

### THE BEST TECHNOLOGY IN A 45 MILE RADIUS

Lander Dental Group, based in Truro, are proud to announce the addition of two new hi-tech pieces of equipment, a Gendex DP700 CT Scanner and the CEREC AC machine.

The Gendex DP700 CT Scanner uses Cone Beam CT technology to provide highly accurate three-dimensional images of the jaws, with significantly lower radiation than conventional CT scanning. As well as reducing the radiation that patients are exposed to, the CT scanner provides a three-dimensional image, enabling careful assessment of the jaw to ensure the safe placement of implants and reducing the risk of damage to important nerves, blood vessels and tissue.

Lander Dental Group's CEREC AC machine takes high-resolution three-dimensional digital images of the treatment area, and uses CAD [Computer Aided Design] CAM [Computer Aided Manufacturing] software to design a restoration that will perfectly match a client's existing teeth in terms of shape, colour and natural fit.

Lander Dental Group is leading the way in the South West with investment in such pioneering technologies, as this combination of equipment does not currently exist elsewhere within a 45 mile radius of the practice.

For more information visit [www.landerdental.co.uk](http://www.landerdental.co.uk).

### CREATING STABLE DENTURES THROUGH SUCTION

OnCore's Ultra Suction is a unique system designed to improve retention and provide stabilisation in upper and lower dentures. The Ultra Suction is a one-way valve system easily placed on the linguals of the upper or lower denture, connected to an air chamber that is created by a bar placed on the models prior to processing. Dentists do not need

to perform any additional steps beyond taking usual final impressions and no surgery is needed. The laboratory installs the device into the denture during fabrication.

When the patient bites down on their dentures, air is expelled through the one-way valve creating suction in the chamber. The patient must be educated to keep the chamber and one-way valves clean and free of debris to ensure the device functions properly.

A network of around 70 UK dental laboratories is now offering an UltraSuction denture service. [www.oncore-dental.com/ultrasuction/](http://www.oncore-dental.com/ultrasuction/)

### REAP THE AWARDS OF ASTUTE FORESIGHT

Dentistry is evolving and it is essential that your dental practice evolves alongside it to ensure your continued growth and success. Your practice should be aware of important changes, and react to them, allowing you to reap the rewards of astute foresight. Enlist outside help and support to create business plans tailored specifically to your practice.

Business skills are essential to running a successful practice. Apolline will implement your

business plans and train your staff, allowing you to benefit from business thinking in conjunction with professional practice. Apolline offers business skills and practical know-how to allow you and your practice to get back to what it does best.

For help and advice call Apolline on 0114 209 6250.

### ONLY AVAILABLE FROM YOUR PRACTICE

Plandent stock a wide range of oral hygiene products, from toothbrushes and floss to prophylaxis paste and brushes. Included within their range is the exclusive own label Orbis oral care range.

Less expensive than branded products yet without any compromise in terms of quality, the Orbis range offers you a real choice with significant cost savings for your practice. When

sold over the counter Orbis toothbrushes, floss and interdental brushes will increase your practice revenue, and you're safe in the knowledge that your patients won't be able to purchase any of these items from supermarkets, chemists or the like.

Within the Orbis Toothbrush range you'll find Adult Soft Tips, Medium Hardness, Multituft; a range of children's brushes and a very useful Disposable Toothbrush and Paste box. The selection gives you ample choice to recommend the correct toothbrush for each patient. Priced from £2.03 + VAT per brush you can see the profit achievable from selling to your patients at a modest mark up.

Call Plandent on Freecall 0500 500 322.

### A FAR SUPERIOR SERVICE

DPAS continue to provide the lowest cost option of the three major dental plan providers in the UK, for practices with reasonable numbers of patients on plan. Low cost doesn't mean that practices must lose out on marketing support, however. A recent survey of dental practices transferring to DPAS from another provider in the last two years revealed 100% approval ratings for DPAS in the area of marketing.

In the survey, conducted in 2012, practices were asked to compare the services provided by DPAS to their previous plan administrator and respondents almost unanimously felt that DPAS provide a far superior service in such things as marketing, design, business consultancy and training, while remaining very much cheaper

for practices with reasonable numbers of patients on plan.

DPAS offers everything a practice needs to launch, maintain and promote a dental plan, including design, printing and mailings, while providing bespoke training and consultancy to help optimise patient recruitment.

Visit [www.dpas.co.uk](http://www.dpas.co.uk).