

# today<sup>icoi</sup>



## Scenes from Las Vegas

Take your picture by the ICOI sign, check out new products and learn about upcoming events.

»pages 4 & 6



## The best of both worlds

How to increase your revenue while also maintaining control of your own practice.

»page 8



## Take your education to the slopes

Want to learn from some world-renowned speakers this winter? Set your sights on Vail, Colo.

»page 12

# Looking to the future



• Dr. Michael Azer presents his Young Implantologists' session 'Managing Pink Esthetics in Patients with Compromised Periodontium' on Thursday at the ICOI World Congress XXXVI in Las Vegas. (Photo/Humberto Estrada, *today* Staff)

By Sierra Rendon, *today* Staff

■ “Future Treatment Concepts” is not just a part of the theme of this year’s ICOI World Congress XXXVI in cooperation with the FDI, it’s also one of the leading concepts behind every facet of this compelling annual event.

From educational sessions to networking events to all the new technology in the exhibit hall, the future of implant treatment will surely be affected by all of the new skills and information you glean from this week’s program in Las Vegas.

Additionally, you’ll want to be sure

to visit the sponsors and exhibitors in the exhibit hall, which are featuring a slew of products and technology to help make your practice run smoother and more efficiently.

Here is a sampling of products and companies you’ll want to look for in the exhibit hall:

- *Optimizing implant placement:* ClaroNav’s breakthrough in computer-aided implantology – Navident – offers dental surgeons an easy-to-use, accurate, highly portable and affordable way to plan the desired restoration and implant placement on a virtual patient. If you are inter-

ested in mastering this technology for yourself, ask at the booth, No. 504, for more information about an upcoming workshop on Nov. 9 in Houston, which will include live surgical observation.

- *Tired of broken hybrid dentures?* Stop by the Glidewell Dental booth, Nos. 400/402, and ask about the BruxZir® Full-Arch Implant Prosthesis, constructed from 100 percent monolithic zirconia and offering the stability and function of a fixed implant restoration.

- *Bone sets the tone:* Bone Management® is key to successful implant procedures. Besides the prosthetic

aspect, achieving minimally invasive surgical techniques, along with predictable results, facilitates less traumatic and more controlled surgical procedures. The Meisinger High Altitude Comprehensive Implant Symposium outlines implant treatment planning, site preparation, surgical procedures and techniques including: sinus elevation, sandwich bone augmentation, full-arch immediate reconstruction, esthetic zone implants and much more. To learn more about the Meisinger Bone Management Product line or the upcoming symposium, stop by the booth, No. 410.



— HACIS —  
2019

MEISINGER's  
9<sup>th</sup> Annual  
High Altitude Comprehensive  
Implant Symposium

January 30<sup>th</sup> - February 2<sup>nd</sup>, 2019 • Vail, Colorado USA • Hotel Talisa

Visit us at ICOI booth 410  
and register today!



Up to  
**28 CE**  
Credits!

WORLD RENOWNED SPEAKERS



IN DEPTH HANDS-ON WORKSHOPS, LECTURES & MORE!

MEISINGER USA, L.L.C.

10150 E. Easter Ave. • Centennial, Colorado 80112 • USA

Tel.: +1 (303) 268-5400 • Fax: +1 (303) 268-5407

[www.meisingerusa.com](http://www.meisingerusa.com) • [customerservice@meisingerusa.com](mailto:customerservice@meisingerusa.com)

<https://www.facebook.com/pg/MUSAHACIS>

*Meisinger*  
since  
1888



**today** About  
the Publisher

Tribune America, LLC  
116 W. 23rd St., Suite 500  
New York, N.Y. 10011  
Phone: (212) 244-7181  
Fax: (212) 244-7185  
E-mail: [info@dental-tribune.com](mailto:info@dental-tribune.com)  
[www.dental-tribune.com](http://www.dental-tribune.com)

Publisher & Chairman  
Torsten Oemus  
[t.oemus@dental-tribune.com](mailto:t.oemus@dental-tribune.com)

President/Chief Executive Officer  
Eric Seid  
[e.seid@dental-tribune.com](mailto:e.seid@dental-tribune.com)

Group Editor  
Kristine Colker  
[k.colker@dental-tribune.com](mailto:k.colker@dental-tribune.com)

Managing Editor  
Fred Michmershuizen  
[f.michmershuizen@dental-tribune.com](mailto:f.michmershuizen@dental-tribune.com)

Managing Editor  
Sierra Rendon  
[s.rendon@dental-tribune.com](mailto:s.rendon@dental-tribune.com)

Managing Editor  
Robert Selleck  
[r.selleck@dental-tribune.com](mailto:r.selleck@dental-tribune.com)

Product/Account Manager  
Humberto Estrada  
[h.estrada@dental-tribune.com](mailto:h.estrada@dental-tribune.com)

Product/Account Manager  
Maria Kaiser  
[m.kaiser@dental-tribune.com](mailto:m.kaiser@dental-tribune.com)

Product/Account Manager  
Jordan McCumbee  
[j.mccumbee@dental-tribune.com](mailto:j.mccumbee@dental-tribune.com)

Client Relations Coordinator  
Leerol Colquhoun  
[l.colquhoun@dental-tribune.com](mailto:l.colquhoun@dental-tribune.com)

Education Director  
Christiane Ferret  
[c.ferret@dtstudyclub.com](mailto:c.ferret@dtstudyclub.com)

Accounting Department  
Nirmala Singh  
[n.singh@dental-tribune.com](mailto:n.singh@dental-tribune.com)

**dti** Dental  
Tribune  
International

Published by Tribune America  
© 2018 Tribune America, LLC  
All rights reserved.

today ICOI World Congress Daily  
Vol. 6 appears during the ICOI World  
Congress XXXVI in Las Vegas, Nevada,  
September 28, 2018.

Tribune America makes every effort  
to report clinical information and  
manufacturers' 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 Tribune America or Dental Tribune  
International.

# Brush or floss first? Study suggests ideal sequence for removing plaque

By The American Academy  
of Periodontology Staff

■ Researchers have found that flossing before brushing may be the ideal sequence for the most thorough removal of dental plaque. The report is featured in the Journal of Periodontology (JOP).

Titled "The Effect of Toothbrushing and Flossing Sequence on Interdental Plaque Reduction and Fluoride Retention: A Randomized Controlled Clinical Trial," the study assessed 25 participants who were asked to brush

their teeth first, then use dental floss to clean the spaces between their teeth (brush-floss).

In a second phase, the same group was asked to use floss, then brush their teeth (floss-brush).

Researchers found that the amount of plaque between the teeth and in the mouth overall was significantly reduced when participants used the floss-brush approach.

The researchers contend that as flossing loosens bacteria and debris from between the teeth, brushing afterward (when the mouth is rinsed

with water) further clears the mouth of these particles.

Plaque bacteria are the primary culprit behind the development of periodontal disease, an inflammatory condition that occurs when bacteria accumulate below the gum line. Periodontal disease can lead to swelling, irritation, gum recession and tooth loss if left untreated.

The study also found that fluoride, a mineral that aids in the prevention of cavities and tooth decay, remained in the mouth at higher levels when participants flossed before brushing.

AD

register for  
**FREE**

- education everywhere and anytime
- live and interactive webinars
- more than 1,000 archived courses
- a focused discussion forum
- free membership
- no travel costs
- no time away from the practice
- interaction with colleagues and experts across the globe
- a growing database of scientific articles and case reports
- ADA CERP-recognized credit administration

[www.DTStudyClub.com](http://www.DTStudyClub.com)

Dental Tribune Study Club

# Join the largest educational network in dentistry!

ADA CERP® Continuing Education  
Recognition Program

ADA CERP is a service of the American Dental Association to assist dental professionals in identifying quality providers of continuing dental education. ADA CERP does not approve or endorse individual courses or instructors, nor does it imply acceptance of credit hours by boards of dentistry.

**DT STUDY CLUB**  
COURSES | DISCUSSIONS | BLOGS | WEBINARS

**dti** Dental  
Tribune  
International



# Scenes from the ICOI



ICOI attendees here in Las Vegas will have the opportunity to see the newest research results of the diagnosis and treatment plan of peri-implantitis and how to implement them when they're back home.



• Learn about new nitrous oxide delivery options at the Porter Instrument booth, No. 404.



• Pop by BioHorizons at booth Nos. 307/309 to see the company's newest products and technology.

• To check out the Dr. Choukroun Soft Brushing Kit and other products and show specials, visit Dental Implant Technologies at booth Nos. 503/505.



• Visit Glidewell Dental at booth Nos. 400/402 and inquire about show specials on the Hahn Tapered Implant System, available here in Las Vegas.

Photos by  
Humberto Estrada,  
*today* Staff



# Get started with the Hahn™ Tapered Implant System today!

## ICOI Show Package 1



Hahn™ Tapered Implant Surgical Kit



**Plus, save 20% off**  
all restorations over  
Hahn Tapered Implants

Purchase 25 implants  
for \$4,000 and receive

FOR **FREE**\*

- 1 Surgical Kit (\$2,500)
- 25 Healing Abutments (\$875)  
Use coupon code ZYD284

**46% savings**

Total package value: \$7,375

## ICOI Show Package 2

Hahn™ Tapered Implant Guided Surgical Kit



Purchase 25 implants  
for \$4,000 and receive

FOR **FREE**\*

- 1 Guided Surgical Kit (\$3,295)  
Use coupon code CKA480

**45% savings**

Total package value: \$7,295

## ICOI Show Package 3

Show packages  
only available  
at **ICOI World  
Congress booth  
#400/402!**



Penguin Resonance Frequency Analysis (RFA)

Purchase 25 implants  
for \$4,000 and receive

FOR **FREE**\*

- 1 Penguin RFA Device (\$1,999)  
Use coupon code NER839

**33% savings**

Total package value: \$5,999

Hahn Tapered Implant is a trademark of PrismaTik Dentalcraft, Inc.  
\*Price does not include shipping or applicable taxes.  
Limit 1 offer per doctor. Promos only available at the ICOI Event.

For more information

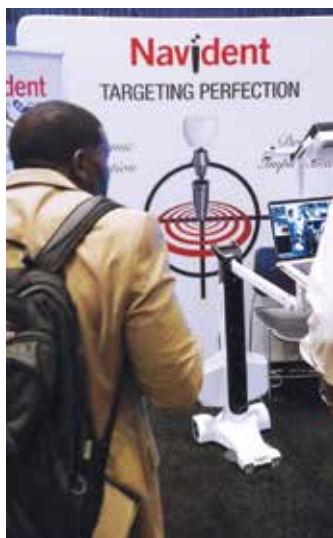
**888-786-2177**  
hahnimplant.com

Official Implant of the  
**Misch International  
Implant Institute**

**GLIDEWELL DIRECT**  
CLINICAL AND LABORATORY PRODUCTS



• ClaroNav, booth No. 505, has new surgical navigation solutions to share with ICOI attendees.



• For more regenerative options, check in with Salvin at booth Nos. 401/403, and ask about Salvin Oss, xenograft bone-grafting material.



• ICOI World Congress attendees can take part in a variety of educational sessions, featuring world-class speakers.

AD

# Pacific Dental Conference

Save these Dates!

March 7-9, 2019

Join us in Vancouver, Canada

- One registration fee allows access to all open sessions – no pre-course selection necessary! **Fees in Canadian Funds**
- Three days of varied and contemporary continuing dental education sessions are offered (something for your whole team)
- Over 140 speakers and 150 open sessions and hands-on courses to choose from, as well as the Live Dentistry Stage in the Exhibit Hall
- Over 300 exhibiting companies in the spacious PDC Exhibit Hall
- Lunches and Exhibit Hall Receptions included in the registration fee
- PDC Lab Expo on Saturday – One day of exhibits area and lectures for Denturists, Dental Technicians and all Dental team (lunch included)



Pacific Dental Conference

PDC LAB EXPO  
March 9

Online registration and program information at... [www.pdconf.com](http://www.pdconf.com)

## Featured Speakers



Gordon J. Christensen  
Materials/Techniques



Marc Geissberger  
Restorative/Operative



Tija Hunter  
Dental Assisting



Peter Nkansah  
Anaesthesia



Rodrigo Sanches Cunha  
Endodontics



Michael Ignelzi  
Pediatric Dentistry





## Dr. Choukroun Soft Brushing Kit

\$550.00 • SKU#ST-UP

Kit Includes 5 Instruments:

- Regular Tip • Medium Tip • Large Tip
- Angulated Right Tip (Posterior)
- Angulated Left Tip (Posterior)



This kit was designed by Dr. Joseph Choukroun to extend the flap without the need for incision. The concept of this product is to disorganize the collagen fibers of the fibrous periosteum. This reduces the stiffness of the flap allowing the flap to release farther. This kit does not cut anything at all. The flap is released as a result of the separation of the periosteum fibers.



## SSOGEN

Mineralized Cortical Cancellous  
250 - 1000µm Human Allograft

0.25 cc	0.5 cc	1.0 cc	2.5 cc	5.0 cc
\$27 <sup>00</sup>	\$40 <sup>00</sup>	\$56 <sup>00</sup>	\$83 <sup>00</sup>	\$159 <sup>00</sup>

## Bond Apatite® ...Save Time - Lower Your Cost - Improve Results!



- Advantages:**
- Safe and Biocompatible
  - Moldable, self-setting cement
  - Simple, easy and enjoyable to work with
  - Membrane coverage is not essential

**\$128<sup>00</sup> Each**  
Buy 6 Get 1 Free



## Unify Sutures PTFE Sutures

See our much more comprehensive selection at our site:  
[www.hitecimplantsusa.com](http://www.hitecimplantsusa.com)

**\$75<sup>00</sup> Each**  
Buy 5 Get 1 Free



## Neomem® FlexPlus Native porcine peritoneum

*Strong performance with a supple touch.*

Available in convenient sizes:  
15x20, 20x30 & 30x40 mm

### Advantages

- High suture pull out strength
- Excellent draping
- 3-4 month resorption
- Easy handling

15 x 20 mm **\$92**  
20 x 30 mm **\$115**  
30 x 40 mm **\$165**

**SPECIAL**  
Buy 5 Get 1 Free



## HeliPLUG Collagen Wound Dressing

HeliPlug is used to control bleeding and develop blot clots in:

- Extraction Sites
- Biopsy Sites
- 3/8" x 3/4" (1 cm x 2 cm)
- 10 / Box

Price:  
**\$89<sup>00</sup>**



800-452-0582 • [USAIMPLANTS@gmail.com](mailto:USAIMPLANTS@gmail.com)  
[www.HITECIMPLANTSUSA.com](http://www.HITECIMPLANTSUSA.com)

Specials will be valid upon acceptance of order - no dealers - thru 10/31/18



# The Novadontics model: It's the best of both worlds

## By Novadontics Staff

■ Novadontics™ offers a new business model that allows implant clinicians to increase revenue and patient satisfaction while maintaining control of their own practice and successfully competing with corporate dentistry, according to the company.

- Novadontics dentists belong to a collaborative community of clinicians with exclusive access to a data-driven, technology-based approach to dental implant placement – the Novadontics Smile™, which allows them to treat implant cases predictably and successfully. If Novadontics dentists encounter a case that is beyond their ability to treat, they have access to expert consultation through

either VoIP or in-practice assistance for a reasonable fee, rather than referring the case out.

- The Novadontics name and logo come with the corporate assurance of standardized quality and price, according to the company. It's backed by the reputation of Dr. Louie Al-Faraje, a world-renowned oral implantologist, along with trusted industry brands, such as Nobel Biocare and Geistlich.

- The Novadontics Smile provides a Smart Checklist™ with 150 Checks to Perfection™ in three visits, applied through app-driven, cloud-based software that streamlines and fool-proofs the treatment process. This proprietary Digital Treatment Optimization™ (DTO) approach enables clinicians to perform complicated procedures

## For more information

To learn more, call (888) 838-NOVA or email [team@novadontics.com](mailto:team@novadontics.com).

in a predictable fashion that is not possible with a paper-based format, according to the company.

- Novadontics reduces the overhead cost of dentistry in general and implant dentistry in particular by obtaining discounts off the best available brands of implant-related products, such as Nobel Biocare implants, Omnia surgical disposables and Geistlich bone-grafting materials.

- Novadontics provides local and national marketing exposure through

ads on social media, magazines, radio, TV, Google and more. In addition, the website and toll-free number for Novadontics Customer Care will direct patients right to the clinician's door.

- Novadontics partners have the benefit of extensive didactic and hands-on live patient training programs using the Novadontics Smile protocol and technology.

For the price of an annual fee, Novadontics partners can maintain ownership of their own practices while avoiding the learning curve and prohibitive overhead costs normally associated with providing quality, technology-based implant treatment. According to the company, the end result is optimal treatment, patient satisfaction and increased revenue.

AD



## ARE YOU READY FOR THE NEXT LEVEL OF DENTISTRY? FOUNDATIONS IN RESTORING COMPLEX CASES

**COURSE DATES**

October 3-5, 2018 • Las Vegas, NV  
 December 5-7, 2018 • Las Vegas, NV  
 March 27-29, 2019 • Las Vegas, NV  
 June 5-7, 2019 • Las Vegas, NV  
 September 4-6, 2019 • Las Vegas, NV  
 December 4-6, 2019 • Las Vegas, NV




**INSTRUCTORS**

Bill Dickerson, DDS, FAACD, LVIM, FIAPA  
 Heidi Dickerson, DDS, FIAPA, LVIM



CALL AND ASK ABOUT  
OUR SPECIAL OFFER!

**OFFER CODE: DTLVI**

FOR MORE INFORMATION OR TO REGISTER

[www.lviglobal.com](http://www.lviglobal.com)  
[concierge@lviglobal.com](mailto:concierge@lviglobal.com)  
 888.584.3237

*"I enjoy dentistry so much more now. I believe I can really positively impact people's lives which in turn can help society as a whole."*  
DR. NANCY HAMILTON, MINNEAPOLIS, MINNESOTA

*"LVI has changed the way I do dentistry and vice my role as a dentist. It has taught me how to look at dentistry comprehensively and to focus on the physiological cause of disease. I can honestly say that I am so happy that I became a dentist. I love what I do! And LVI has been a huge part of that!"*  
DR. REBECCA TAYLOR, EDMONDS, WASHINGTON

Approved PACE Program Provider FAGD/MAGD credit. Approval does not imply acceptance by a state or provincial board of dentistry or AGD endorsement. 06-01-15 to 5-31-19, Provider ID# 208412

Las Vegas Institute for Advanced Dental Studies, LVI Global is an ADA Recognized Provider

ADA CERF® is a service of the American Dental Association to assist dental professionals in identifying quality providers of continuing dental education. ADA CERF does not approve or endorse individual courses or instructors, nor does it imply acceptance of credit hours by boards of dentistry.

Concerns or complaints about a CE provider may be directed to the provider or to the Commission for Continuing Education Provider Recognition at [ADA.org/CERP](http://ADA.org/CERP).

**ADA CERF®** | Continuing Education Recognition Program



# SALVIN(OSS)<sup>®</sup>

## Xenograft Bone Graft Material



### Mineralized Cancellous Xenograft Material

- 0.25 - 1.0mm Microporous Granules Facilitate Osteoconduction & New Bone Formation
- Space Maintaining Material Supports New Bone Regeneration & Healing
- SalvinOss<sup>®</sup> Particles Become An Integral Part Of Newly Formed Bone Framework
- Organic Components Removed While Maintaining Characteristics Of Native Bone
- Can Be Mixed With Sterile Saline Or The Patients Blood
- Radiopaque

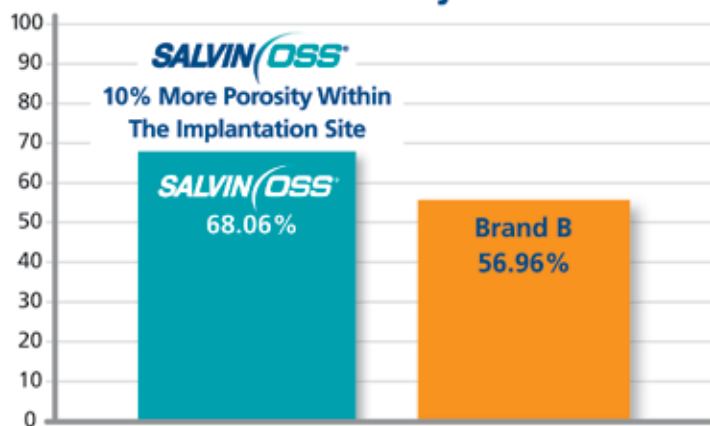


### SalvinOss Is Indicated For:

- Socket Preservation & Filling Of Intrabony Defects
- Elevation Of The Maxillary Sinus Floor
- Filling Of Periodontal & Peri-Implant Defects
- Augmentation Of The Alveolar Ridge

Refer To Package Insert For Labeling Information

### Porosity



Exceptional Handling Characteristics

White Paper Available At:

[www.salvin.com/Downloads/Guides-Studies.html](http://www.salvin.com/Downloads/Guides-Studies.html)



Size	Product #
250-1000 microns 0.50 cc	#SALVINOSS-0.50
1.00 cc	#SALVINOSS-1.00
2.50 cc	#SALVINOSS-2.50

**BUY 12 GET  
3 FREE**

**BUY 6 GET  
1 FREE**

Salvin Dental Specialties, Inc

Toll Free US & Canada 800-535-6566 • [www.salvin.com](http://www.salvin.com)