

DENTAL TRIBUNE

The World's Dental Newspaper · Asia Pacific Edition

PUBLISHED IN HONG KONG

www.dental-tribune.asia

No. 5 Vol. 12



ITI congress
Singapore research wins
implantology award

▶ Page 2



Asia investment
An interview with
Straumann's Frank Hemm

▶ Page 8



Anterior restorations
Using the same material
for different cases

▶ Page 10

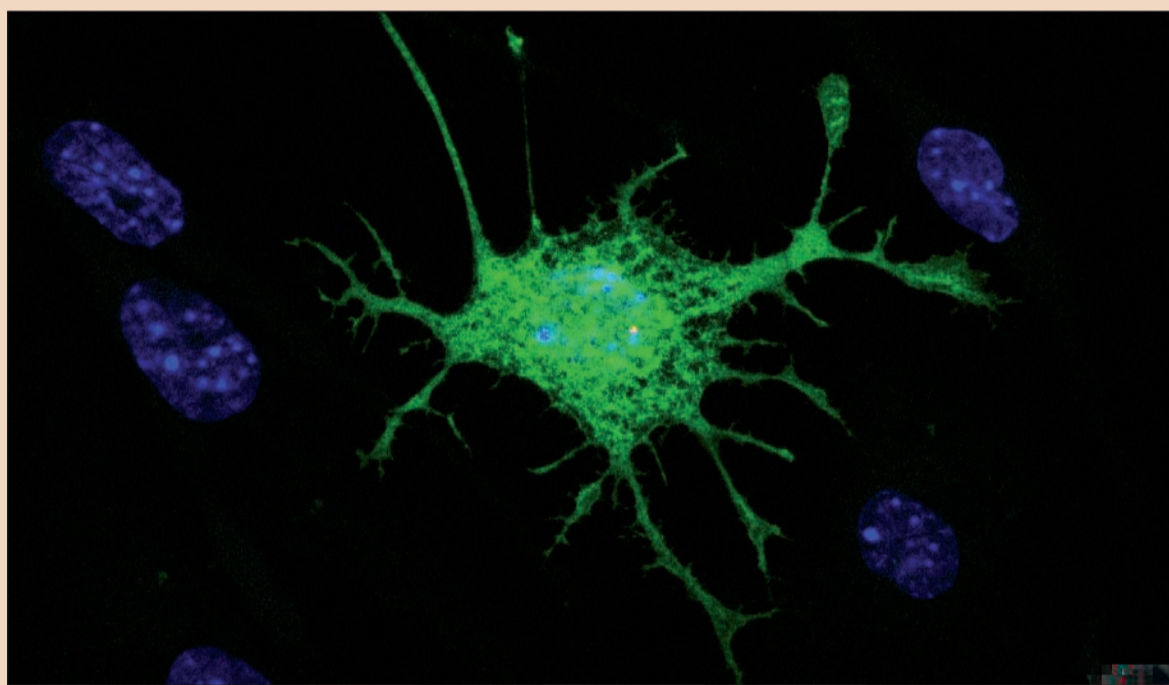
Australian researchers transform teeth into early-stage brain cells

New findings could aid in the therapy of stroke victims

DT Asia Pacific

ADELAIDE, Australia/LONDON, UK: After almost a decade of research, the University of Adelaide's Centre for Stem Cell Research has recently announced another breakthrough discovery in the use of dental stem cells for regenerative therapy. By exposing stem cells from mouse teeth to different growth factors present in the brain during early embryonic development, they were able to create complex networks of cells that resembled neurons, the cells in the brain that are responsible for transmitting and processing information.

While the cells are still missing features, such as ion channels, necessary to support the kind of communication that neurons conduct, they could be a major step in developing new therapies to help patients who have suffered a stroke, according to lead researcher Dr Kylie Ellis, a doctoral graduate in Physiology



The neuronal-like appearance of a mouse-derived dental pulp stem cell. (DTI/Photos University of Adelaide, Australia)

and Commercial Development Manager of the university's commercial arm, Adelaide Research & Innovation. She said that other methods of induction using a dif-

ferent composition of factors may be necessary to support the full transition of the stem cells into neurons. Her team is now investigating the time window af-

ter a stroke in which these stem cells will be useful in helping aid recovery and how they may have this effect.

→ DTI page 5

First 3-D dynamical virtual mouth

Scientists from Melbourne in Australia have recently presented the world's first dynamic virtual mouth that includes 3-D representations of the anatomical features of teeth, gingivae, tongue, cheeks and palate. Using a technique called smoothed-particle hydrodynamics, it was developed on real data on the physics of chewing at the Commonwealth Scientific and Industrial Research Organisation, the Australian national science agency.

According to the researchers, the new mastication model will help to predict how a particular food breaks down and how flavour is released into the saliva to the taste buds. In addition, it will show the distribution and interaction of components such as salt, sugar and fat, they said.

The invention holds important implications for getting a better understanding of food structures and the sensory experience of consumption as well as for other areas like oral health. DTI



Dr Mahesh Verma (left) recently received the Padma Shri Award, one of the highest civilian awards in India, for his contribution to the field of dentistry. Verma is currently president of the Indian Dental Association. (DTI/Photo Dr Mahesh Verma)

NextGen materials

Researchers at the Vienna University of Technology have reported to have developed a new generation of photoactive materials based on the element germanium in partnership with dental manufacturer Ivoclar Vivadent. Initial tests have shown that it considerably reduces the duration of the hardening process for fillings. DTI

Sterilisation ineffective

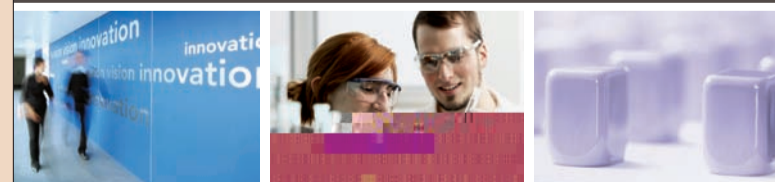
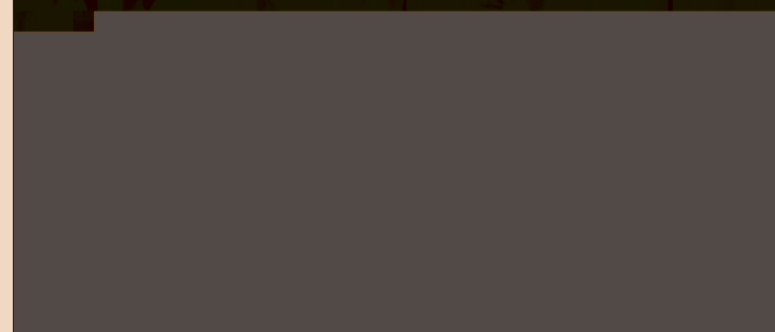
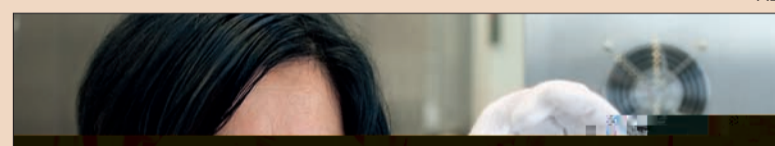
Using disposable rather than non-disposable syringe tips could potentially decrease the risk of cross-infection between dental procedures, even when the latter kind have been thoroughly sterilised several consecutive times, researchers from New Zealand have suggested in the latest issue of the *Australian Dental Journal*. DTI

A standard for dental records

The Niigata division of the *Japan Dental Association* is planning to standardise dental records nationwide to improve the identification of bodies in emergency situations such as large-scale disasters.

In order to increase identification efficiency, the association said it wants to implement an optical mark recognition sheet with 26 check items, including past treatment, that has shown to expedite the matching process of dental remains dramatically.

The initiative, which is part of a larger project by the Japanese Ministry of Health, Labour and Welfare, was successfully tested last year with dental information gathered from over 1,700 patients from the Niigata prefecture. DTI



Distinguished by innovation

Healthy teeth produce a radiant smile. We strive to achieve this goal on a daily basis. It inspires us to search for innovative, economic and esthetic solutions for direct filling procedures and the fabrication of indirect, fixed or removable restorations, so that you have quality products at your disposal to help people regain a beautiful smile.

www.ivoclarvivadent.com

Ivoclar Vivadent AG
Benderstr. 2 | FL-9494 Schaan | Liechtenstein | Tel.: +423 / 235 35 35 | Fax: +423 / 235 33 60

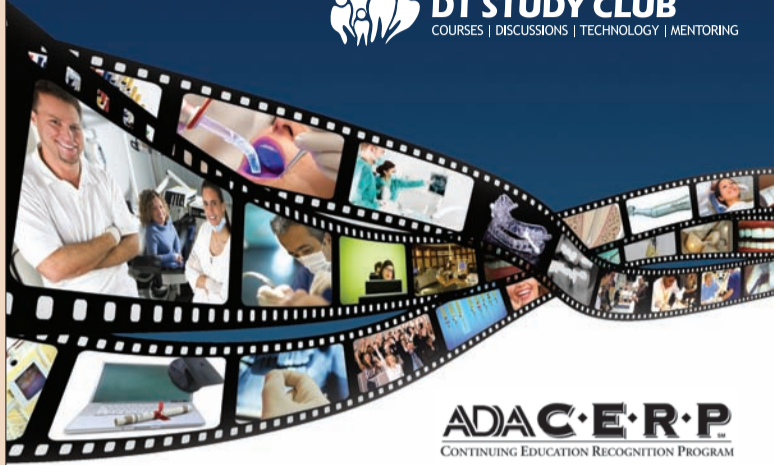
ivoclar
vivadent
passion vision innovation

AD

UPCOMING WEBINARS



DENTAL TRIBUNE
DT STUDY CLUB
COURSES | DISCUSSIONS | TECHNOLOGY | MENTORING



ADAC·E·R·P
CONTINUING EDUCATION RECOGNITION PROGRAM

DENTAL TRIBUNE AMERICA IS AN ADA CERP RECOGNIZED PROVIDER

28

APR

SINUS LIFT PROCEDURES IN THE DAILY PRACTICE

Daniel Rothamel
06:00 PM (CEST)

Sinus grafting procedures are an established therapy to gain bone height in the posterior maxilla. Depending on the remaining bone height, they can be performed with simultaneous or two-stage implant placement using osteotomes, a trans-alveolar or lateral-window approach.

Numerous studies have shown predictable results using autogenous bone but also bone substitute materials. However, within the last decade, the role of autogenous bone as the "golden standard" for sinus grafting procedures has been increasingly discussed, since same results can be obtained using bone substitute materials without additional donor-site morbidity and additional stress for the patient.

In the webinar, different approaches of sinus grafting procedures, the selection of different bone substitute materials, clinical and histological results and a sufficient complication management will be discussed.

1h **FREE**
CE COURSE



REGISTER ON WWW.DTSTUDYCLUB.COM

21

MAY

ORAL HEALTH CARE FOR HIV+ PATIENTS

David Reznik, DDS
08:00 PM (EST)

It has been 32 years since the first reports of Acquired Immunodeficiency Syndrome (AIDS) were reported to the United States Centers for Disease Control and Prevention. The dental team has been and continues to be an important part of HIV primary care since the early days of the epidemic when up to 80% of all HIV+ patients would present with an oral manifestation related to disease progression. Recognition of the oral manifestations of HIV infection are important tools in accessing a patient's overall well-being as they are important indicators of disease progression for those known to be HIV positive. For those with unknown HIV status, the presence of these lesions may signify HIV infection or other systemic conditions.

This presentation will enable the participants to accurately diagnose and manage the most common oral opportunistic infections seen in association with HIV disease. Topics to be covered will also include proper dental management for people living with HIV disease including a discussion of important lab values and when, if ever, premedication prior to invasive dental procedures is required.

1h **FREE**
CE COURSE



REGISTER ON WWW.DTSTUDYCLUB.COM

BECOME A FREE MEMBER:

www.DTStudyClub.com

Research from Singapore wins implantology award

DT Asia Pacific

SINGAPORE/GENEVA, Switzerland: For her research on the clinical efficacy of the sandwich bone augmentation technique, Dr Jia-Hui Fu from the National University of Singapore's Faculty of Dentistry has just been awarded the André Schröder Research Prize by the International Team of Technology (ITI) in Geneva in Switzerland. In her paper, published in the journal *Clinical Oral Implants Research*, she and a team of researchers were able to show that the technique provided predictable results in the regeneration of buccal bone on dental implants.



Dr Jia-Hui Fu, winner of the André Schröder Research Prize.

Fu was recognised for the first part of her study during which she was collecting clinical and radiographic parameters between 2009 and 2011 as part of an overseas scholarship at the University of Michigan in the United States. Follow-up research, which has recently been submitted for review, according to Fu, will focus on the biological and structural phenotypes of the bone that has been regenerated via the technique.

"We observed that implant design affected bone regeneration at the platform level and will explore the influence of implant macro- and micro-designs on the stability of regenerated bone in subsequent studies," she said.

First reported about a decade ago, sandwich bone augmentation utilises the different healing properties of particulate cancellous and cortical bone

alloys. These are layered on the implant surface and protected by a bovine pericardium membrane, mimicking native human bone structure. The technique has demonstrated several advantages compared to the method of harvesting block grafts, such as reduced surgical trauma and treatment time.

Internationally-educated Fu, who is currently working as Associate Professor at the National University of Singapore, is the first dental professional from Singapore and the second from Asia to have won the Prize, which has been awarded since 1992 to researchers who contributed significantly to the area of dental implantology and oral tissue regeneration, according to the ITI. Named after the organisation's founder, a Swiss professor and pioneer in fixed tooth replacements, it is endowed with the sum of 20,000 Swiss Francs (US\$22,500).

In addition to its award, the ITI says to provide 2 million Swiss Francs (US\$ 2.25 million) annually to research in both fields. [DT](#)

International Imprint

Licensing by Dental Tribune International

Group Editor/Managing
Editor DT Asia Pacific

Daniel Zimmermann
newsroom@dental-tribune.com
Tel.: +49 341 48474-107

Clinical Editor

Magda Wojtkiewicz

Online Editors

Yvonne Bachmann
Claudia Duschek

Publisher Torsten Oemus

Copy Editors

Sabrina Raaff
Hans Motschmann

President/CEO

Torsten Oemus

Media Sales Managers

Matthias Diessner
Peter Witteczek
Maria Kaiser
Melissa Brown
Veridiana Mageswki
Hélène Carpentier

CFO/COO

Dan Wunderlich

Marketing & Sales Services

Nadine Dehmel

Accounting

Karen Hamatschek

Business Development

Claudia Salwiczek

Executive Producer

Gernot Meyer

Ad Production

Marius Mezger

Designer

Franziska Dachsel

International Editorial Board

Dr Nasser Barghi, Ceramics, USA
Dr Karl Behr, Endodontics, Germany
Dr George Freedman, Esthetics, Canada
Dr Howard Glazer, Cariology, USA
Prof. Dr I. Krejci, Conservative Dentistry, Switzerland
Dr Edward Lynch, Restorative, Ireland
Dr Ziv Mazor, Implantology, Israel
Prof. Dr Georg Meyer, Restorative, Germany
Prof. Dr Rudolph Slavicek, Function, Austria
Dr Marius Steigmann, Implantology, Germany

DENTAL TRIBUNE

The World's Dental Newspaper - Asia Pacific Edition

Published by Dental Tribune Asia Pacific Ltd.

© 2014, Dental Tribune International GmbH. All rights reserved.

Dental Tribune makes every effort to report clinical information and manufacturer's product news accurately, but cannot assume responsibility for the validity of product claims, or for typographical errors. The publishers also do not assume responsibility for product names or claims, or statements made by advertisers. Opinions expressed by authors are their own and may not reflect those of Dental Tribune International.

Dental Tribune International

Holbeinstr. 29, 04229, Leipzig, Germany
Tel.: +49 341 48474-302 · Fax: +49 341 48474-175
Internet: www.dental-tribune.com E-mail: info@dental-tribune.com

Regional Offices

Asia Pacific

DT Asia Pacific Ltd.
c/o Yonto Risio Communications Ltd, 20A, Harvard Commercial Building, 105-111 Thomson Road, Wanchai, Hong Kong
Tel.: +852 3115 6177 · Fax: +852 3115 6199

The Americas

Dental Tribune America, LLC
116 West 23rd Street, Suite 500, New York, NY 10001, USA
Tel.: +1 212 244 7181 · Fax: +1 212 224 7185

Dental curriculum in Bangladesh revamped

DT Asia Pacific

DHAKA, Bangladesh: Students planning to take up an education in dentistry in Bangladesh this year will have to study longer, as the country's Medical and Dental Council in the capital Dhaka has approved a new curriculum at its general meeting which was held in early May. Among other things, it will see Bachelor

of Dental Surgeon (BDS) programmes extended to five years.

Timelines for the annual examinations will also be changed in order to give students more time to focus on practical learning when the new guidelines will become effective later this year.

The previous dental curriculum, implemented in 2007,

required BDS students to study for four years which, according to representatives of the Bangladesh Dental Society, proved insufficient for remaining competitive with students from other countries where students often have to complete longer programmes.

Similar rules were already implemented successfully with

new guidelines for academic degrees in medicine and general surgery last year, they told the newspaper *Dhaka Tribune* last week.

The update for dental programmes will become valid for students who enroll for the next academic year 2014-2015 starting in fall. All graduates who have started under the

previous curriculum will not be affected by the changes, the Council said. Bangladesh has currently 1,700 seats available in 25 dental colleges nationwide, of which over 90 per cent are operating privately, according to figures from the Directorate General of Health Services, an agency working under the country's Ministry of Health and Family Welfare. [DT](#)

AD

← [DT](#) page 1

"Should our results continue to be as successful as they have been, we hope to see this work entering clinical trials within the next five years," she told *Dental Tribune Asia Pacific*.

The centre, a collaboration of academic and medical institutions at the university, has been working on brain therapies based on dental stem cells since 2005. Among other findings, it has discovered that treatment with stem cells after a stroke can lead to improved cognitive and motor skills in rodents. The recent findings published in the *Stem Cell Research and Therapy*



Dr Kylie Maree Ellis

journal were part of wider research on developing a laboratory-based model for actual treatment in humans.

"Ultimately, we want to be able to use a patient's own stem cells for tailor-made brain therapy that doesn't have the host rejection issues commonly associated with cell-based therapies," Ellis said. "Dental pulp stem cell therapy may also provide a treatment option available months or even years after the stroke has occurred."

According to research, dental stem cells derived from the pulp of primary or adult teeth hold great potential for future regenerative therapies. For example, they have been successfully transformed into a variety of tissues, including blood, bone and nerves, by researchers. In comparison with stem cells extracted from bone marrow and other sources, they are easier to collect and pose fewer ethical problems. [DT](#)

N-Cement Collection

Luting materials from Ivoclar Vivadent

A strong bond provides
confidence and support

Variolink® N | Multilink® N | Multilink® Speed

- Powerful luting materials
- Tried-and-tested product combinations
- A wide collection for different demands:
ESTHETICS | UNIVERSALITY | SIMPLICITY



www.ivoclarvivadent.com

Ivoclar Vivadent AG
Bendererstr. 2 | 9494 Schaan | Principality of Liechtenstein | Tel.: +423 235 35 35 | Fax: +423 235 33 60

ivoclar
vivadent®
passion vision innovation

Dear reader,



Daniel Zimmermann
DTI

These really must be exciting times for anyone doing research on dental stem cells because in addition to its potential for successfully treating dental and craniofacial diseases, these cells have also been found to be useful in the therapy of a number of general conditions such as inflammatory or neural diseases, as recently demonstrated by researchers from Australia.

Cell populations with stem cell characteristics however cannot only be found in dental pulp. Scientists have identified them in five other dental tissues including the periodontal ligament or the apical papilla.

This knowledge puts the mouth right in the forefront of efforts to fight existing and future diseases. If the therapeutic potential of these cells is finally unleashed, the saying "oral health is important for general health" will have an entirely new meaning. **DTI**

Yours sincerely,

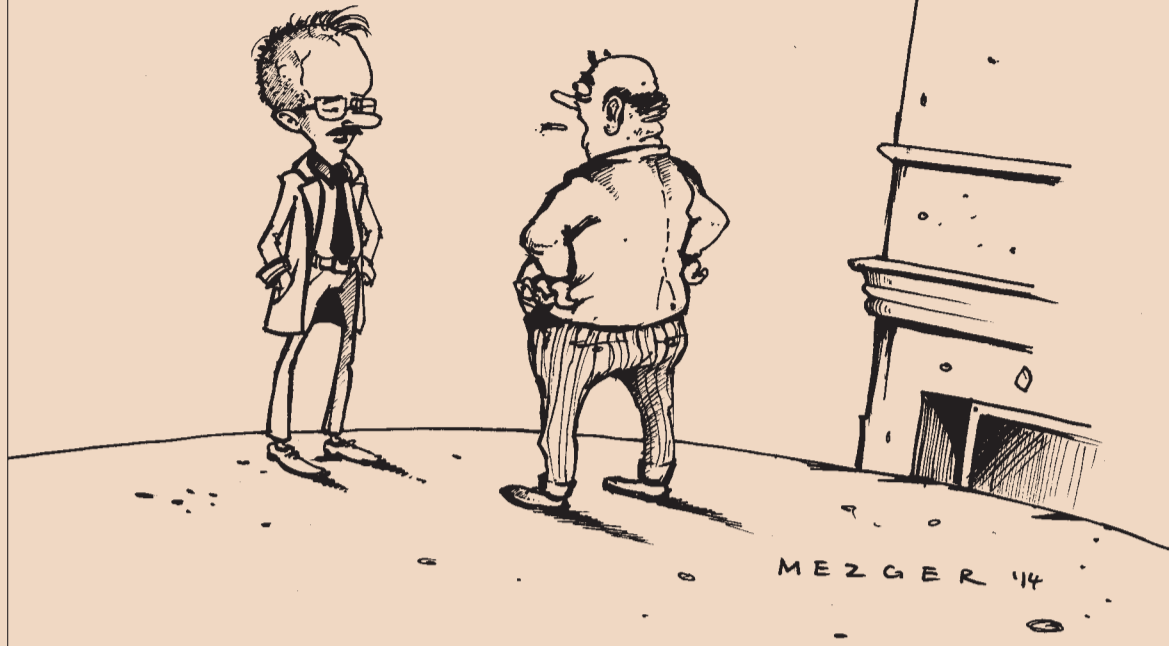
Daniel Zimmermann
Group Editor
Dental Tribune International

Dental Tribune welcomes comments, suggestions and complaints at newsroom@dental-tribune.com.



For quick access to our contact form, you may also scan the following QR code.

"I've been to the dentist."



Developing hand skills



Dr Sushil Koirala
Nepal

In general dental practice, simple to moderate restorative cases dominate the total workload in the practice and the financial gain ratio is comparatively high in simple cases compared with full mouth rehabilitation or other complex treatment. However, it is interesting to note that our young dentists in dental practice are focusing on complex case management and not giving due priority to Class V restorations, inlays, onlays, mild anterior crowding, maintaining optimal oral hygiene, enhancing tooth colour, etc. Globally, the focus is on implant and full mouth restorations, which requires in-depth clinical

knowledge and skills in simple case management first.

Personally, I always advise my trainees to develop hand skills in direct composite resin restorations, as a good dentist must have artistic hands. Once we understand the minute details (texture, colour, anatomy and effects) of natural teeth using direct restorations, it is easy to obtain quality work from the laboratory and achieve high clinical results. In order to treat complex cases, such as cosmetic full mouth rehabilitation, temporomandibular joint dysfunction (TMD) and sleep medicine, one must complete the required continuing education and learn clinical skills at quality training centres.

MiCD and TMJA harmony dentistry are becoming quite popular because of their do no

harm approach to clinical practice and simplicity in training approach that focuses on skill acquisition.

As a practising clinician and presenter of various international training programmes, I feel that every good clinician should participate in a clinical teaching programme, if possible, because this will help clinicians to remain updated and promote personal happiness by sharing their knowledge and skills for better patient care around the world. **DTI**

Contact Info

Dr Sushil Koirala is Editor-in-Chief of *Dental Tribune Asia Pacific's* sister publication *cosmetic dentistry*. He can be contacted at skoirala@wlink.com.np.

Perfect restorations



Dr Munir Silwadi
UAE

Restoring damaged or missing teeth has always been a tough challenge, since ancient Egypt until the present time. Rapid developments in the field of CAD/CAM systems in the last decade are bringing us closer to our goal of achieving the perfect restoration. Computers are, beyond doubt, far superior to humans in determining such critical parameters as evaluating dimensions, angles or spaces. Furthermore, what we see on the screen is often what the milling unit or 3-D printer produces.

It is the obligation of every one of us to join this fast-moving industry. We owe it to our patients, as well as to ourselves, to become acquainted with and put to use all available technology to offer the best possible treatment. I believe that digital and CAD/CAM restorations are taking over in setting the standards for dental restorations. They are precise, predictable and much easier to produce.

We are certainly coming closer to our goal. The perfect restoration appears to be just around the corner. **DTI**

Contact Info

Dr Munir Silwadi is specialist in prosthodontics, implantology and CAD/CAM dentistry from Dubai in the United Arab Emirates. He can be contacted at msilwadi@eim.ae.

AD

Booth F59
German Pavilion
09.-12.06.2014
Beijing

PROMEDICA

Highest quality made in Germany

- high quality glass ionomer cements
- first class composites
- innovative compomers
- modern bonding systems
- materials for long-term prophylaxis
- temporary solutions
- bleaching products ...

All our products convince by

- excellent physical properties
- perfect aesthetical results

Glass ionomer filling cement

- perfectly packable consistency
- excellent durable aesthetics
- also available as application capsules

Light-curing micro-hybrid composite

- universal range of application
- high filler content
- excellent physical properties
- fast and easy application

Dental desensitising varnish

- treatment of hypersensitive dentine
- fast desensitisation
- fluoride release
- easy and fast application

PROMEDICA Dental Material GmbH
 phone: +49 43 21/5 41 73 · fax +49 43 21/5 19 08 · eMail: info@promedica.de · Internet: www.promedica.de

INTRODUCING



**DIGITAL
DENTISTRY
SHOW**

AT
INTERNATIONAL EXPODENTAL MILAN

16 | 17 | 18 OCTOBER 2014

EXHIBITION

LIVE PRODUCT PRESENTATIONS

HANDS-ON WORKSHOPS

PRINTED REFERENCE GUIDE

COFFEE WITH THE EXPERTS

www.DigitalDentistryShow.com

Organized by Dental Tribune International in cooperation with Promunidi.
Dental Tribune International | Holbeinstraße 29 | 04229 Leipzig | Germany
T +49 341 48474 134 | F +49 341 48474 173
E info@digitaldentistryshow.com | W www.DigitalDentistryShow.com

dti Dental
Tribune
International

PROMUNIDI

International organisation aims to redefine nickel-free label in dental products

DTI

GENEVA, Switzerland: The International Organization for Standardization (ISO), one of the world's largest developers of voluntary international standards for products and services, is currently revising its recommenda-

tion for metallic materials for restorations and appliances. The revision will bring about a modification of labels that proclaim a dental product nickel free.

As reported by the American Dental Association at the beginning of April, ISO aims to clarify

and redefine the term "nickel free" in its ISO 22674 standard.

The norm classifies metallic materials that are suitable for the fabrication of dental appliances and restorations, and specifies requirements with respect to the packaging and marking of prod-

ucts and to the instructions to be supplied for the use of these materials. It further allows manufacturers to employ the term "nickel free" if a product contains less than 0.1 per cent nickel.

The revision to the standard would oblige manufacturers to

account for trace amounts of nickel in metal alloys with a label change, including the statement "nickel free: contains less than 0.1 per cent nickel", similar to food product labels that indicate traces of substances that are associated with allergic reactions, such as peanuts, ADA stated. [D](#)

AD

A SILICONE IMPRESSION MATERIAL



AFFINIS®

the art of impression

Surface affinity and optimal flow properties

Minimizes the risk of air entrapments and marginal distortions

Excellent readability

US adults stay away from dentist

DTI

WASHINGTON, USA: The latest figures released by US research company Gallup indicate that almost one-third of Americans do not visit the dentist once a year, although this is generally recommended. In large-scale public opinion polls conducted in 2008 and 2015, only about 65 per cent stated that they had visited the dentist at least once in the previous year.

The survey also showed that more women than men visited the dentist. In 2015, 67.2 per cent of the female participants but only 62 per cent of their male counterparts reported visiting the dentist annually.

With regard to ethnic variation, the investigators observed that in 2015 about 55 per cent of black and Hispanic participants said that they had visited the dentist in the past year, compared with about 70 per cent of white and Asian participants. According to Gallup, similar results were observed in 2008. However, there was a slight decline in the black population. In 2008, the percentage of black participants who visited the dentist in the past year was still at 58.

Participants' dental care-seeking patterns appeared to differ according to marital status too. The investigators said that in 2015 married participants (70.9 per cent) visited the dentist more often than single individuals did (60.7 per cent). In addition, the survey showed that those who were separated visited the dentist the least often. The rates dropped the most among this group: from 52.4 per cent in 2008 to 46.6 per cent in 2015.

Data for the survey was obtained through telephone interviews with 178,072 US adults conducted during 2015 and with 354,645 adults conducted during 2008 as part of the Gallup-Healthways Well-Being Index, a research project to track and understand the key factors that drive well-being commissioned by Gallup and health services provider Healthways. [D](#)

AT LAST!

A FLUORIDE VARNISH THAT DOESN'T
MASK YOUR PATIENTS' SMILES.

No one wants to leave the dentist's office with a gritty film masking their teeth. That's why we developed Enamelast™ with an exclusive formula that provides sustained fluoride release and leaves the teeth feeling natural and smooth.

- Smooth texture after application with no unpleasant grittiness
- Patented adhesion-promoting agent for enhanced retention
- Available in syringes or unit-dose applications



Enamelast. Everything you want in a fluoride varnish. **At last!**



Before Enamelast



After applying Enamelast



to request a **free sample** email to:
info.my@ultradent.com

ULTRADENT
PRODUCTS, INC.

© 2014 Ultradent Products, Inc. All Rights Reserved.

Improving Oral Health Globally

“The trend towards the medium-price range has accelerated”

An interview with Straumann executive board member Frank Hemm about the company’s recent investment in MegaGen

Following previous investments in Brazil, Germany and Spain, Straumann recently announced that it has bought convertible bonds worth US\$50 million from MegaGen, one of the largest dental implant solution providers in South Korea. At the recent World Symposium of the International Team for Implantology in Geneva in Switzerland, on behalf of *Dental Tribune Asia Pacific*, implants magazine Managing Editor Georg Isbaner had the opportunity to talk with Frank Hemm, a member of Straumann’s executive management board, about the investment and how it will affect his company’s position in the Asia Pacific region.



Georg Isbaner (left) in talks with Frank Hemm. (DTI/Photo Henrik Schröder, Germany)

DT Asia Pacific: According to analysts, South Korean manufacturers are expected to dominate the market for dental implants in Asia in the years to come. Is this projected development the main reason for your investment in MegaGen?

Frank Hemm: South Korea is one of the largest markets for implants in terms of volume. More than two million implants are placed every year and local manufacturers are looking to expand into other Asian markets with high potential. China is a good example, where the market

is still comparatively small but under-penetrated and growing quickly.

In these markets, the premium implant segment, where Straumann has been and still is very active, is growing less dynamically than the medium- and low-price segments are. We see the same trend in other markets, like Brazil, where companies like Neodent sell higher volumes than premium providers do. Two years ago, we had to ask ourselves

whether we could address the non-premium segment with our existing brand or whether we needed a second brand. We decided on the latter and purchased a 49 per cent stake in Neodent. As an established brand in the region, MegaGen gives us a foothold in the Asian “value” (medium-price) segment. The convertible bond approach means that we have the option to gain a majority stake in 2016 with a managed low risk.

only synergies we see are in supporting the value brand companies to enter selective markets, and in sharing back-office functions, like infrastructure, information technology or accounting. Everything else is handled by each company independently. Straumann products are certainly produced in Straumann facilities and this will continue to be the case in the future.

strate the extent of the potential of our innovative technologies.

Achieving a leading position in Asia will certainly have a positive influence on our global position.

What requirements will have to be fulfilled for you to exercise the option to convert and acquire a majority stake in MegaGen in 2016?

We are keeping a close eye on the company’s development. MegaGen is a relatively new enterprise. It is growing dynamically and has many ambitions that still have to be realised. We also want to see how the market develops and the extent to which MegaGen can penetrate certain areas. The company’s valuation is another item on our radar. If our expectations are met, we can convert the bonds into shares in 2016 or require repayment with interest. That is the flexibility that this option allows us.

Should you decide to convert the bonds into stock, another large international implant conglomerate would be created. Is it only possible to survive in the long run as a large market player?

“Unlike in some industries, scale in the dental implant industry does not have inherent returns.”

Straumann has always provided premium dental implants backed by solid scientific evidence and service excellence. These key differentiators make it necessary to use a separate brand strategy to address customers who are willing to accept lower standards and who want to pay less for implants. The value segment is growing exponentially and developing a new brand from scratch would simply take too much time and too many resources, which is the reason we chose to invest in other established companies.

Both companies have said that they will continue to operate separately. Still, do you expect any synergies to arise from this partnership?

It is important to keep both businesses completely separate to ensure that customers do not think that Straumann is MegaGen and vice versa. The

Is there the risk that you might be creating more competition for yourself with this investment?

We would not have taken this step if the market situation had not required it. The trend towards products in the medium-price range has accelerated and there is already strong competition, even without MegaGen. We are not adding more competition; rather, we are competing where we could not compete as Straumann.

What position is your company generally aiming for in the Asia Pacific region?

We aspire to market leadership in the region. We are not there yet, partly because our Roxolid implants with the SLActive surface are not yet available in the larger markets. We recently received approval for SLActive Tissue Level implants in Japan and the sales figures demon-

The implant market is still very fragmented and the market share of larger corporations is actually declining. There are hundreds and hundreds of smaller providers, often founded by dental clinicians, that come and go because they do not have the capability to expand internationally. Few companies succeed in making this jump and remaining in the market for a longer period.

Unlike in some industries, scale in the dental implant industry does not have inherent returns. What we are seeing is a consolidation in a larger context, as many distributors have started to include implants in their portfolios with the aim of becoming one-stop shops. This development needs careful scrutiny because implants involve other factors that only we as specialists can deliver.

Thank you very much for the interview. DTI

AD

Dental Tribune International
The World’s Largest News and Educational Network in Dentistry

www.dental-tribune.com

dti] Dental Tribune International

Sirona unveils new unit for new markets

INTEGO treatment centre meant to offer premium quality at affordable prices

Daniel Zimmermann
DTI

BENSHEIM, Germany: Checking the latest investment figures, Jeffrey T. Slovin looks relaxed and pleased with himself. Minutes ago, the 49-year-old CEO of Sirona was still rocking the stage in front of 400 guests in a specially prepared production room at the company's site in Bensheim in Germany for what he says is probably one of the most important product launches in his company's recent past.

Developed to fill a gap between its C8+ and SINIUS dental chairs, the new INTEGO treatment unit was developed to be a door opener to new markets in which the Germany company took significant investments—markets such as Asia where Sirona opened a new regional headquarters at the end of last year. Excluding the German-speaking countries, however, it will also be supplied in established markets like Scandinavia and Southern Europe, according

to Executive Vice President of Sales Walter Petersohn.

Balancing this stretch, however, made it necessary to offer two versions of the unit, named BASIC and PRO, that can serve practitioners with normal treatment requirements as well as specialists who want to perform advanced procedures like implantology or endodontics. For the latter group, the PRO version will offer enhanced features such as an automatic disinfection device or the possibility to add an apex locator. Moreover, it will be equipped with a touch screen panel and a four-way footswitch for more intuitive control. Both versions of the INTEGO will be available with hanging hoses or whip arms in a variety of colours to fit different practice environments. Emphasis was also on improved ergonomics with the unit featuring a thinner backrest, more comfortable upholstery, and flexible height adjustment.

The units are going to sell between €15,000 and €25,000,



Jeffrey T. Slovin presenting the new INTEGO unit. (DTI/Photo Daniel Zimmermann)

depending on the specific configuration—significantly less when compared to some of the company's current flagships which sell for up to €30,000. However,

Petersohn made an assurance that the lower price tag does not mean a compromise in the quality the company is known for around the globe.

“We are proud to still be able to offer a product which is a hundred per cent made in Germany but for which we were able to significantly reduce production costs,” he said.

While the BASIC version of the INTEGO is scheduled to launch in July, the PRO version is anticipated to follow later this year. However, it will take at least until the next IDS in Cologne before registration is received in all target regions and for it to be available in all markets, Petersohn added. Asked about the company's existing dental chair portfolio comprising four major brands, of which the latest was launched only four years ago, he assured that all will continue to stay for the time being.

“We will let the market decide what the future of each unit will look like,” he said. [DTI](#)

AD

Roland DG reorganises in Asia Pacific



Marc Margetts. (DTI/Photo courtesy of Roland DG, Japan)

DT Asia Pacific

SYDNEY, Australia/HAMAMATSU, Japan: As part of its global restructuring plans, Roland DG has recently made public leadership changes for several of its Asia Pacific operations. Beginning this month, Marc Margetts, currently CEO of Roland DG Australia, will take over responsibility as president for the region.

While Margetts will maintain his current position, the company said, the role of president of its subsidiary in Sydney will be assumed by former general manager John Wall. Alterations

to the company's operations in China were also announced, including the naming of former President of East Asia Sales Michael Man as President of the Roland DG (China) Corporation in Shanghai.

According to the company, the restructuring, which is part of its Global One reorganisation efforts that began last year, are intended to strengthen its leadership position in one of the fastest-growing regions in the world.

In addition to its headquarters in Japan and its offices in Australia and China, Roland DG currently maintains direct business operations in South Korea and Taiwan. It also operates through dealers in markets like India and Hong Kong.

A provider of digital solutions for a variety of industries, the company manufactures and distributes mills for the production of dental prostheses, including crowns, bridges and abutments, under its DWX brand. In Australia, it recently opened a new 3-D and dental creative centre in Sydney that offers live demonstrations, as well as interactive training sessions and seminars, to dental professionals. [DTI](#)



CROIXTURE

PROFESSIONAL MEDICAL COUTURE



EXPERIENCE OUR ENTIRE COLLECTION ONLINE

WWW.CROIXTURE.COM