

New products and focus on oral health and profitable 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.

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EXTREMELY SATISFYING RESTORATIONS

CEREC, from specialist digital and laser provider Dental Innovations, has been used to produce over 15 million restorations worldwide, enabling dentists to create highly aesthetic, long-lasting, natural-looking restorations that patients are extremely satisfied with.

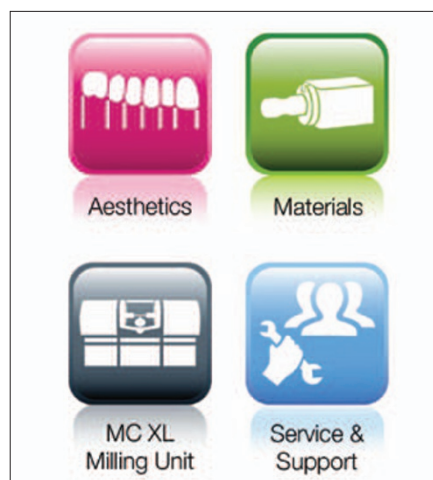
Delivering high strength ceramic blocs including zirconium oxide, CEREC

allows you to work regardless of the volume needs, turnaround times or financial models. With material partners and manufacturers including Panadent and Ivoclar on your side, creating superb results is yours for the taking.

Low-noise production with the MC XL Milling Unit offers complete precision in the range of +/- 25 microns, and in only 3-4 minutes for partial coverage or six minutes if working on a full-contour crown. Ultimately, MC XL provides single-tooth and quadrant restorations at the chairside in a single appointment, saving patients the inconvenience of lengthy treatment and saving you lab fees.

This clinically accepted, state-of-the-art CAD/CAM technology also comes with exceptional service and support. Whether it's marketing or technical support you require, Dental Innovations have a dedicated team of CEREC specialists on hand to help enhance clinical security and ensure patient satisfaction in your practice.

Reader response number 50



LOW COST PAYMENT PLAN

Running a profitable private practice is about ensuring that whilst costs are kept to a minimum, patient numbers and treatment acceptance is maximised. Practices who introduce a DPAS payment plan are able to successfully achieve both of these goals.

DPAS maintain a flat per practice administration fee, regardless of the number of dentists, the number of plans or the number of patients on-plan. This fee has remained unchanged since 1996 and allows DPAS to retain its position as the lowest cost of the three major providers.

But choosing a payment plan with DPAS doesn't mean you have to compromise on service and support. DPAS' 11 field-based consultants work throughout the UK providing a range of services including staff training and plan promotional support. Combined with an office-based customer service team, this means that practices benefit from face-to-face personal support and guidance and have telephone and email access to a dedicated member of the DPAS team at all times, who provide practical day-to-day assistance.

By tailoring a practice branded plan that meets the individual needs of your practice, private patients have a viable alternative to fee-per-item payment. They are able to maintain regular attendance that can be budgeted for, enhancing their oral health and avoiding potentially expensive treatment that is often the result of missed appointments.

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GRAB A BARGAIN

The Dental Stock X-Change is an online marketplace used by dental professionals to buy and sell stock items. However, unlike some online marketplaces, the team at The Dental Stock X-Change understand how time consuming it can be to list and sell items, so they do it for you.

Simply contact The Dental Stock X-Change with a list of products and equipment you want to sell and they will contact you as soon as possible to discuss your options.

Items are listed on the website for up to six months, and can be given a set price or made open to offers. The Dental Stock X-Change take a percentage of the sale price once the item has sold, which includes PayPal fees, and everything else goes straight to you by cheque or bank transfer.

Disposing of unwanted stock can be time consuming, expensive and wasteful but with The Dental Stock X-Change, you can make money, help the environment and even grab yourself a bargain.

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