

# New products and focus on private practice

Please send trade news information and illustrations to Arveen Bajaj at the *BDJ*, Nature Publishing Group, The Macmillan Building, 4-6 Crinan Street, London N1 9XW.

Trade news is provided as a service to readers using text and images from the manufacturer, supplier or distributor and does not imply endorsement by the *BDJ*. Normal and prudent research should be exercised before purchase or use of any product mentioned.

## PRE-STERILISED FILES AT NO ADDED COST

The existing Dentsply Maillefer brands of stainless steel and nickel titanium files are now provided pre-sterilised, at no added cost to you. They are sterilised by gamma irradiation which enables them to be used straight from the pack, reducing the risk of cross contamination in the surgery, as well as cutting down time and money spent on sterilising them before use.

The existing Dentsply brands which will now be provided as sterile include Dentsply Maillefer Colorinox K-Flex-files, Hedstroem files and K-Flex-reamers, while the NiTi files that will be sterile include rotary ProTaper Universal and ProFiles. Other products which will now be pre-sterilised include Gates Gliddens, C+Files, Largos, Lentulo, Gutta Condensers and Finger spreaders.

**Reader response number 50**



## PEACE OF MIND DURING PROCEDURES

Castellini's Cardio Alert instrument is a new pre-diagnostic auxiliary to support odontology. It focuses on the insurgence of certain anomalies in the cardiac rhythm of the patient and notes alterations in the regularity and electrical signal course.

The Cardio Alert can provide your patients with protection and peace of mind before and during procedures.

**Reader response number 51**



## RAISE FUNDS REGARDLESS OF THE CREDIT CRUNCH

Finance company Loan Hunter can make loan applications quick, easy and hassle-free. Applicants complete one set of forms and the team present the application to a selected panel of bank managers and lenders dedicated to healthcare finance, locating lower interest rates and offers unavailable on the high street.

A checklist ensures that you have

provided all the necessary information. Then, the case is presented to at least seven different banks, including familiar high street names. A specialist independent financial planner will also help you arrange the Life Policy and Income Protection required by lenders in order to secure loans.

**Reader response number 52**

## COVERING THE COST OF LOCUMS

Dental recruitment providers Blue Sky People and LocumPlan, the specialist locum insurance provider, have joined forces to reduce the costs of locum cover for illness or accidents.

LocumPlan locum insurance is underwritten by certain underwriters at Lloyd's and is for members of the medical profession, dentists, vets and other similar occupations. This non-investment insurance contract aims to meet locum costs during absence due to illness or accident.

The duration of the cover is 12 months and includes payable benefits as well as additional benefits such as cover for medical expenses, funeral expenses, jury service, coma, hospitalisation and personal effects.

**Reader response number 53**

## CORDLESS AND COMPACT

QED are distributors for the new Hot-Shot Cordless Backfill Obturation delivery device. The product gives fast and easy delivery of warm obturation material for the endodontic backfill technique, facilitating rapid obturation of even the most difficult root canals more completely, in less time, and with less patient discomfort.

The HotShot is cordless, compact and easy to handle. It features variable temperature settings which allow practitioners to control the flow characteristics of the material and a rechargeable lithium ion battery which will support hours of use from a single charge.

**Reader response number 54**

### RESTORATION WITH LOOK AND FUNCTION OF NATURAL TEETH

Renishaw's incise crowns and bridges are made from a biocompatible zirconia ceramic core which provides a strong framework, achieving excellent aesthetics, and also gives the look and function of natural teeth.

The metal-free CAD/CAM system can validate the quality of fit for manufactured ceramic restorations. It features an end-to-end process that minimises errors at every stage, reduced micro leakage for restoration longevity, and the zirconia material offers excellent biocompatibility.

**Reader response number 55**



### ADVICE AND GUIDANCE FROM EXPERTS

The Association of Specialist Providers to Dentists (ASPD) can help you with advice and guidance tried and tested in the dental arena. ASPD members have proven credentials, and offer services that meet the specific needs of today's dental professional.

With a focus on reliability and experience of the dental industry's inner workings, the ASPD can provide industry-specific solu-

tions from solicitors, financial advisors, insurance brokers, valuing and sales agencies, accountants, leasing and finance companies and practice development.

The ASPD also produces a directory and has distributed copies of the 2008 edition to all its dental practitioners, supplying them with a guide to its members.

**Reader response number 56**

### FAST APPLICATION

The Palodent Sectional Matrix System can be used with any restorative material. When the Palodent BiTine Ring is placed before and during tooth preparation, the spring steel tension gently separates the teeth; this separation provides the required space to easily place a contoured sectional matrix.

In addition the Palodent application takes 30 seconds to complete compared to conventional matrix systems that may require up to eight minutes of burnishing.



The shape of the product creates natural contours and profiles and the complete kit includes three sizes of matrix bands and the two rings, along with Palodent forceps to enable you to start using this product.

**Reader response number 57**

### REINVIGORATE YOUR TEAM

Breathe Business provides 21st century business models to help principal and team focus on productivity and profitability. The company focuses on the six key areas of the successful practice

(your vision, your business, your finances, your time, your team and your sales and marketing) through group meetings and one-to-one coaching.

Other solutions include the Breathe Business Club, where you can share your experience and knowledge with

### INSURE AGAINST TAX INVESTIGATION

According to Professional Fee Protection Ltd (PFP), no dentist is safe from tax investigation by HM Revenue & Customs due to random case selection, and dentists are sometimes unaware just what an investigation can entail in terms of time, fees and costs.

With a range of policies including TaxMaster (which can be extended to cover aspect enquiries), PFP can offer you an insurance that will pay up to £75,000 towards your accountant or investigation specialist's fees in the event of a tax investigation. Reliable advice will help you to face investigations with confidence.

PFP also provides unlimited advice on human resources and employment issues with the HR Plus service.

**Reader response number 58**

### DEVELOPING YOUR OWN PRACTICE

For those who are planning their own dental practice, CareCapital can help. Dentists can get the whole package under one roof, from locating a suitable site to managing and supervising the construction, with facilities designed to meet their very own specifications. CareCapital retains the freehold of the property ensuring it meets a high standard, both inside and out.

Design and functionality are inspired by Scandinavian care models in order to meet the challenges of delivering 21st century dental care, for both NHS and private patients. Project costs are carefully monitored at all stages to ensure the best value for money and financial viability.

**Reader response number 59**

peers, fast-track your way past any obstacles with Breathe Bespoke, assess market position and future proof the business with Breathe Analysis, or reinvigorate your team with Breathe Team Training.

**Reader response number 60**

### OFFER LAUNCHED FOR DENTAL STUDENTS

Nuview, UK distributor of Carl Zeiss loupes, has formed a strategic partnership with the British Dental Association to provide loupes cost-effectively for students seeking a quality magnification solution.

The service will include free student membership to the BDA. A lease scheme developed in conjunction with Braemar Finance will allow students full ownership after two years.

The range of loupes available from Nuview include the established Eye-Mag Smart, with even weight distribution, stereoscopic view and working distance of 300 mm to 550 mm rising in 50 mm increments, promoting comfort and ideal posture.

Other features include high depth of field and colour fidelity extending



to the peripheral zones, flip-up function for effective communication, and full adjustability covering individual requirements like interpupillary distance.

Other options include GTX loupes, available with 2.0x or 2.5x magnification and weighing just 6 g per loupe to reduce fatigue.

**Reader response number 61**

### 3D RECONSTRUCTION OF DENTITION

The SkyView 3D Panoramic Imager, available from surgery design and equipment specialists Clark Dental, is suitable for any size of practice and has practically no learning curve.

Used for 3D reconstruction of dentition and jaw, the SkyView uses cone beam computed tomography. Its range of features include an intuitive 'wizard' system for error-free use, previews in real time so the user can check positioning, low dosage rates to protect patient wellbeing, a motorised bed to keep patients steady, promoting accurate images, triple axis control for positioning by PC or joystick and the option of left or right-sided scan controls.

Its post-processing feature allows the visualisation of 3D volumes and also lets the user examine transversal slices, measure distances and identify landmarks. With an image intensifier detector and double-field six-inch detector, the SkyView delivers images of unprecedented quality.

**Reader response number 64**

### NEW PREVENTIVE KITS LAUNCHED

Dentsply has launched two new preventive discovery kits, Platinum and Gold, available for a limited time only. The Platinum Discovery Kit comprises of the Cavitron Jet Plus along with the Prophy insert, Jet Fresh Prophy Powder, Jet-Mate Handpieces, Cavitron FSI-1000 insert, Cavitron FSI Slimline inserts,

Disposa-Shields, Sani-Tips, Oraqix, Illumine and Seal&Protect.

The Gold Discovery Kit contains the Cavitron Plus unit along with Nupro Prophy cups, Disposa-Shields, Junior Prophy Cup RA, Steri-Mate handpieces, Cavitron FSI-1000 inserts, Cavitron FSI Slimline inserts, Oraqix and Seal&Protect.

These complete kits enable you to start a periodontal procedure right away. If your surgery offers air polishing and teeth whitening as practice building initiatives, the Platinum Kit is recommended; if however, your surgery offers scaling and root planing procedures, the Gold Discovery Kit is recommended.

**Reader response number 62**



### PINPOINT DETERIORATION AND IMPROVEMENT

The Florida Probe device from Clark Dental combines easily with a PC to create a computerised probing station. A sole operator can complete full examinations in 10-12 minutes, or opt for a 30 minute examination for patient education.

Treatment acceptance rates are boosted by full-colour printed reports, and periodontal charting lets the user compare past and present results to accurately pinpoint deterioration and improvement. Risk of infection and re-infection is calculated, based on specific risk factors.

Able to record missing teeth, recession, pocket depth, bleeding, suppuration, furcation and more, Florida Probe supports early treatment to prevent bone loss and reduce the need for surgery. The voice call-out facility keeps the patient informed.

**Reader response number 65**

### BACK OFFICE EFFICIENCY

The PracticeWorks Kodak Back-Office software has been custom designed specifically for the dental market. The software will give you instant access to crucial business information such as staff records, suppliers, petty cash, banking and stock control and the programme will also provide you with NHS and any other turnover.

**Reader response number 63**

