with more efficiency.”

In addition to having access to a highly secure integrated payment product, Curve Dental clients will also benefit from a transparent and competitive pricing structure and one-on-one support from Bluefin and Curve Dental team members.

DemandForce and Intuit

DemandForce, an award-winning communication platform combined with best-in-class reputation and networking tools, is a powerful Web-based application that seamlessly integrates with existing workflow systems to help strengthen a business’s online reputation and leverage local network marketing.

Founded in 2003, DemandForce has collected more than 4 million consumer reviews, which are published across the web, and has generated more than $3 billion dollars for its clients. Through the DemandForce Network, its end clients are connected to more than 45 million local consumers.

Intuit is a leading provider of business and financial management solutions for small and mid-sized businesses, financial institutions, including banks and credit unions, accounting professionals, and consumers. Its flagship products and services include QuickBooks, Quicken and TurboTax. Founded in 1983, Intuit had annual revenue of $3.5 billion in its fiscal year 2010.

The company has approximately 8,300 employees with major offices in the United States, Canada, the United Kingdom, India and other locations. More information can be found at www.intuit.com.

Bluefin Payment Systems

Based out of Atlanta with offices in New York, Chicago and Tulsa, Bluefin is a leading payment processor in the United States and Canada, providing secure payment solutions to Integrated Software Vendors, SaaS providers and enterprise management platforms in a variety of verticals including medical, dentistry, health/fitness, and more.

Through the company’s PayConex payment gateway, partners and merchants enjoy all major processing products, such as credit/debit/ACH, with the convenience of acceptance through the point-of-sale, virtual terminal or hosted e-commerce pay page. Bluefin’s security suite includes point-to-point encryption, transparent redirection, tokenization and store-and-convert processes. Bluefin partners with more than 100 software companies and serves 15,000 merchants.

Curve Dental

Founded in 2004, Curve Dental offers dental practices in the United States and Canada web-based alternatives to traditional dental software applications. Its office management solutions for dentists include cloud-based features such as scheduling, billing, reporting and digital imaging, allowing customers to access patient data from any location at any time.

Privately-held, with offices in Orem, Utah and Calgary, Alberta, Canada, the company strives to make dental software less about computers and more about the user experience. Its creative thinking can be seen in the design of its software, which is built only for the Web. Contact Curve Dental at (888) 910-4376 or online at www.curvedental.com.

3Shape TRIOS Color praised for realistic colors

At the 2013 International Dental Show, which was held in March, 3Shape unveiled its TRIOS® Color digital impression-taking solution and invited dental-industry journalists to observe the new product in action.

Spectators taken by surprise

Because competitors had launched color scanning months earlier, the developers at 3Shape expected observers to wonder if the system would be as good or be just another late arrival. The live demonstration was performed by scanning a volunteer’s mouth — no models and no powder.

As spectators watched the screen over head, the TRIOS Color built a highly realistic and lifelike impression with extremely natural coloration in both teeth and gingiva. One visitor said, “The color is amazing, nearly photorealistic.”

One may ask: Why is realistic coloring so important? One reason is that natural-looking colors make it easier for dentists to discuss and recommend treatment options. Natural colors also make it simpler for the dentist to distinguish between different types of restorative materials (metals, enamel, composite, etc.), to recognize bleeding areas, see color transitions on teeth and easily identify margin lines due to the enhanced detail. For orthodontics, this realistic 3-D image can replace taking intraoral photographs.

3Shape innovation: RealColor

3Shape developers worked all last year to create 3-D color scanning capabilities and realistic color capture. The result: RealColor Technology. Now, RealColor, in combination with 3Shape’s established TRIOS Ultrafast Optical Sectioning technology, offers a high performance color scanning solution that is fast, accurate and easy to use.

In New Orleans

To learn more about the TRIOS Color digital impression taking, visit stand shape in booth No. 2765, in the exhibit hall at the American Dental Association Annual Session.

3Shape continues to provide the TRIOS standard non-color solution, thus offering dentists two choices, both available in TRIOS Cart or TRIOS Pod configurations.

(Source: 3Shape)
The art of manufacturing

The people building products at Handler Red Wing International consider their work an art form

By Rick LaDuca, President & GM
Handler Red Wing International

When was the last time you built something? I mean really built something, anything from scratch? Do you think you can do it? Do you have the tools to do it? Do you think our children will be able to do it? If we took a survey, the answers to these questions might be undesirable.

Grass roots manufacturing has been — and always will be — the cornerstone of growth and prosperity in America. Technology is only part of the manufacturing balance, and it is difficult to survive long term solely as a services sector country.

Why? The answer is simple. American companies can make money by providing services, of course, but much of that money just moves around within the United States. When American companies manufacture quality products, we can export and bring new money into the United States.

Yes, it can be that simple. America has been sending more cash and assets offshore than we have been bringing in for decades, and with it goes America’s wealth. The chart (Fig. 1) has been taken from the U.S. Department of Commerce, Bureau of Economic Analysis and is online for anyone to see. The U.S. trade deficit as of July 2013 was -$591 billion. America’s wealth is being distributed to other countries around the world.

New Jersey based, since 1920

Handler has been manufacturing products for the dental business since 1920. The company is still located in New Jersey. Over the years, Handler has developed excellent relationships with outstanding dental distributors in the United States.

Handler enjoys domestic distribution into other vertical markets, including jewelry, podiatry, audiology, medical, industry, pharmaceutical and hobby craft. Handler’s domestic market share in the dental community is still very strong and remains as the core source of revenue.

Handler employs manufacturing people, some of whom have 20-plus years of tenure. The work we do to build our Red Wing products and new Pro Tech Lite series of benches and furniture is an art form. I am privileged to be a part of something so special. Manufacturing is of course done by the numbers. We use planning tools, engineering masters, procedures and instructions and we employ safe and lean manufacturing techniques.

But to work with people who take such great care and effort into crafting each piece of equipment and each product that leaves Handler is an art, much like preparing food in a fine restaurant. Everything on the manufacturing floor, from sourcing to planning to building to testing to packaging to shipping, must flow much like the paint brush of a skilled artist.

However, it is becoming very difficult to find skilled manufacturing people, because they are few and far between. Handler’s factory is automated, incorporating technology into the manufacturing process. We use a robust, state-of-the-art, Oracle-based ERP system customized to our portfolio of products for efficiency, and we incorporate lean manufacturing strategy. However, it is the people, the artists at Handler who manage the system and actually build the products we ship every day.

Handler is a small part of a large dental community and behemoth economy. We know that Handler exports are not going to make much of a difference in the American trade deficit. However, we are encouraging everyone to think about America’s position as a global leader and superpower. Think about how we developed as a nation. Think about vocational education and our kids being able to build, whether for themselves or for someone else. Think about becoming an artist, an engineer, a manufacturer.

Handler’s mission is to foster leadership behavior that facilitates the vision of delivering flawless products and services. Every employee is trained and focused on the value of the goods and services that are manufactured for the benefit of our customers. Ongoing communication, problem solving process, training and development, monitoring and inspection are leadership tools we use to strive toward the ultimate target of zero defects.

Handler has been exporting American made Handler Red Wing products to many areas around the world for decades. And here is the good news that zeroes in on the topic of exporting. Handler has recently opened up distribution in China. For almost 10 years, we have been developing relationships and conducting marketing research. In 2012, we finalized a strategic alliance with trade partners in China. Handler has participated in two of the largest dental trade shows in Beijing in the past two years, and our partners are effectively promoting and selling Handler Red Wing products in China. We have enjoyed distribution in Asia for years, and now the opportunity to grow exports significantly seems to be real.

Handler is and will remain an American Manufacturer. I’m asked frequently if Handler will be outsourcing our manufacturing offshore, and the answer is no. We will expand exports, and we are proud to grow our business globally. Handler is a small part of a large dental community and behemoth economy.

In New Orleans

Head to the Holloween-themed Handler booth (No. 3003) at the ADA Annual Session to scare up a 10 percent discount and get a free giveaway with the purchase of select products. Call Handler at (800) 234-2851 or visit www.handlermfg.com.

In New Orleans

Photos/Provided by Handler Red Wing International
New imaging system features 3-in-1 functionality

Villa Sistemi Medicali’s Rotograph Evo 3D also handles panoramic, cephalometric

Villa Sistemi Medicali recently introduced its new Rotograph Evo 3D dental imaging system with three-in-one functionality: panoramic, cephalometric and 3-D. According to the company, the new machine is based on the highly regarded mechanical platform of the Rotograph Evo, now adapted mechanically and electronically to operate with the latest cone-beam technology enabling 3-D reconstruction of the jaws.

At the core of the Rotograph Evo 3D is what the company describes as an “innovative flat-panel detector using amorphous silicon technology associated with cesium iodide (CsI) scintillator.” Because of the system’s ability to work in either a panoramic or 3-D modality, pan images are acquired directly and not reconstructed from a volume, thus they have the same layout usually visible on traditional pan units. Because of the unit’s 3-D field of view of 8.5 by 8.5 cm, the entire dental status of the patient can be visible at a glance, without the need to make different exposures to obtain it.

Complete diagnostic tool
According to the company, the result is a complete diagnostic tool featuring the most advanced technology; yet it’s easy to use just like a dedicated dental panoramic system.

To provide users maximum flexibility and safeguard the unit as an investment, the company reports that it designed the Rotograph Evo 3D with the capability of being integrated with a digital cephalometric arm or upgraded at a later stage if the need should arise.

To contact the company
You can contact Villa Sistemi Medicali (Villa Radiology Systems) at (203) 262-8836, or you can learn more online by visiting www.villaus.com.

(Original source: Villa Sistemi Medicali)
Advance implant
LIVE Surgery and Prosthodontics
in JAMAICA!

The basic implant course provides an incredible hands-on learning opportunity to place 6 or more implants on provided live patients at a Jamaican Dental School Clinic. Our world-class clinicians and educators offer a comprehensive learning experience for general dentists and specialists. Price: $7,000 includes 5-day course tuition, hotel (7 nights), meals and island transfers.

The intermediate implant course is intended for dentists who completed the AAIP/ADIS introductory implant seminar, and caters to an unlimited implant curriculum. Price: $5,200 includes 3-day course tuition, hotel (5 nights), meals and island transfers.

For more information or to register, please visit www.ADIseminars.com
Buying dental equipment? Don't leave end-of-year tax savings on the table

Henry Schein Financial Services team can help you navigate complex tax codes to achieve immediate savings

Dentists who are starting, growing or remodeling a dental practice may want to start thinking about end-of-year tax savings because outfitting a practice is more affordable than ever.

At this year’s American Dental Association Annual Session, the Henry Schein Financial Services team can help show practices how to take advantage of the complex federal tax code to achieve immediate savings, while obtaining the best financing rates for equipment, technology and renovations to increase the practice’s aesthetic appeal, efficiency and effectiveness.

While it is currently one of the most advantageous times ever to make capital equipment purchases, the possibility of comprehensive tax reform and modification of the accelerated depreciation limits may change that soon.

By leveraging the deductions of Section 179 now, however, dental practitioners can take advantage of a $500,000 benefit that allows them to deduct all or part of the purchase price of qualifying purchases (equipment, technology and off-the-shelf software). Without another modification this year by Congress, the amount is scheduled to return to $25,000 in 2014.

“The golden goose may stop laying eggs if Congress decides to reduce this favored business equipment incentive for small businesses, like dental practices,” explains Keith Drayer, vice president of financial services at Henry Schein Inc.

Section 179 deduction limits have reduced the after-tax costs of acquiring depreciable business property by accelerating the tax deductibility of some or all of the costs of acquiring the assets. “That, coupled with the likelihood that interest rates will rise, practices may face a double whammy next year with higher financing costs as well as less favorable after tax cost on equipment purchases, computers, software and furniture,” Drayer said.

Tax consequences aside, many practices are struggling to balance technology costs while using the latest, most efficient equipment. However, with favorable deferred payment options of six to nine months, an office can start generating revenue using new equipment before year-end, pay for it next year and maximize the after tax savings this year.

“It is the best fiscal medication for dental practice to be financially strong,” Drayer said.

To learn more about year-end equipment financing — or if you have general questions about practice and/or patient financing options — you can visit Henry Schein Financial Services in the Henry Schein Dental booth (No. 2419) in the exhibit hall at the ADA Annual Session.

In New Orleans

Henry Schein Financial Services team can help you navigate complex tax codes to achieve immediate savings

ADA BOOTH NO. 2419

According to the pros at Henry Schein Financial Service, the timing is ideal right now to make capital equipment purchases — before comprehensive tax reform and possible changes to accelerated depreciation limits. You can ask Henry Schein Financial Services team members questions about this and other dental-practice finance issues at booth No. 2419 in the exhibit hall at the ADA Annual Session.

About Henry Schein Inc.

A Fortune 500 Company and a member of the NASDAQ 100 Index, Henry Schein employs nearly 16,000 Team Schein Members and serves more than 775,000 customers.

The company offers a comprehensive selection of products and services, including value-added solutions for operating efficient practices and delivering high-quality care. Henry Schein operates through a centralized and automated distribution network, with a selection of more than 96,000 branded products and Henry Schein private-brand products in stock, as well as more than 110,000 additional products available as special-order items. The company also offers its customers exclusive technology solutions, including practice management software and e-commerce solutions, as well as a broad range of financial services.

Headquartered in Melville, N.Y., Henry Schein has operations or affiliates in 24 countries. The company’s sales reached a record $8.9 billion in 2012, and have grown at a compound annual rate of 17 percent since Henry Schein became a public company in 1995. To learn more, visit www.henryschein.com.

(Source: Henry Schein Inc.)

Dental Tribune U.S. Edition | October 2013

A44
The Future of Digital Dentistry is Here!

Henry Schein has a digital solution for every step of care.

- Offering customized product and equipment choices
- Integrating with practice management software solutions
- Connecting to the digital dental highway
- Providing expert customer service and support

Leading the Way  Connecting Dental  Enhancing Patient Care

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