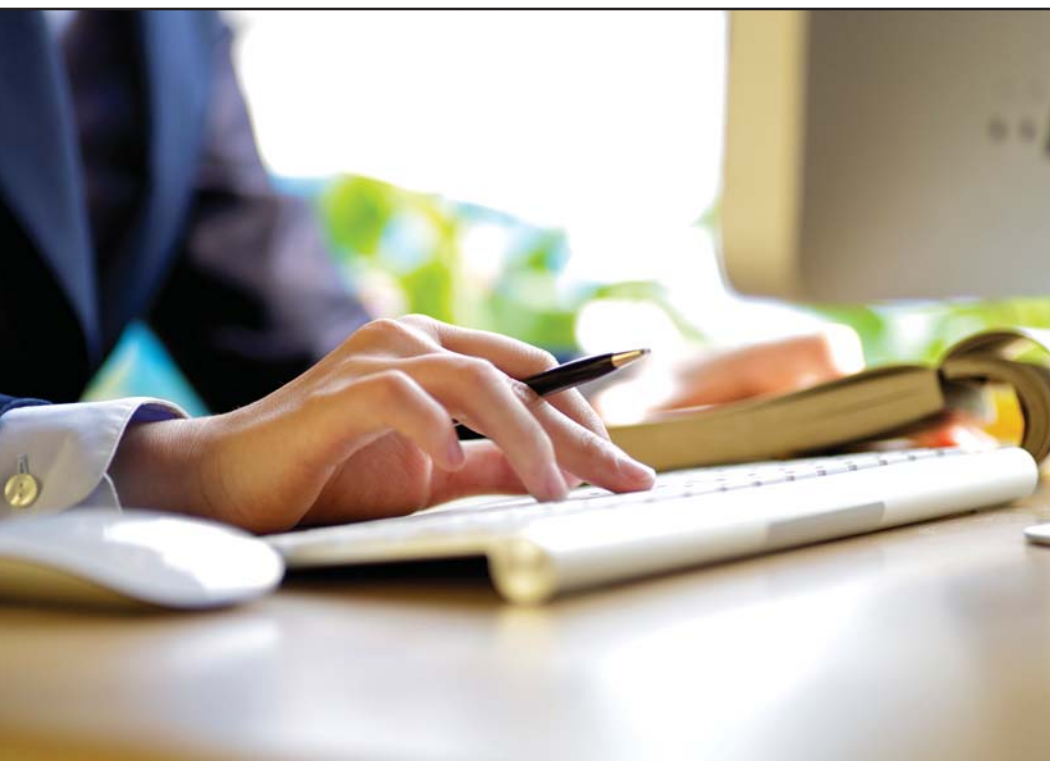


THE DENTAL ADVISOR™

“Improving Patient Care Through Research & Education”



Moving Toward the Electronic Record

The never ending debate in the dental industry is when recommendations for complete digitization of the electronic healthcare record will be finalized. Steps need to be taken by all dental professionals to prepare for digitizing the office, regardless of mandated deadlines. The focus on moving to an all-digital environment is becoming more confusing for dental teams as products and technology change. In addition, relationships between manufacturers and distributors are changing the way support, installation, and training are provided.

This issue of THE DENTAL ADVISOR addresses the steps practices can take to digitize without integration headaches. Early steps in the move toward a completely paperless environment are discussed as well as a comparison of digital radiography sensors.

Dec 2011

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Excellent	+++++
Very Good	++++
Good	+++

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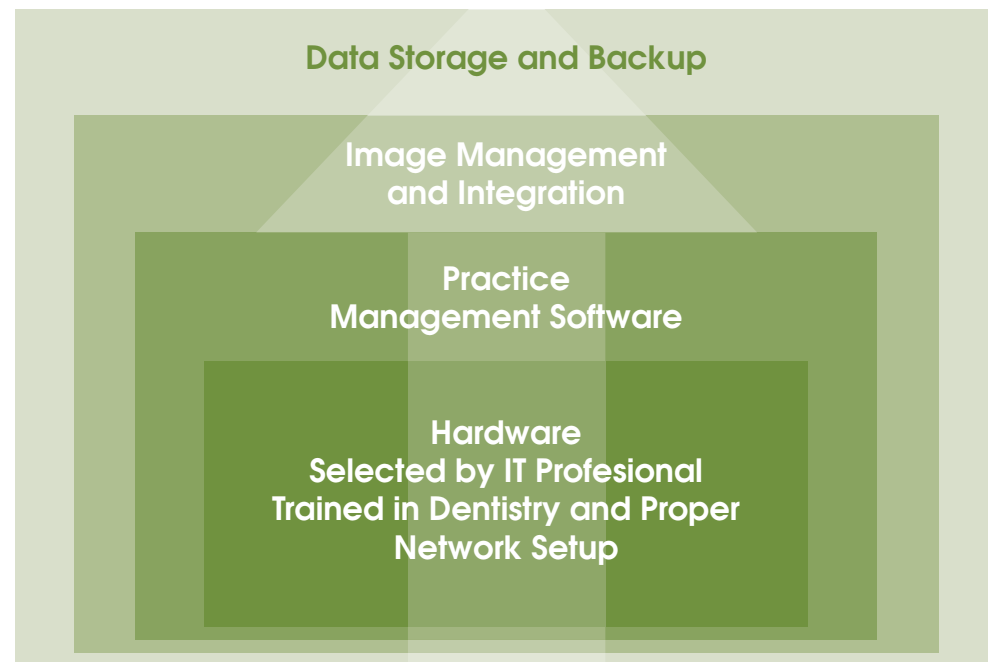
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Moving Toward the Electronic Record

The more complex the marketplace becomes, the more difficult it is to develop a proper plan for technology integration in daily practice. Regardless of how you achieve a truly paperless environment, a proper infrastructure is critical to build the foundation for an electronic record. The following general guidelines are critical points to consider in a plan.



Information Technology Specialist

The core of any digital solution is an excellent Information Technology Specialist. Ideally, the IT group you work with should be familiar with all tasks that need to be sequentially completed in a dental practice at the same time. They should also be willing to provide advice on accessing data, storing data, and securing data for HIPAA security standards. Any good IT specialist will understand the complexities of different softwares used within a dental practice, and how those softwares are accessed during a typical day. They should be willing to review the specifications necessary for each item you are using throughout the day and provide recommendations to minimize network slowdown in the future.

Practice Management Software

Your software is the “lead actor” in daily tasks for your practice. It is important to learn as much as you can about the capabilities of your software. If all aspects of your software are not in use to become paperless, learn what is necessary to purchase to have all components digitize records. For example, does the software have a charting function or are there separate imaging and charting modules to purchase? Does the software “seamlessly” integrate with your chosen digital radiography software? How are intra-oral camera and full face camera images integrated? One of the most frustrating things for a dental practice is to purchase different technology pieces and have to use different programs to view a complete case.

Image Management and Integration

For the clinical team, images are critical for diagnosis and treatment. Many radiography systems have software packages that can be purchased with sensors; however, the software may not seamlessly integrate with your practice management software. It is important to ask very basic questions of the equipment vendors prior to making a purchase. In addition, images need to be easy to find and navigate to for ease of submitting claims and sharing with other dental care providers.

Data Storage and Backup

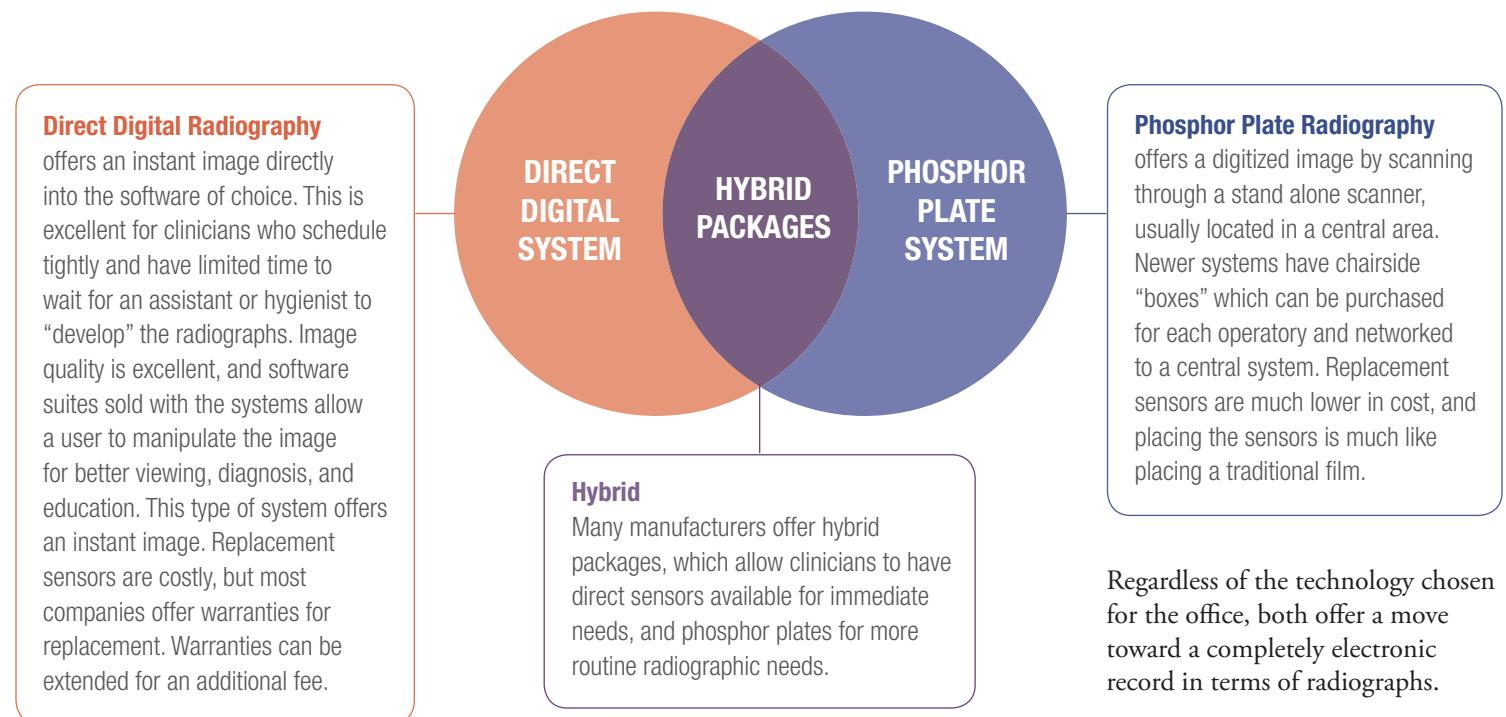
Although data backup has always been important, dental professionals have historically been able to fall back on the paper chart as a reference. The move toward a truly digital environment brings this issue to the forefront. Not only is it necessary to regularly backup and test backup data in case of loss, it is critical. As digital files increase, data storage also becomes a concern. Many dentists have concerns about backing up in the cloud although realistically most storage cannot be managed effectively on a server over time.

How do you move toward a paperless environment?

First, you need to carefully assess the needs of your office now and in the future. To effectively manage expectations for a dental team in efficiency improvement, training, learning curve, and true integration to daily practice – a plan of operation needs to begin with an assessment of your needs.

The First Step: Digital Radiography

The first area to convert to a digital environment is to integrate digital radiography into a practice. The current choices available for dentists when discussing digitization in an office are to purchase a **phosphor plate system** or a **direct digital system**.



Regardless of the technology chosen for the office, both offer a move toward a completely electronic record in terms of radiographs.

Moving Toward the Electronic Record

ScanX Classic

+++++
Air Techniques
1-800-AIR TECH
1-516-433-7676
www.airtechniques.com



Product Description: *ScanX Classic* (model PN B7200) is a digital radiography system that utilizes reusable Phosphor Storage Plates (PSP) in place of film to produce diagnostic quality intraoral and extraoral digital radiographs. *ScanX* eliminates chemicals, film processors and maintenance associated with film processors. The *ScanX Classic* produces a digital image by scanning PSPs that have been exposed to x-ray. Images are digitally stored utilizing user-supplied software and computer making the retrieval and display of radiographic images at the touch of a button.

XDR Digital Radiographic System

XDR Radiology
888.XDR.XRAY
888.937.9729
www.XDRradiology.com



Product Description: *XDR Digital Radiography* provides simple and high-quality capture from intra-oral sensors, pan/ceph units, intra-oral cameras, scanners, and PSP units. CMOS sensors promote effective and comfortable placement. *XDR* software is easy to use, bridges with all practice management systems, provides feedback on exposure levels, and allows viewing of images during the charting process. Patented Bi-Directional Scaling allows more accurate measurements in any direction. Patented Distortion Correction undoes the effects of projective distortions, allowing for more comfortable sensor placement.

Extraoral Images

Aside from intra-oral films, extraoral decisions will need to be made as well between panoramic, panoramic/cephalometric combinations, or Cone Beam CT. Direct Digital Panoramic machines will integrate into viewing software. Digital upgrades from a film-based panoramic machine are less costly; however, if not purchased from the same manufacturer as your intraoral sensors, they may necessitate software to view images. This is an additional step to integrate into daily routines. Again, understanding the clinical process of each individual office will assist you in determining which radiographs are taken when, and assist you in the number of sensors an office will need to purchase to be efficient, as well as the need for extra oral radiography.

Integration with Practice Management Software

Two completely confusing areas for dental practices are integration with practice management software and storage solutions available for the vast amount of files generated in a given year. There are hundreds of configurations available, and putting the pieces together is essential to reduce headaches and downtime during clinical hours.

3 Ways to integrate digital radiography into practice management software:

SEAMLESS

There is a special place inside your practice management software program that allows for access to take and store images. This special relationship has been made between the imaging software program and the practice management software to accept images into the charting software. The practice management software dictates which imaging software will be compatible, limiting the choice of imaging hardware.

SOFTWARE BRIDGES

A separate imaging program is available to be used with most practice management software programs. It requires pressing a separate icon that is located somewhere on your computer screen. This is the most flexible option and allows for more choices of imaging hardware now and in the future because there is most likely a direct driver available from the hardware manufacturer.

TWAIN

This is a generic driver that is used when the practice management software does not provide a seamless solution to digital imaging devices. TWAIN has limitations and is the least favorable method for integrations because it does not use the software tools that are inherent to the imaging device.



Tips for Integrating Digital Radiography with your Practice Management Software:

1. Check with your practice management software vendor on which systems they believe will offer the best integration. Often, practice management software vendors have proprietary relationships with dental suppliers or manufacturers of digital sensors.
2. Decide for yourself how you envision true integration of images with a digital patient chart. Do you mind having two software programs that operate concurrently? If so, you should consider only digital sensors that offer direct integration into the imaging suite of the practice management software you use. This means that when you are accessing a patient chart, no other software will be launched to view images.
3. Find out about hidden costs for premium software versus basic software, as well as any bridging costs to allow images to directly integrate (usually via an icon in your charting software).
4. If your practice is still utilizing paper charts and only accessing images in the clinical operatories, a separate software which integrates any images taken (including intraoral and extraoral photographs) may be a better choice for you.
5. Be realistic about the additional costs you may incur for integration of images into your patient "chart." Often offices purchase what they do not need. They use a paper chart, old x-rays, digital x-rays, an imaging and charting module in their practice management software, and continue documenting in multiple places, causing inefficiency as well as downtime to document everywhere. Hardware specifications need to be checked with each new process implemented in the clinical arena. In addition to the cost of software, hardware, and sensors, the hidden cost is inefficiency and training.
6. Ask about future upgrades and support for moving toward a paperless environment.

The best thing to do for planning is to consider all of your expectations realistically while moving toward an electronic record. The more disjointed the process, the more difficult the challenges are to operate efficiently in the digital world. The key to successful integration is to understand and choose each area carefully in the clinical, as well as business process of the dental practice. The focus of any clinical team should be for the inevitable future of electronic records, regardless of whether it happens next week, or in five years.

Factors to Consider in Purchasing Digital Radiography:

Call their support line.

Do you get a live voice? How long do you have to wait? What are the hours of operation? What is the support cost per year?

Can you pay for support as you use it?

Does the system have any type of online support or a "live" demo version for new staff members?

Does the company offer references of doctors who have used the system?

What do the team members using it like and dislike about the system?

How is training done?

Do they send someone in-office, or do you have to go to them for training? What if you have a new employee who needs training?

What are the hardware specifications of the system?

If you are not purchasing your sensors from the company who is selling the software, you need to be sure your system supports the software, and allows space and memory for future upgrades.

Does it offer integration with any of your other systems (Practice Management software, intra-oral camera, digital camera, electronic claims submission, etc.)?

Is there an additional cost for networking or bridging? Who is responsible for the hardware working with the software and other equipment? Are there separate modular costs for clinical and front office software? How do they propose integration for the other clinical equipment?

How often is the software upgraded?

What is the cost? Does the company accept suggestions for improvement from the customer?

What does your software license cover?

Is it per machine or per office? If applicable, can the system be used among 2 or 3 satellite offices? Are there additional licensing fees charged if the system is used remotely?

What features make this sensor stand out from competitors?

Why should you buy this sensor?

How does the company propose you share digital radiographs with referring doctors or specialists, insurance companies, and any other professionals working on a case?

Do they have a universal viewer for other professionals to view or an easy way to convert to a universal file type?

Moving Toward the Electronic Record

DIRECT DIGITAL SENSORS								
Product	Company	Sensors Available	Cable Length	Computer Interface	Viewing Software Incl.	Warranty	Suggested Retail Cost	Included in Cost
EVA	Dent-X/ ImageWorks	Sizes 1, 2	23 ft	USB	Yes	24 mo	\$8,500	1 Sensor, Multiuser Software License And Updates, Llifetime Technical Support, Sheaths, Positioners
Quickray	Video Dental Concepts	Sizes 1, 2	9 ft	Direct USB	Yes	24 mo	Size 1: \$4,995; Size 2: \$5,995; Combo with Network Software: \$9,995	1 Sensor, 1 License, Holders, Barriers, 2 hours of training on 1 computer, \$45 for each additional computer
Quickray Mac	Video Dental Concepts	Sizes 1, 2	9 ft	Direct USB	No	24 mo	Size 1: \$3,995; Size 2: \$4,995; Combo 1&2: \$8,795	Mac Driver Only, Holders, Barriers, 2 hours of training on 1 computer, \$45 for each additional computer
Quickray TWAIN	Video Dental Concepts	Sizes 1, 2	9 ft	Direct USB	No	24 mo	Size 1: \$3,995; Size 2: \$4,995; Combo 1&2: \$8,795	Twain Driver, Holders, Barriers, 2 hours of training on 1 computer, \$45 for each additional computer
RVG 5100	Carestream Dental	Sizes 1, 2	8 ft	USB	Yes	36 mo	Not Provided	Not Provided
RVG 6100	Carestream Dental	Sizes 0, 1, 2	8 ft	USB	Yes	36 mo	Not Provided	Not Provided
RVG 6500	Carestream Dental	Sizes 0, 1, 2	8 ft	WiFi	Yes	36 mo	Not Provided	Not Provided
Snapshot	Instrumentarium	Sizes 1, 2	9 ft	Direct USB	Yes	60 mo - purchase	Size 1: \$8,695; Size 2: \$8,950	1 Sensor, Sample Barriers and Sensor Holders, Lifetime Support
Sopix 2	Acteon	Sizes 1, 2	11 ft	Direct USB	Yes	36 mo	Size 1: \$10,200; Size 2: \$11,500;	1 Sensor, Lifetime Support, Multi-User Software License
WDS	Video Dental Concepts	Size 2	na	Wireless	Yes	12 mo	\$3,995	1 Sensor, Holders, Barrier Sleeves, Software, 2 hours of training on 1 computer, \$45 for each additional computer
XDR	XDR	Sizes 1, 2	10 ft	Direct USB	Yes	24 mo	Not Provided	Not Provided

PHOSPHOR PLATE SENSORS							
Product	Company	Sensors Accepted	Computer Interface	Viewing Software Incl.	Warranty	Suggested Retail Cost	Included in Cost
Digora	Soredex	Sizes 0, 1, 2, 3	Ethernet	No	24 mo	\$9,995	PSP Plates - 18 size 2 psp
Digora Optime	Soredex	Sizes 0, 1, 2, 3, 4	Ethernet	No	24 mo	\$11,995	PSP Plates - 18 size 2 psp
PSPix	Acteon	Sizes 0, 1, 2, 3	Ethernet	Yes	24 mo	\$13,900	PSP Plates - 2 sizes 0, 1, 5 size 2, 1 size 3, Sopro imaging software basic, lifetime tech support, accessories starter set (100 covers and hygiene bags), 12' ethernet cable
ScanX Classic	Air Techniques	Sizes 0, 1, 2, 3, 4, ceph, pan	USB	30-day free trial	24 mo	\$21,995	PSP Plates - 20 size 2
ScanX Duo	Air Techniques	Sizes 0, 1, 2, 3, 4	USB	30-day free trial	24 mo	\$9,995	PSP Plates - 8 size 2
ScanX Intraoral	Air Techniques	Sizes 0, 1, 2, 3, 4	USB	30-day free trial	24 mo	\$13,695	PSP Plates - 20 size 2



GrandioSO Heavy Flow + + + + +

VOCO
888.658.2584
www.vocoamerica.com

Description

GrandioSO Heavy Flow is a radiopaque, light-cured, flowable composite that is characterized by its high viscosity and high filler content. It is a universal composite designed to be used in place of a conventional flowable when a higher viscosity is needed. Indications include filling all classes of cavities plus extended fissure sealing; filling V-shaped defects and cervical abrasions; blocking out undercuts; cavity lining and tooth splinting. It is available in new *NDT*® (*Non-dripping Technology*) 2-g syringes and 0.25-g caps in 12 shades: A1, A2, A3, A3.5, A4, A5, B1, B2, C2, OA2, BL, and WO. **GrandioSO Heavy Flow** can be used with all light-curing bonding agents and light cures at 20 to 40 seconds, depending upon the shade used. The introductory syringe kit contains one syringe each in shades A1, A2, A3, A3.5 and WO; shade guide and intraoral tips. **GrandioSO Heavy Flow** was evaluated by 29 consultants in 806 uses. It received a 96% clinical rating.

Suggested Retail Cost

- \$188.00/kit

Product Features

Consultants liked the consistency and stackability of **GrandiSO Heavy Flow**. It extrudes without air bubbles and does not ooze out of the syringe after use. Some commented that they believed that the high filler content (83% by weight) would result in improved strength and wear resistance. Shades are accurate to the shade guide, and blending with the tooth is excellent. While the material can be used to fill Class II cavities, some consultants found it difficult to manage in larger restorations. Fifty-nine percent of consultants reported that **GrandioSO Heavy Flow** was better than their current flowable composite and 31% reported they were equivalent. Eighty-three percent would switch to **GrandioSO Heavy Flow** and 90% would recommend it.



Consultants' Comments

- “I liked the consistency, flows but stackable.”
- “Good option for Class V restorations where too much flow is a problem.”
- “I liked the high filler content – may have more wear resistance.”
- “Shade selection and esthetics were good.”
- “Labeling on the syringe clearly indicates viscosity and curing time.”
- “The high viscosity makes it a little more difficult to express from the syringe.”

Clinical Tips

- Place all secondary anatomy after bulk placement.
- For better adaptation to the preparation, agitate the tip within the material.
- Not all shades are available in caps - see package insert. ■

DENTSPLY Professional
800.989.8825
www.dentsply.com
www.StylusATC.com

Request a Sample:
Visit www.dentaladvisor.com to request
a sample or more information!



Description

The **MIDWEST Stylus ATC** is a high-speed, air-driven handpiece that features Speed-Sensing Intelligence (SSI), which automatically optimizes power to virtually eliminate stalling without having to be monitored or requiring frequent adjustments, and adjusts speed when the bur is not under load to minimize wear on handpiece bearings. It also features *Superior Turbine Suspension* (STS) to minimize bur deflection for precision and control. This feature allows the handpiece to operate at speeds of 330,000 rpm without noticeable bur deflection and chattering, promoting smooth and precise control for margin refinement and restorative procedures. The **MIDWEST Stylus ATC** is ergonomically designed and is lighter than electric handpieces, has a low pitch and tone, and incorporates a swivel for freedom of movement. It is available in mini- and mid-size heads and is compatible with standard- and short-shank burs. The only handpieces compatible with the **MIDWEST Stylus ATC** system are the **MIDWEST Stylus ATC** 890 mid-sized head and the Stylus ATC 990 mini-head. The system evaluated included a combination of two packages. Two **Midwest Stylus** handpieces (one mini-sized head and one mid-sized head), control source, coupler and tubing, power adapter with cord, maintenance kit (o-rings, cleaning wires, coupler bulb cap and **Midwest Stylus ATC** nozzle for Midwest aerosol spray, maintenance coupler, lubricant, bulb and spray guards), installation kit, and installation instructions. **MIDWEST Stylus ATC** was evaluated by seven Editors in 437 uses. It received a 96% clinical rating.

Suggested Retail Cost

- Midwest® Stylus™ ATC 890 Starter Package with Two Handpieces (mid-sized) - \$5,027.00
- Midwest® Stylus™ ATC 990 Starter Package with Two Handpieces (mini head) - \$5,027.00

Editors' Observations

Instructions

Editors rated instructions as excellent. They were complete and comprehensive.

Ease of Integration into Practice/Connection to Coupler

The installation is complex and required some refinement. Once installed, the ease of integration into the practice received very good to excellent ratings, as did the connection to coupler. Dedicated tubing and a special coupler are required for **MIDWEST Stylus ATC** and other air-driven handpieces cannot be connected to this line.



Consultants' Comments

- *"Nice feel and balance."*
- *"Very ergonomic, easy on the wrist, swivel is excellent."*
- *"Torque is excellent – cuts smoothly."*
- *"The mini-head has three fewer water ports than the mid-size handpiece."*
- *"Installation was complex and required some refinement."*

Noiseless operation/Smoothness of Operation

Noise level was rated good to very good. The pitch varies with the level of torque. Operation was smooth.

Torque/Cutting Efficiency

Under normal conditions of high speed with a load on the bur, the handpiece cuts well. High torque is maintained with smooth cutting. When cutting at slower speeds, torque is lower.

Lack of Bur Chatter/Bur Deflection

Lack of bur chatter and deflection were rated very good to excellent.

Size/Feel of handpiece/Ergonomics

The Editors reported that **MIDWEST Stylus ATC** handpieces were ergonomic with a nice feel and balance. The swivel was excellent. The handpiece was easy on the wrist.

Quality of Light/Water Spray

The water spray was rated as excellent. The quality of light was good. Some editors preferred a brighter light.

Ease of Cleaning/Sterilization

The **MIDWEST Stylus ATC** handpieces should be steam sterilized between patients. A coupler for attachment to a maintenance device is included in the package. The ease of cleaning and sterilization was rated as good.

Summary

MIDWEST Stylus ATC is a unique handpiece that is air-driven and electronically controlled. Seventy-one percent of consultants reported that the **MIDWEST Stylus ATC** was better than their current electric handpiece and 14% reported that it was equivalent. Seventy-one percent would switch to **MIDWEST Stylus ATC** and 71% would recommend it.

NOVUS + + + ½

Lang Dental Manufacturing Company, Inc.
800.222.5264
www.langdentalmanufacturing.com

Description

NOVUS is a laboratory-processed resilient denture liner intended for long-term clinical use. It is a high-tech synthetic rubber with methyl methacrylate, which chemically bonds to denture base resins. The resilient nature of the liner provides a cushion to the soft tissue and is designed to improve clinical retention and function. It is also designed for ease of processing, finishing and polishing. The material is resistant to fungal growth. **NOVUS** liner can be added to an existing denture or included as a liner to a new denture. **NOVUS** may also be used in removable appliances against implant abutments and bars. **NOVUS** was evaluated by seven dentists and two lab technicians in 18 uses. It received an 83% clinical rating.

Product Features

NOVUS denture liner is slightly soft and patients found it to be very comfortable. Dentures relined with **NOVUS** fit well with good retention. The resiliency of the liner makes it possible to engage undercuts without discomfort. Consultants reported that **NOVUS** was easy to adjust with acrylic burs and polishers. The adhesion of **NOVUS** to the denture acrylic was inconsistent, with some cases of peeling and debonding before delivery. The color of **NOVUS** is bright pink, and consultants and patients all found it to have poor esthetics. Fifty-seven percent of consultants reported that the **NOVUS** was better than their current resilient denture liner and 14% reported it was equivalent. Fifty-seven percent would switch to **NOVUS** and 57% would recommend it. Both lab technicians would switch and recommend **NOVUS**.

Clinical Tip

- Variable sound is normal with this handpiece. ■

Consultants' Comments

- *"Patients found it very comfortable immediately after delivery."*
- *"Very easy to adjust."*
- *"Fits well in the patient's mouth with good retention."*
- *"The color is bubblegum pink."*

Laboratory Comments

- *"Easy to polish and finish."*
- *"Provide better images in the instructions."*

Clinical Tips

- Thin the acrylic to be relined as **NOVUS** is thick.
- Easy to adjust with Komet denture adjustment kit.

Lab Clinical Tip

- Use Yates & Bird separating sheets during packing to minimize sticking. ■

Bisco Dental Products
800.247.3368 - 847.534.6000
www.bisco.com

Description

ACE ALL-BOND TE is a 5th-generation, dual-cured, universal dental adhesive system that is compatible with all dental materials. *ACE ALL-BOND TE* is packaged in the *ACE Delivery System*, which is designed to dispense equal drops of the adhesive and dual-cure activator with the click of a button. *ACE ALL-BOND TE* is indicated for direct composite restorations, composite core buildups, indirect restorations, endodontic post bonding, repair of porcelain/lithium disilicate restorations, PFMs, porcelain-fused-to-zirconia/alumina, repair of old or indirect composite restorations, for desensitization of preparations before provisionalization/immediate dentin sealing, and for exposed root desensitization. The kit contains two, *ACE ALL-BOND TE* cartridges (2 mL each); *ACE Dispenser*; 5 g syringe *Uni-Etch with BAC*; mixing well; applicator brushes; etchant tips and instructions. *ACE ALL-BOND TE* was evaluated by 24 consultants in 847 uses. It received a 92% clinical rating.

Suggested Retail Cost
• \$115.00/kit

Product Features

Consultants reported that *ACE ALL-BOND TE* was easy to use with the *ACE Delivery System*. Uniform drops were dispensed into a well and then mixed by hand to produce a dual-cured bonding agent. The material has good viscosity and wets the tooth surface well. Working time is adequate for multiple restorations. Some consultants commented that the 20-second curing time was too long. Forty-two percent of consultants reported that *ACE ALL-BOND TE* was better than their current bonding agent and 42% reported it was equivalent. Sixty-seven percent would switch to *ACE ALL-BOND TE* and 83% would recommend it.



Consultants' Comments

- “Love the dispenser! Easy to use and accurate.”
- “Dispenses a conservative amount of material - not a lot of waste.”
- “Good viscosity - wets tooth surface well.”
- “It was hard to tell how much adhesive was left in the dispenser.”

Clinical Tips

- *ACE ALL-BOND TE* should be refrigerated if it will not be used within 60 days after opening.
- Mix immediately before use.
- Dispense a new amount when doing multiple restorations; it evaporates and quickly hardens in the well. ■

Tissue	Bond Strength, MPa	Failure Type
Etched Ground Enamel	22 (6)	100% adhesive
Etched Ground Dentin	34 (13)	100% adhesive

Denticator
800.227.3321
www.denticator.com

Description

Zooby™ Propphy Angles are disposable, latex-free prophy angles with a soft web cup to ensure low splatter. They fit all slow-speed handpieces and are available in five creative animal designs: *Penelope the Penguin*, *Francesca the Flamingo*, *Chase the Cheetah*, *Talon the Tiger* and *Zoe the Zebra*. Each package contains 100 assorted prophy angles (20 of each design). *Zooby Propphy Angles* were evaluated by 30 consultants and 129 patients in 797 uses. They received a 98% clinical rating.

Suggested Retail Cost
• \$57.42/100 Assorted Angles

Product Features

Patient response to *Zooby Propphy Angles* was overwhelmingly positive. The animal characters are kid friendly, and hygienists and parents agreed that it helped overcome apprehension in young patients. Even older children enjoyed having a choice of animals, with the penguin being the most popular. Most consultants reported no problems with stalling or lack of torque. Eighty percent of consultants reported that use of *Zooby Propphy Angles* reduced the anxiety of their patients during tooth polishing. Ninety-seven percent of kids and 100% of their parents wanted *Zooby Propphy Angles* used at their next visit. Sixty-five percent of parents reported their child was calmer with the use of this product. Ninety-three percent of consultants reported that *Zooby Propphy Angles* performed the same as or better than their current disposable prophy angles. Ninety percent would switch to *Zooby Propphy Angles* and 97% would recommend them. ■



Consultants' Comments

- “I liked the kid friendly designs and their names.”
- “The animal characters were great for children ages 2-8. It really helped to engage the patient.”
- “Zooby Propphy Angles performed as well or better than any prophy angles I have used.”
- “The quality and design are great.”
- “I will definitely keep a box on hand for the little ones.”
- “Some kids took a while to choose which one to use.”
- “Cup size is a little big for primary teeth.”

Patients' Comments

- “It was fun to pick the animal I wanted.”
- “The zebra was tickling me.”
- “We talked about the zoo while the animal cleaned my teeth.”

Parents' Comments

- “It made the visit more fun.”
- “It’s nice to see the dentist doing something special for the kids.”
- “How about a take-home toothbrush to match?”

ALPHA-PRO WHITE VARNISH + + + + 1/2

Dental Technologies, Inc.
800.835.0885 - 847.677.5500
www.dentaltech.com

Description

ALPHA-PRO® WHITE VARNISH is a 5% sodium fluoride (22,600 ppm fluoride) white varnish for the treatment of dentin hypersensitivity and for reduction of postoperative sensitivity. It contains xylitol and is gluten-free. **ALPHA-PRO WHITE VARNISH** sets immediately on contact with saliva and is designed for smooth application and to dry in a nearly invisible, clump-free layer. The leak-proof mini canister slips into an adjustable finger ring for easy application. It is currently available in three flavors: Bubble Gum, Melon and Strawberry. Each box contains 50 each – 0.5 mL unit-dose cups with brushes, one adjustable finger ring and 50 stickers. **ALPHA-PRO WHITE VARNISH** was evaluated by 29 consultants in 633 uses. It received a 91% clinical rating.

Suggested Retail Cost
• \$69.00/50-count box

Clinical Observations

Consultants reported that **ALPHA-PRO WHITE VARNISH** has an appropriate consistency and is easy to apply without clumping. Most importantly, the varnish dries clear. Consultants liked the unit-dose packaging of the varnish in cups but wanted better packaging of the brushes. Only the strawberry flavor was evaluated. The taste was acceptable to some patients, while others did not like it. Thirty-eight percent of consultants reported that the **ALPHA-PRO WHITE VARNISH** was better than their current fluoride



Consultants' Comments

- “Easy to apply – not sticky.”
- “Dries clear.”
- “I loved the consistency, color and texture.”
- “The strawberry flavor could be better.”

varnish and 48% reported it was equivalent. Sixty-nine percent would switch to the **ALPHA-PRO WHITE VARNISH** and 83% would recommend it.

Clinical Tips

- Make sure the teeth are dry before application.
- Let the varnish dry completely on the teeth to minimize the sour taste. ■

Peak Universal Bond + + + + 1/2

Ultradent Products, Inc
800.552.5512 - 801.572.4200
www.ultradent.com

Description

Peak Universal Bond is a light-cured, lightly filled (7.5%) resin adhesive containing 0.2% chlorhexidine. **Peak Universal Bond** is indicated for all bonding procedures in restorative dentistry and can be used with a self-etching primer, Peak SE Primer (recommended), or with Ultra-Etch (recommended), a 35% phosphoric acid etchant. **Peak Universal Bonding** resin is ethanol-based and bonds to dentin, enamel, porcelain, zirconia, metal, and composite. The Total-Etch Intro Kit that was evaluated includes a 1.2-mL syringe of **Peak Universal Bond**, a 1.2-mL syringe of Ultra-Etch, 20 Blue Micro tips and 20 Inspiral Brush Tips. **Peak Universal Bond** was evaluated by 22 consultants in 500 uses. It received an 83% clinical rating.

Suggested Retail Cost
• \$79.99

Product Features

Peak Universal Bond produced high bond strengths when tested in the lab and has a very good viscosity for wetting the tooth clinically. Consultants reported that **Peak Universal Bond** was versatile in that it bonded to all restorative surfaces. They thought that the addition of chlorhexidine should improve long-term bond

Consultants' Comments

- “Wets preparation easily – good viscosity.”
- “Versatile - bonds to zirconia, metal, composites, enamel, dentin.”
- “No post-operative sensitivity noted.”
- “The Inspiral Brush Tips is a quality product but controlling the flow takes some practice so as not to allow too much material to flow out and or overwet the preparation.”

strength. The main challenge in using **Peak Universal Bond** is the syringe delivery with the *Inspiral Brush Tips*. The amount dispensed is hard to control, and the tips allow an abundance of adhesive to be delivered to the tooth surface. This requires removing excess bonding agent from the preparation before light curing. Applying the bonding agent with a microbrush was most successful on broad, flat surfaces. Four percent of consultants reported that the **Peak Universal Bond** was better than their current bonding agent and 46% reported it was equivalent. Twenty-seven percent would switch to **Peak Universal Bond** and 50% would recommend it.

Clinical Tips

- **Peak Universal Bond** should be refrigerated.
- Express a small amount onto a mixing pad to ensure flow control before beginning intraorally. ■

Repel 4-PLY Face Mask + + + + 1/2

Cranberry USA
888.811.6839 - 707.553.6190
www.cranberryusa.com

Description

The **Repel 4-PLY Face Mask** is a high-barrier-protection face mask made with 100% latex-free and fiberglass-free layers. It features a full length nose guard for secure and comfortable protection, reflective HydroGuard for maximum fluid resistance at 160 mmHg, greater than 99% Bacterial Filtration Efficiency (BFE), greater than 99% Particle Filtration Efficiency (PFE) at 0.1 micron, and a CoolSilk lint-free inner layer. The exclusive Quad-Fold design is designed to provide 15% more breathing volume.

The **Repel 4-PLY Face Mask** is available in 50-count boxes in amber, sapphire and pearl colors. The **Repel 4-PLY Face Mask** was evaluated by 35 consultants in 1268 uses. It received a 91% clinical rating.

Suggested Retail Cost
• \$10.95/50-count box

Product Features

Repel 4-PLY Face Mask is a high filtration mask that is comfortable to wear. The mask holds its shape and the noseband seals well. The reflective outer layer has a shiny surface, making it

easy to differentiate outside from inside. The inner surface feels soft on the face and did not irritate the skin of 97% of the consultants who used it. Because of its thickness, many consultants found it to be warmer to wear with a little less ventilation. Thirty-seven percent of consultants reported that the **Repel 4-PLY Face Mask** was better than their current face mask and 11% reported it was equivalent. Forty-six percent would switch to the **Repel 4-PLY Face Mask** and 57% would recommend it. ■

Consultants' Comments

- “Repel 4-PLY Face Mask is soft and comfortable to wear.”
- “The ear loops are soft and comfortable.”
- “The mask holds its shape well.”
- “This high filtration mask is thicker than standard masks and made it harder to breath.”
- “Makes my face hot.”

Riva Self Cure HV + + + +

SDI (North America) Inc.
800.228.5166 - 630.238.8300
www.sdi.com.au

Description

Riva Self Cure HV is a high-viscosity, self-cured, conventional glass ionomer restorative material. It is designed to have excellent tooth adhesion, fluoride release and high compressive strength. It is indicated for minimal Class I restorations, non-functional Class II restorations, Class V posterior restorations, deciduous teeth restorations, geriatric restorations, partial core build-ups, root surface restorations, as a base using the sandwich technique, and for temporary fillings and dentin replacement. It is available in shades A1, A2, A3, A3.5 and is dispensed from capsules. The kit contains 50 *Riva Self Cure HV* capsules, bottle of Riva conditioner, product literature, easy reference guide instructions, and expanded instructions/MSDS. *Riva Self Cure HV* was evaluated by 30 consultants in 563 uses. It received an 86% clinical rating.

Suggested Retail Cost

- \$211.45 cost/kit

Product Features

Consultants reported that *Riva Self Cure HV* was easy to mix, dispense and finish. The instructions are simple to follow, and the capsule requires only one step for activation. The high viscosity material is packable and is not sticky to placement instruments. The working time of 90 seconds is adequate for most applications. Initial setting occurs in three minutes, and the restoration may be finished and polished after five minutes. Most consultants would

Consultants' Comments

- “Easy to use and integrate into routine.”
- “Great viscosity, adapts well to preparation, not sticky.”
- “Good polished surface.”
- “Adequate radiopacity.”
- “Hard to activate capsule.”
- “Capsule tip is short and wide.”
- “Setting time is long.”

have liked a faster setting time. Like most glass ionomers, the esthetics was fair. Seventeen percent of consultants reported that the *Riva Self Cure HV* was better than their current glass ionomer restorative material and 50% reported it was equivalent. Forty-three percent would switch to the *Riva Self Cure HV* and 57% would recommend it.

Clinical Tips

- Treat tooth surface with Riva Conditioner or phosphoric acid before placement of *Riva Self Cure HV*.
- Leave tooth moist after rinsing off conditioner or etchant.
- Adapt to preparation carefully to minimize voids.
- Allow material to cure completely before finishing/polishing. ■

GrandioSO Flow + + + +

VOCO America, Inc.
888.658.2584
www.vocoamerica.com

Description

GrandioSO Flow is a light-cured, radiopaque flowable composite in VOCO’s patented new NDT® (Non-dripping Technology) 2 g syringe or 0.25 g unit-dose capsules. This universal flowable composite is indicated for filling all classes of cavities plus extended fissure sealing; filling V-shaped defects and cervical abrasion; blocking out undercuts; cavity lining; and tooth splinting. The composite contains 81% filler (by weight), is radiopaque and has low shrinkage. It is available in shades A1, A2, A3, A3.5, A4, A5, B1, B2, C2, OA2, BL, Incisal and WO (White Opaque). The introductory syringe kit evaluated contained five syringes in shades A1, A2, A3, A3.5 and WO; intraoral tips and a shade guide. *GrandioSO Flow* was evaluated by 30 consultants in 940 uses. It received an 86% clinical rating.

Suggested Retail Cost

- \$188.00/introductory kit

Product Features

Most consultants reported that *GrandioSO Flow* was easy to place and had good flow, although some consultants thought it was too runny. The new NDT syringe ensures precise application of composite where required and without any oozing of material out of the syringe. Consultants were pleased with the esthetics after curing. The white opaque shade has enhanced radiopacity and is easily visible on x-ray images. The opacity is also useful for blocking out underlying stained dentin. Twenty-three percent of



Consultants' Comments

- “Easy to place - good flow.”
- “The cured color was very close to the shade tab, even in thin areas.”
- “Nice esthetics - good blending with tooth.”
- “If material is too runny for some applications, use the heavy flow.”

consultants reported that the *GrandioSO Flow* was better than their current flowable composite and 67% reported that it was equivalent. Fifty-three percent would switch to *GrandioSO Flow* and 77% would recommend it.

Clinical Tip

- Use a smaller gauge tip than the one provided. ■

Zooby™ 5% Sodium Fluoride Varnish + + + +

Denticator
www.denticator.com
800.227.3321

Description

Zooby™ 5% Sodium Fluoride Varnish is indicated for dentinal hypersensitivity and for the reduction of post-operative sensitivity. It is designed to dry clear. *Zooby Varnish* is available in Turtle Melon (watermelon) flavor, gluten-free and sweetened with sucralose and xylitol. The thin, saliva-tolerant formulation is designed for adherence to moist teeth. It is packaged in unit-dose cups, similar to large prophylaxis paste cups. Brushes are packaged separately. Each package contains a 100-count box of 0.5 mL unit-dose varnish cups; 100 Ultrabrush® applicators; an autoclavable

Turtle Zooby Gripper cup holder; user and patient instruction sheets. *Zooby Varnish* was evaluated by 28 consultants (dentists, dental assistants, hygienists) in 566 uses. It received an 86% clinical rating.

Suggested Retail Cost

- \$150.00/100-count package

Product Features

Zooby Varnish has a thin, smooth consistency that is easy to apply. The packaging was easy to open and the cup fit nicely into the Turtle Gripper. About half of the consultants found the gripper helpful to hold the cup during use. The flavor was liked by

most patients. Eleven percent of consultants reported that *Zooby Varnish* was better than their current fluoride varnish and 68% reported it was equivalent. Sixty-four percent would switch to *Zooby Varnish* and 79% would recommend it.

Clinical Tips

- Dry the teeth before application.
- Stir the varnish before use if separation has occurred. If it is not stirred, the effectiveness may be diminished and color may be more apparent on the teeth. ■

Consultants' Comments

- “Smooth consistency - easy application.”
- “Kids seemed to like the taste.”
- “Almost too runny.”
- “The varnish did not dry clear.”
- “Provide Zooby Varnish in the same flavors as the other products in the line.”

Panasonic Intraoral Camera (EJ-CA01UP) + + + +

Panasonic
201.271.3254
panasonic.com/visionsystems

Description

The **Panasonic Intraoral Camera** captures and displays the inside of the patient's mouth. It is designed to achieve accurate color reproducibility inside the mouth and to capture clear images the first time around with its auto focus and stabilization correction features. It is capable of capturing still images as well as full-motion video and features advanced video and still image playback with the Dental@i Viewer software. It assists in providing visual demonstrations and explanations to patients. The **Panasonic Intraoral Camera** can be connected to either a PC or a TV monitor at three chair locations with supplied accessories. **Panasonic Intraoral Camera** was evaluated by eight consultants in 245 uses. It received an 86% clinical rating.

Suggested Retail Cost

- \$4,500

Equipment Features

The **Panasonic Intraoral Camera** was connected to operatory computers for evaluation. Consultants reported that **Panasonic Intraoral Camera** was easy to use with the Dental@i Viewer software. The camera captures clear pictures with good color reproduction and detail. The auto focus responds quickly, even for macro views. Button position on the camera wand is

Consultants' Comments

- *"The camera is easy to use and captures clear pictures with good detail."*
- *"Very clear and bright picture with realistic color reproduction"*
- *"Image is in focus at any distance between the tooth and the camera."*
- *"Excellent ergonomics! The image was quickly and easily captured with excellent resolution at that!"*
- *"I really love the auto-focus feature. It's nice to know I can just aim and click at any depth of field."*
- *"Patients appreciate being able to see cracks, decay, micro-leakage, old fillings up-close - things they can't see with the naked eye."*
- *"I would like better integration with my practice management software."*

comfortable and easy to activate for capturing the image. The cable box connector allows use with a computer or a TV monitor and enables versatility. For image capture and patient education, **Panasonic Intraoral Camera** performed very well. Fifty percent of consultants reported that the **Panasonic Intraoral Camera** was better than their current intraoral camera and 38% reported it was equivalent. Fifty percent would switch to the **Panasonic Intraoral Camera** and 62% would recommend it. ■

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