Spinelli to lead CDA’s TDIC

By CDA Staff

The Dentists Insurance Company, Northwest Dentists Insurance Company and Dentists Benefits Insurance Company boards of directors recently announced the appointment of Bob Spinelli as their new president and chief executive officer. In addition to leading all operations serving current TDIC, DBIC and NORDIC policyholders, Spinelli will oversee the growth strategy for these companies.

Spinelli most recently served as president and chief executive officer of the California Dental Association’s new subsidiary, The Dentists Supply Company. He led the creation and highly successful launch of TDSC’s online dental supply purchasing program and e-commerce site, tdsc.com, which saved CDA members $1 million in dental supply purchases in its first year. Prior to leading TDSC, Spinelli served as CDA’s chief financial officer since 2005.

“We’re thrilled to have Bob on board as CEO of TDIC, DBIC and NORDIC,” said TDIC board chair Daniel Davidson, DMD. “While serving as CDA’s chief financial officer, Bob’s conservative fiscal management and strategic investment philosophy were instrumental in ensuring TDIC’s financial stability even during economic downturns. As CEO of TDSC, his innovation, focus and service commitment are critical to TDIC’s continued success.”

Last day for deals

Time is running low here at the California Dental Association’s CDA Presents The Art and Science of Dentistry, so if you haven’t yet made your way to the exhibit hall to check out all the show specials and discounts, you’re going to want to do it soon.

One place you’ll definitely want to stop is at the Solvay Dental 360 booth, No. 2132. The company has a good deal on its Ultaire AKP partials: Get two for the price of one. The polymer for removable partial denture frames is a breakthrough because it’s not too rigid (like metal) and not too flexible (like other polymers). It’s described by the company as metal-free, tooth-supported, bonelike, lightweight and comfortable.

Over at booth No. 1018, DenMat Holdings also has a wide variety of show specials, including free Hartzell Instruments. The company, which has been around since 1974 and can be found in more than 115 countries around the world, offers three main product categories: consumables, small equipment and dental lab services.

Coltene is another company offering all sorts of show specials (it can be found in booth No. 1312) on such products as its BRILLIANT EverGlow universal submicron hybrid composite, the BioSonic Ultrasonic Cleaning Systems and the ONE COAT 7 UNIVERSAL bond.

Of course, there are a lot more specials and discounts out there, so make sure you check them all out. You have until 4:30 p.m. today before you lose your chance, at least until next year.
Exclusive offer for dentists!

Two for the price of one

Booth #2132

Ultaire™ AKP

Comfortable
Lightweight
Natural-looking
Bone-like
Tooth-supported

Ultaire™ AKP proudly offered by:

Puche Dental

SolvayDental360.com
ment ensured the company’s successful launch. He will bring this full suite of leadership strength to TDIC in this next phase of its growth.”

With a focus solely on protecting dentists, TDIC provides exceptional insurance products, including professional and dental business liability, commercial property and workers’ compensation. Additionally, TDIC is celebrating its 24th consecutive year of earning the A.M. Best Company’s “A” rating, which includes comparisons to peers and industry standards as well as assessments of operating plans, philosophy and management.

“In addition to serving our current policyholders, I’m excited to lead TDIC, NORDIC and DBIC’s expansion strategy,” said Spinelli. “Our successful efforts to achieve geographic diversification, financial stability and diversified premium base support our commitment to protect more than 23,000 policyholders in 15 states.”

Prior to joining the CDA organizations in 2005, Spinelli served as chief financial officer for EMSource LLC, a billing and management service organization for emergency medicine physicians, and as controller for Vision Service Plan, an employee benefits company offering vision insurance products. Spinelli began his career with PriceWaterhouse and is a graduate of the University of California at Berkeley. He replaces Peter DuBois as CEO as part of strategic leadership reorganization intended to position a strong leadership team during a significant organization-wide growth phase for CDA and its subsidiaries. DuBois continues to serve as CDA executive director and president of the CDA holding company over TDIC, DBIC and NORDIC.

About TDIC
Founded in 1980, TDIC, a subsidiary of the California Dental Association, underwrites professional and business liability, commercial property, workers’ compensation and employment practices liability coverage exclusively for dentists. Rated A (Excellent) by A.M. Best Company, TDIC insures more than 19,000 customers and is endorsed by seven state dental associations and societies.
Henry Schein One launches Dentrix G7

Features new integration with imaging software, Dentrix Smart Image

By Henry Schein Staff

Henry Schein One announced this week the release of Dentrix® G7, the upgraded version of the award-winning dental practice management system that integrates with some of the industry’s leading digital imaging solutions to enhance both clinical and financial workflows and improve efficiencies for diagnosis and billing.

Dentrix G7 is the first product launched by Henry Schein One, the practice management, marketing and patient communication joint venture formed on July 1 involving the products and services of Henry Schein Practice Solutions, a subsidiary of Henry Schein Inc.; Henry Schein’s international dental practice management systems; and the dental businesses of Internet Brands, a KKR portfolio company. The new company delivers integrated dental technology to help the profession improve practice management and marketing as well as patient communication.

The launch of Dentrix G7 supports Henry Schein One’s commitment to deliver advanced, cutting-edge technology and enhanced products that help practitioners benefit from technology integration in dental practices.

Dentrix G7 software integrates the Dentrix patient chart with various image types from several third-party imaging vendors, including 2-D, 3-D and CAD/CAM images, helping to automate common imaging and practice management-related activities. By integrating imaging solutions through Dentrix Smart Image, practitioners can access images from a single place in Dentrix — the Patient Chart — which also improves workflows for case diagnosis and acceptance, according to the company.

Dentrix Smart Image also gives practitioners the ability to link images with CDT (Code on Dental Procedures and Nomenclature) codes that are then posted both to the ledger and the patient’s continuing care record automatically, saving time from manual entry and ensuring payment for procedures performed.

“We are excited to launch Dentrix G7 and deliver solutions, such as Dentrix Smart Image, that dental teams can rely on to automate operational processes into one seamless workflow,” said James A. Harding Jr., chief executive officer, Henry Schein One. “With the addition of Dentrix Smart Image, our customers can further enhance engagement with their patients using advanced communications tools that strengthen relationships and ultimately ensure patient loyalty. Dentrix G7 featuring Dentrix Smart Image is a major step forward in our goal to automate the dental practice.”

The integration of Dentrix Smart Image with Dentrix G7 is the latest solution offered by the Dentrix Connected program, an open technology platform that allows customers the opportunity to connect their favorite dental applications and technologies to create a single, unified digital office solution. Solutions are designed and tested to integrate into customers’ existing Dentrix system and with future Dentrix upgrades.

“As a Dentrix Connected partner, we have front row access to Henry Schein One’s market-leading solutions, and we are excited to bring the next level of automation to our customers,” said Joe Goldstone, director of IO Imaging, Dentsply Sirona.

Henry Schein One works with developers to create “Dentrix Connected” versions of their products through the Dentrix Developer Program, a platform for software developers who already have or plan to create software that integrates with Dentrix G5 and above software. Dentrix G7 featuring Smart Image is open to imaging providers that would like to participate in the program.

As of this release, 11 imaging providers have signed on to support Dentrix Smart Image. To see a full list of all participating vendors, visit www.Dentrix.com/SmartImage.
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3 MAGNIFICATIONS

It’s time to zoom in and take a closer look at EyeZoom.™

It’s the first and only loupe to offer a revolutionary optical design with multiple magnification powers and edge-to-edge high definition resolution.

Take a closer look at this Orascoptic exclusive at:
CDA NORTH BOOTH #702
PhD scientist explains the many advantages of polymer RPDs

By Solvay Dental 360 Staff

When Solvay Dental 360™ set out to develop a new material for removable partial dentures (RPDs), the goal was to create a high-performance polymer to fill the gap between the metal and flexible frames currently on the market.

Ryan Murphy, PhD, a polymer scientist for Solvay, says, “Metals are way too rigid, and flexibles are entirely too flimsy.”

With this in mind, Solvay drew from its 25-year history as metal-replacing experts in the healthcare industry to produce Ultaire™ AKP. This innovative aryl ketone polymer (AKP) is formulated to meet critical performance requirements for RPDs.

Metal-free, lightweight, comfortable

“We saw an opportunity based on a lot of the undesirable traits and potential poor health consequences of metal RPDs,” Murphy says. “Ultre AKP is metal-free, it’s lightweight, it’s comfortable for patients. It’s biocompatible, and it’s tooth-supported. It’s very bone-like in its properties.”

With Ultaire AKP, dentists can offer patients a premium alternative to metal and flexible RPDs. “Ultre AKP sits right in between, designed specifically to enhance the rigidity of the polymer to be supportive and to have a very long lifetime. But also, to have some flexibility and elasticity to be able to improve the patient comfort and overall experience,” Murphy says.

Ultre AKP, a high-performance polymer, offers these features:

• Strong enough to be tooth supported
• May help minimize bone loss
• Minimal fitting sessions and adjustments
• High patient satisfaction
• May improve patient compliance

Ready to prescribe? Two Ultaire AKP partials for the price of one

This special offer — two Ultaire AKP partials for the price of one — is for dentists who visit booth No. 2132.

Ultre AKP is from Solvay Dental 360™, part of the global company Solvay, which has one of the broadest portfolios of high-performance, health-care polymers worldwide with more than 35 brands in more than 1,500 formulations, according to the company. Solvay is now bringing this expertise to the dental industry with Ultaire AKP.

‘Metals are way too rigid, and flexibles are entirely too flimsy.’

* Ryan Murphy, PhD, polymer scientist for Solvay

“Solvay Dental 360 is passionate about science,” Murphy says. “This is reflected in our parent company’s long history of innovation. So, we’re aiming to bring all of this talent, all of these unique chemistries that we have that are not served by any other player in the dental market, direct to you.”

For additional information and to check out the Ultaire AKP, stop by the booth, No. 2132.
Seeing is Believing

The glidewell.io™ In-Office Solution, a collaborative effort between Align Technology, Inc., and Glidewell Dental, leverages the power of the iTero Element® Intraoral Scanner to offer an astonishingly simple digital experience that results in single-appointment BruxZir® crowns and so much more.

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iTero Element is a registered trademark of Align Technology, Inc.
By COLTENE Staff

Since 1988, COLTENE’s BioSonic Ultrasonic Cleaning Systems have been trusted worldwide as the standard in ultrasonics for the dental practice, according to the company.

COLTENE’s BioSonic UC125 Ultrasonic Cleaner has a 1.25 gallon tank and is ideal for medium-sized practices because of its ability to clean a variety of instruments in a short period of time and drain in less than one minute.

For maximum cleaning capacity, COLTENE’s BioSonic UC300 Ultrasonic Cleaner offers performance, safety and durability for high-volume and group practices, according to the company.

Both the UC125 and UC300 cleaners can be used as either a countertop unit or a recessed unit, allowing for flexibility in any sterilization setting.

COLTENE also offers a complete line of BioSonic cleaning solutions that work in combination with the ultrasonic cleaner to remove a variety of debris and materials such as cements.

Here in San Francisco

Visit COLTENE at booth No. 1312 to see the BioSonic cleaners and solutions. More information about the ultrasonic cleaners and solutions is also available at coltene.com.

COLTENE’s BioSonic UC125 Ultrasonic Cleaner, ideal for medium-sized practices.
(Photo/Provided by COLTENE)
WE SET A HIGH BAR FOR ULTRA LOW DOSE IMAGING.

An independent study proves: Only Planmeca Ultra Low Dose™ can drastically reduce patient radiation by up to 77% - without a statistical reduction in image quality*.

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*According to “Dosimetry of Orthodontic Diagnostic FGWs Using Low Dose CBCT Protocol” by JB Ludlom and J Koivisto.

Request a demo and download the study at planmeca.com/na/Imaging/ULD/ or call (630) 529 2300.

Visit us at CDA booth #1428
The Planmeca Emerald is a lightweight, ergonomically designed scanner that quickly captures intraoral color images in real-time, according to Planmeca USA, the company behind the product.

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

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

The scanner uses a multi-color laser-based system for color reproduction.

The Planmeca Emerald is built on an open system platform, creating smooth integration with other equipment within the office, the company asserts. The “Plug N’ Play” capability with USB-3 connection allows clinicians within the office to use the Planmeca Emerald without concerns over Wi-Fi connections.

The portability enables sharing between operatories and multiple PCs, and because it includes Planmeca Romexis, a server-based solution is available. A replaceable cord reduces the need to replace the Emerald scanner because of wear and tear of the electrical cord, according to the company, thereby extending the life of the scanner.

As always, customers can take advantage of the only equipment manufacturer that provides education, training and support, the company asserts.

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

The Planmeca Emerald gives clinicians the freedom of practicing dentistry the way that best suits their practice, the company asserts.

Clinicians that prefer to only scan can send files to third parties without additional click or subscription fees.

If clinicians choose to offer same-day dentistry to patients, they can add a mill.

Come see the Planmeca Emerald: The next-generation intraoral scanner

By Planmeca USA Staff

The Planmeca Emerald. (Photo/Provided by Planmeca)
BioSonic® UC125 Ultrasonic Cleaner

With a 1.25 gallon tank, the UC125 is ideal for medium sized practices due to its ability to clean a variety of instruments in a short period of time and drain in less than a minute.

BioSonic® UC300 and UC300R Ultrasonic Cleaners

The UC300 is your best solution for maximum cleaning capacity, performance and safety offering long-lasting durability that accommodates any type of cycle.

BioSonic UC125 Ultrasonic Cleaner

- 1.25 gallon tank capacity
- LCD technology for customized operation
- Quiet operation
- Stainless steel tank

BioSonic UC300/300R Ultrasonic Cleaner

- 3 gallon tank capacity
- Stainless steel tank
- Unique hinge reduces noise levels for a quiet operation
- Recessed model available

BioSonic Solutions

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- Super concentrated
- Super effective
- Super convenient

Visit us at CDA | Booth #1312
800.221.3046 | coltene.com
DenMat Holdings recently announced the issuance of a new patent by the US Patent & Trademark Office for its line of Snap-On Smile® removable dental appliances. United States Patent No. 9,901,429 is for an appliance fabricated to enhance the appearance of a patient’s smile, including a plurality of simulated teeth, resulting in an improved smile without any need to alter the structure of a patient’s existing dentition.

“This latest patent broadens DenMat’s existing intellectual property assets covering Snap-On Smile,” said David Casper, CEO of DenMat. “The newly issued patent recites, among other things, the use of acetyl resin, the ability for the appliance to be removed and the tooth-borne retentive nature of the design.”

The patent claims an invention in which an appliance is designed and fabricated to change the appearance of a patient’s smile without needing to alter the existing structure of the teeth.

One embodiment of the invention may be fabricated from an acetyl resin material, has a continuous wall with an inner surface that adapts and conforms to the facial and lingual aspects of the existing teeth, has an outer wall that has the desired visible appearance and has retentive points without utilizing any dental adhesive or cement.

This latest patent strengthens DenMat’s patent portfolio for its Snap-On Smile product line, which includes U.S. Patent Nos. 8,449,296 and 7,357,637, as well as one or more pending patent applications.

“The DenMat laboratory has been a key area of focus for our company,” Casper said. “That focus has included a strategic initiative aimed at strengthening our intellectual property assets covering the innovative technologies that we employ to deliver unique and esthetic solutions for our customers.”

**About DenMat**

Since 1974, DenMat has been a leader in high-quality dental products for dental professionals in more than 100 countries around the world. DenMat makes and assembles most of its products at its world headquarters on the Central Coast of California. The company offers three main product categories: consumables, small equipment and a full-service dental laboratory.

DenMat’s consumables include brands such as Geristore®, Core Paste®, Tenure®, Ultra-Bond®, Infinity® and LumiSmile White®. DenMat’s small equipment offering includes NV® PR03 and SOL™ soft-tissue diode lasers, the Rotadent® power toothbrush, PeriOptix® magnification loupe and lights, Flashlite™ curing lights, Vizilite® and Vizilite Pro for oral lesion screening and a full line of Hartzell hand instruments.
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Free yourself — and your headlights — from a battery pack

By Designs for Vision Staff

Designs for Vision’s LED DayLite® WireLess™ Mini and LED DayLite WireLess headlights free you from being tethered to a battery pack. The simple modular designs uncouple the headlights from a specific frame or single pair of loupes.

Prior technology married a cordless light to one pair of loupes via a cumbersome integration of the batteries and electronics into the frame. The LED DayLite WireLess headlights are independent of any frame/loupes.

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

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

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

The LED DayLite WireLess produces more than 40,000 lux at high intensity and 27,000 lux at medium intensity, while the intensity of the LED DayLite WireLess Mini is 27,000 lux. The spot size of each of the LED DayLite WireLess headlights will illuminate the entire oral cavity.

The LED DayLite WireLess is powered by a compact, rechargeable lithium-ion power pod. The WireLess Mini is powered by specialty rechargeable lithium-ion cylindrical cells.

Both LED DayLite WireLess headlights come complete with three batteries/battery pods. The charging cradle allows you to independently recharge two batteries/battery pods at the same time and shows the progress of each charge cycle.

Choose the ‘WireLess’ light that’s best for you

To see the LED DayLite WireLess Mini and LED DayLite WireLess headlights, stop by the Designs for Vision booth, No. 928, or contact the company to arrange a visit in your office at (800) 345-4009 or info@dvimail.com.
Sharing isn’t always caring
Learn more at booth #1412

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SAFE-FLO one-way valve technology provides a physical barrier that prevents evacuation line backflow.

¹ Miller C. ‘Back flow’ in low-volume suction lines may lead to potential cross-contamination. RDH, 1990;10(3):30.
Not made with natural rubber latex
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888-276-7783
crosstex.com
Planmeca USA recently announced the launch of its newest mill, the Planmeca PlanMill® 30 S, for chairside milling.

The new Planmeca PlanMill 30 S has been designed for optimal precision by combining high-performance servo motor technology and durable milling components. Capable of reaching maximum speeds of 100,000 rpms, a 4-axis, high-speed spindle is ideal for single-visit restorations and everyday milling of inlays, onlays, crowns or bridges.

To learn more about the Planmeca PlanMill 30 S, visit www.planmecausa.com or stop by booth No. 1428 here in San Francisco.

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