

# today



## Setting the standard in sterilization

Whether you have a medium-sized or a high-volume practice, there is a cleaner for you.

»page 8



## Free yourself from those battery packs

Self-contained headlights can integrate with all your existing loupes and safety eyewear.

»page 14



## See what's new in the exhibit hall

Looking for an amalgam separator or a new mill? Don't go anywhere before reading this.

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## Spinelli to lead CDA's TDIC

By CDA Staff

■ The Dentists Insurance Company, Northwest Dentists Insurance Company and Dentists Benefits Insurance Company boards of directors recently announced the appointment of Bob Spinelli as their new president and chief executive officer. In addition to leading all operations serving current TDIC, DBIC and NORDIC policyholders, Spinelli will oversee the growth strategy for these companies.

Spinelli most recently served as president and chief executive officer of the California Dental Association's new subsidiary, The Dentists Supply Company. He led the creation and highly successful launch of TDSC's online dental supply purchasing program and e-commerce site, *tdsc.com*, which saved CDA members \$1 million in dental supply purchases in its first year. Prior to leading TDSC, Spinelli served as CDA's chief financial officer since 2005.

"We're thrilled to have Bob on board as CEO of TDIC, DBIC and NORDIC," said TDIC board chair Daniel Davidson, DMD. "While serving as CDA's chief financial officer, Bob's conservative fiscal management and strategic investment philosophy were instrumental in ensuring TDIC's financial stability even during economic downturns. As CEO of TDSC, his innovation, focus and service commit-

\*see TDIC, page 3

# Last day for deals



• Attendees check out the exhibit hall during the 2017 CDA Presents The Art and Science of Dentistry in San Francisco. (Photo/today Staff file photo)

■ Time is running low here at the California Dental Association's CDA Presents The Art and Science of Dentistry, so if you haven't yet made your way to the exhibit hall to check out all the show specials and discounts, you're going to want to do it soon.

One place you'll definitely want to stop is at the Solvay Dental 360 booth, No. 2132. The company has a good deal on its Ultaire AKP partials: Get two for the price of one. The polymer for removable partial denture frames is a breakthrough because it's not too rigid (like metal) and not too flexible (like other polymers). It's described by the company as metal-free, tooth-supported, bonelike, lightweight and comfortable.

Over at booth No. 1018, DenMat Holdings also has a wide variety of show specials, including free Hartzell Instruments. The company, which has been around since 1974 and can be found in more than 115 countries around the world, offers three main product categories: consumables, small equipment and dental lab services.

Coltene is another company offering all sorts of show specials (it can be found in booth No. 1312) on such products as its BRILLIANT EverGlow universal submicron hybrid composite, the BioSonic Ultrasonic Cleaning Systems and the ONE COAT 7 UNIVERSAL bond.

Of course, there are a lot more specials and discounts out there, so make sure you check them all out. You have until 4:30 p.m. today before you lose your chance, at least until next year.

**Exclusive offer for dentists!**

**Two** for the price of **one**

**Booth #2132**



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## TDIC "from page 1"

ment ensured the company's successful launch. He will bring this full suite of leadership strength to TDIC in this next phase of its growth."

With a focus solely on protecting dentists, TDIC provides exceptional insurance products, including professional and dental business liability, commercial property and workers' compensation. Additionally, TDIC is celebrating its 24th consecutive year of earning the A.M. Best Company's "A" rating, which includes comparisons to peers and industry standards as well as assessments of operating plans, philosophy and management.

"In addition to serving our current policyholders, I'm excited to lead TDIC, NORDIC and DBIC's expansion strategy," said Spinelli. "Our successful efforts to achieve geographic

## Here in San Francisco

For more information about The Dentists Insurance Company (TDIC), visit [tdicinsurance.com](http://tdicinsurance.com) or stop by the booth, No. 811.

diversification, financial stability and diversified premium base support our commitment to protect more than 23,000 policyholders in 15 states."

Prior to joining the CDA organizations in 2005, Spinelli served as chief financial officer for EMSource LLC, a billing and management service organization for emergency medicine physicians, and as controller for Vision Service Plan, an employee benefits company offering vision insurance products. Spinelli began his career with PriceWaterhouse and is a graduate of the University of Cali-

fornia at Berkeley. He replaces Peter DuBois as CEO as part of strategic leadership reorganization intended to position a strong leadership team during a significant organization-wide growth phase for CDA and its subsidiaries. DuBois continues to serve as CDA executive director and president of the CDA holding company over TDIC, DBIC and NORDIC.

## About TDIC

Founded in 1980, TDIC, a subsidiary of the California Dental Association, underwrites professional and business liability, commercial property, workers' compensation and employment practices liability coverage exclusively for dentists. Rated A (Excellent) by A.M. Best Company, TDIC insures more than 19,000 customers and is endorsed by seven state dental associations and societies.

AD

# IMPLANT DENTISTRY

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# Henry Schein One launches Dentrrix G7

Features new integration with imaging software, Dentrrix Smart Image

By Henry Schein Staff

Henry Schein One announced this week the release of Dentrrix® G7, the upgraded version of the award-winning dental practice management system that integrates with some of the industry's leading digital imaging solutions to enhance both clinical and financial workflows and improve efficiencies for diagnosis and billing.

## Here in San Francisco

To learn more about the new Dentrrix G7 or about Henry Schein One, stop by the booth, No. 614, visit [www.Dentrrix.com/G7](http://www.Dentrrix.com/G7) or call (833) 827-5125.

Dentrrix G7 is the first product launched by Henry Schein One, the practice management, marketing and patient communication joint venture formed on July 1 involving the products and services of Henry Schein Practice Solutions, a subsidiary of Henry Schein Inc.; Henry Schein's international dental practice man-

agement systems; and the dental businesses of Internet Brands, a KKR portfolio company. The new company delivers integrated dental technology to help the profession improve practice management and marketing as well as patient communication.

The launch of Dentrrix G7 supports Henry Schein One's commitment to deliver advanced, cutting-edge technology and enhanced products that help practitioners benefit from technology integration in dental practices.

Dentrrix G7 software integrates the Dentrrix patient chart with various image types from several third-

party imaging vendors, including 2-D, 3-D and CAD/CAM images, helping to automate common imaging and practice management-related activities. By integrating imaging solutions through Dentrrix Smart Image, practitioners can access images from a single place in Dentrrix – the Patient Chart – which also improves workflows for case diagnosis and acceptance, according to the company.

Dentrrix Smart Image also gives practitioners the ability to link images with CDT (Code on Dental Procedures and Nomenclature) codes that are then posted both to the ledger and the patient's continuing care record automatically, saving time from manual entry and ensuring payment for procedures performed.

"We are excited to launch Dentrrix G7 and deliver solutions, such as Dentrrix Smart Image, that dental teams can rely on to automate operational processes into one seamless workflow," said James A. Harding Jr., chief executive officer, Henry Schein One. "With the addition of Dentrrix Smart Image, our customers can further enhance engagement with their patients using advanced communications tools that strengthen relationships and ultimately ensure patient loyalty. Dentrrix G7 featuring Dentrrix Smart Image is a major step forward in our goal to automate the dental practice."

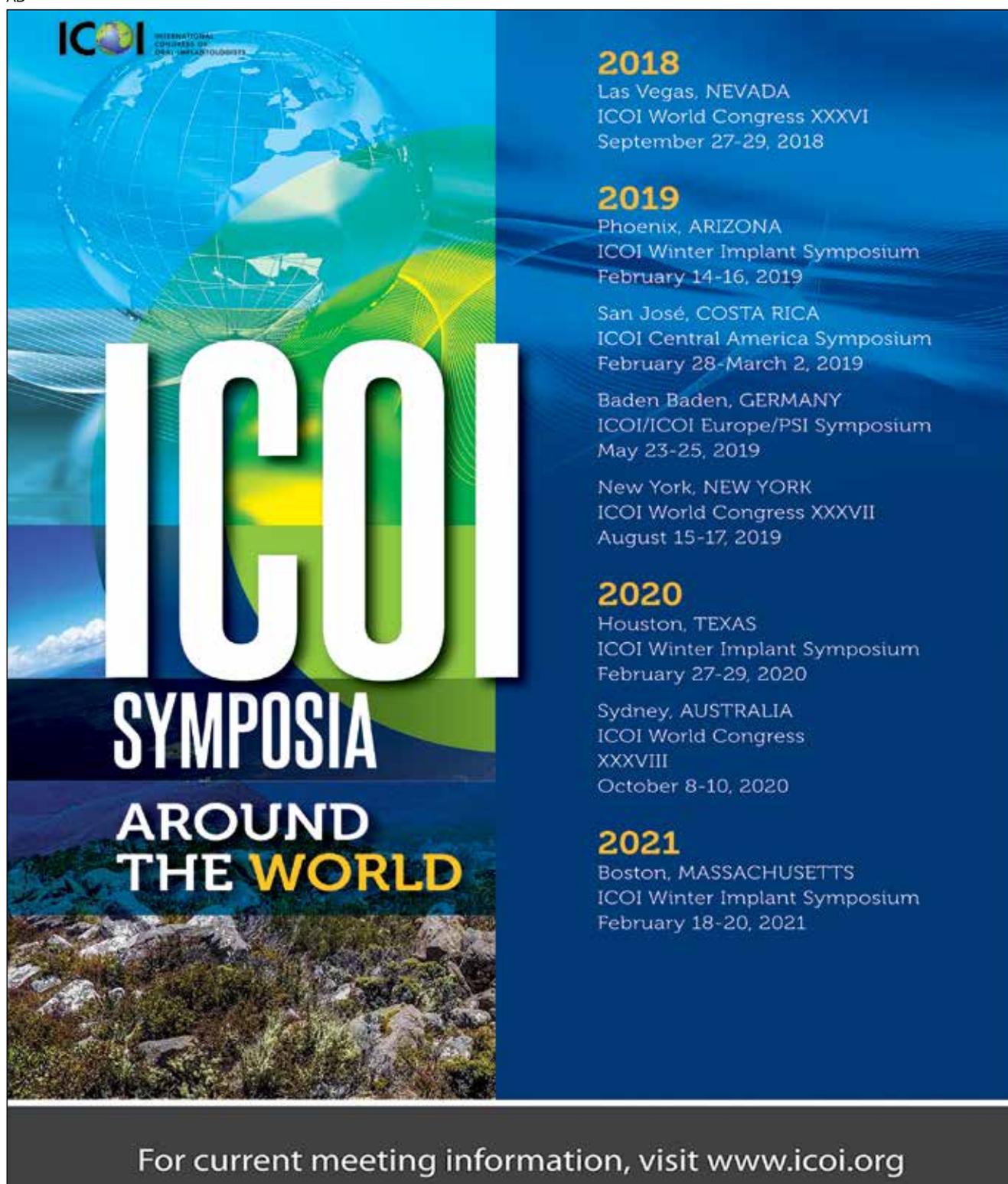
The integration of Dentrrix Smart Image with Dentrrix G7 is the latest solution offered by the Dentrrix Connected program, an open technology platform that allows customers the opportunity to connect their favorite dental applications and technologies to create a single, unified digital office solution. Solutions are designed and tested to integrate into customers' existing Dentrrix system and with future Dentrrix upgrades.

"As a Dentrrix Connected partner, we have front row access to Henry Schein One's market-leading solutions, and we are excited to bring the next level of automation to our customers," said Joe Goldstone, director of IO Imaging, Dentsply Sirona.

Henry Schein One works with developers to create "Dentrrix Connected" versions of their products through the Dentrrix Developer Program, a platform for software developers who already have or plan to create software that integrates with Dentrrix G5 and above software. Dentrrix G7 featuring Smart Image is open to imaging providers that would like to participate in the program.

As of this release, 11 imaging providers have signed on to support Dentrrix Smart Image. To see a full list of all participating vendors, visit [www.Dentrrix.com/SmartImage](http://www.Dentrrix.com/SmartImage).

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ICOI World Congress XXXVI  
September 27-29, 2018

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February 14-16, 2019

San José, COSTA RICA  
ICOI Central America Symposium  
February 28-March 2, 2019

Baden Baden, GERMANY  
ICOI/ICOI Europe/PSI Symposium  
May 23-25, 2019

New York, NEW YORK  
ICOI World Congress XXXVII  
August 15-17, 2019

**2020**  
Houston, TEXAS  
ICOI Winter Implant Symposium  
February 27-29, 2020

Sydney, AUSTRALIA  
ICOI World Congress XXXVIII  
October 8-10, 2020

**2021**  
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ICOI Winter Implant Symposium  
February 18-20, 2021

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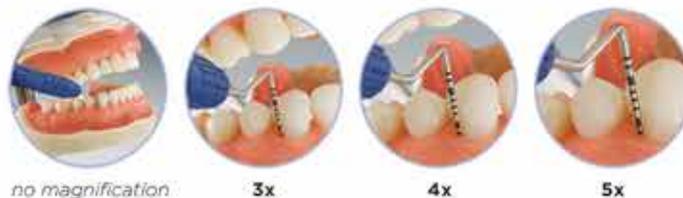
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# PhD scientist explains the many advantages of polymer RPDs

**Special CDA offer: Two Ultaire AKP partials for the price of one**

By Solvay Dental 360 Staff

■ When Solvay Dental 360™ set out to develop a new material for removable partial dentures (RPDs), the goal was to create a high-performance polymer to fill the gap between the metal and flexible frames currently on the market.

Ryan Murphy, PhD, a polymer scientist for Solvay, says, “Metals are way too rigid, and flexibles are entirely too flimsy.”

With this in mind, Solvay drew from its 25-year history as metal-replacing experts in the healthcare industry to produce Ultaire™ AKP.

This innovative aryl ketone polymer (AKP) is formulated to meet critical performance requirements for RPDs.

## Metal-free, lightweight, comfortable

“We saw an opportunity based on a lot of the undesirable traits and potential poor health consequences of metal RPDs,” Murphy says. “Ultaire AKP is metal-free, it’s lightweight, it’s comfortable for patients. It’s biocompatible, and it’s tooth-supported. It’s very bone-like in its properties.”

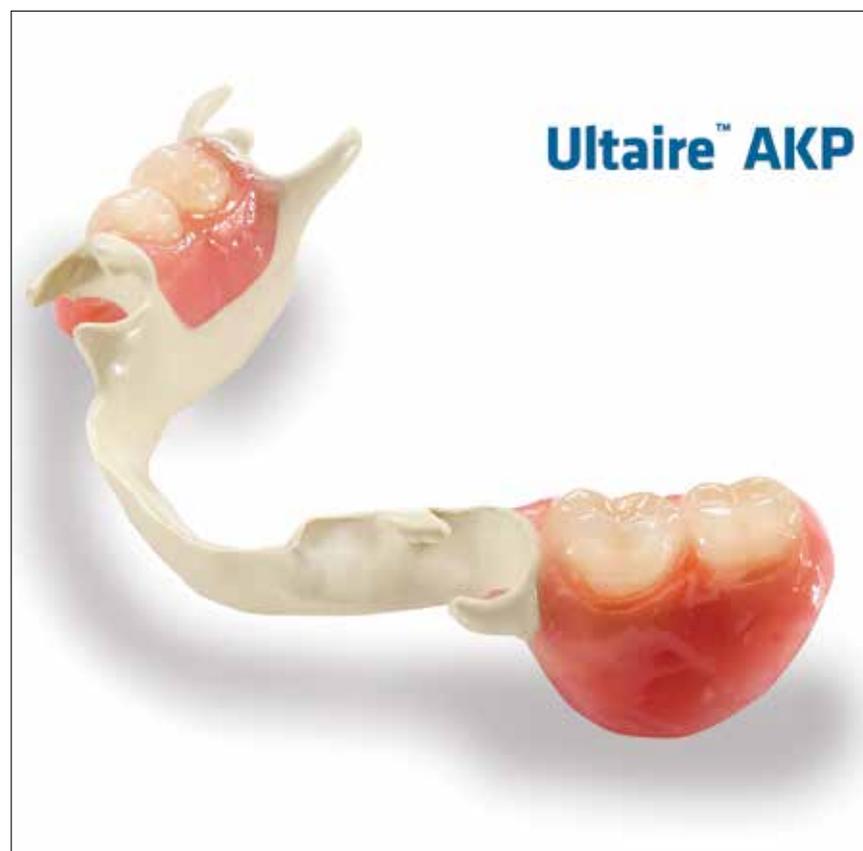
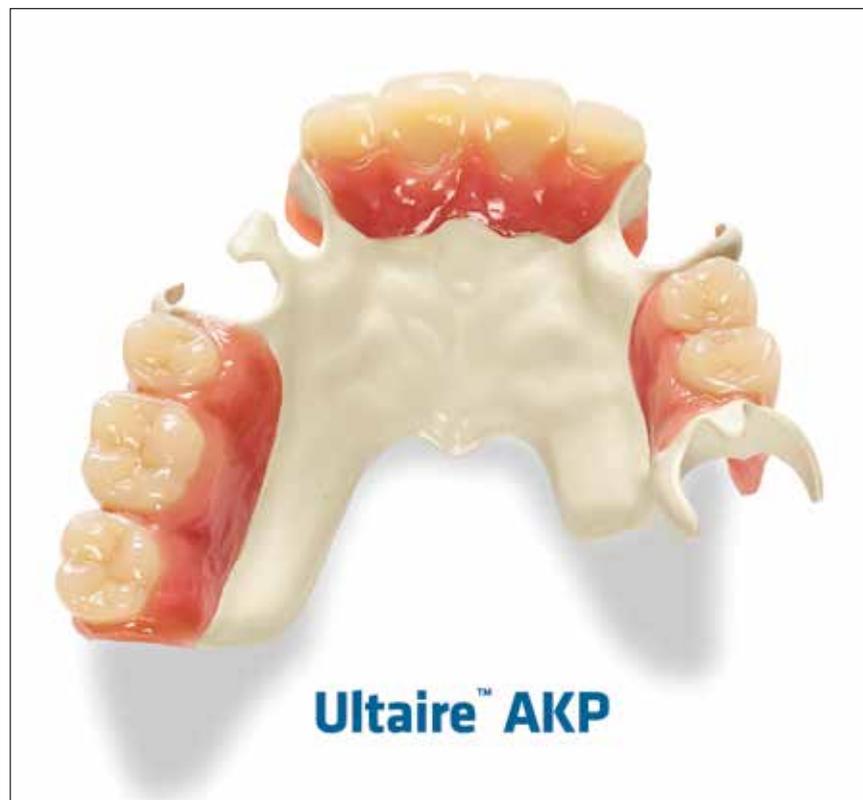
With Ultaire AKP, dentists can offer patients a premium alternative to metal and flexible RPDs. “Ultaire AKP sits right in between, designed specifically to enhance the rigidity of the polymer to be supportive and to have a very long lifetime. But also, to have some flexibility and elasticity to be able to improve the patient comfort and overall experience,” Murphy says.

Ultaire AKP, a high-performance polymer, offers these features:

- Strong enough to be tooth supported
- May help minimize bone loss
- Minimal fitting sessions and adjustments
- High patient satisfaction
- May improve patient compliance

## Ready to prescribe? Two Ultaire AKP partials for the price of one

This special offer – two Ultaire AKP partials for the price of one – is for dentists who visit booth No. 2132.



• (Photos/Provided by Solvay Dental 360)

Ultaire AKP is from Solvay Dental 360™, part of the global company Solvay, which has one of the broadest portfolios of high-performance, health-care polymers

worldwide with more than 35 brands in more than 1,500 formulations, according to the company. Solvay is now bringing this expertise to the dental industry with Ultaire AKP.

## Here in San Francisco

To take advantage of a special offer – two Ultaire AKP partials for the price of one – be sure to visit booth No. 2132.



**‘Metals are way too rigid, and flexibles are entirely too flimsy.’**

• Ryan Murphy, PhD,  
polymer scientist for Solvay

“Solvay Dental 360 is passionate about science,” Murphy says. “This is reflected in our parent company’s long history of innovation. So, we’re aiming to bring all of this talent, all of these unique chemistries that we have that are not served by any other player in the dental market, direct to you.”

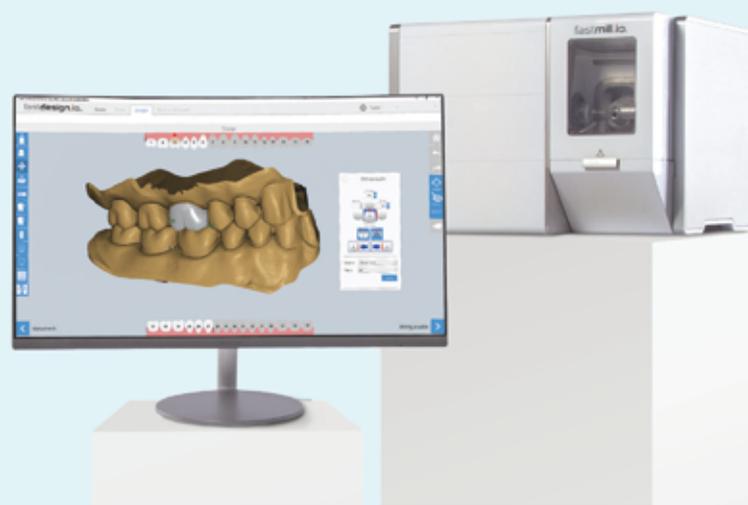
For additional information and to check out the Ultaire AKP, stop by the booth, No. 2132.

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# COLTENE's BioSonic cleaners and solutions: Setting the standard

By COLTENE Staff

■ Since 1988, COLTENE's BioSonic Ultrasonic Cleaning Systems have been trusted worldwide as the standard in ultrasonics for the dental practice, according to the company.

COLTENE's BioSonic UC125 Ultrasonic Cleaner has a 1.25 gallon tank and is ideal for medium-sized practices because of its ability to clean a variety of instruments in a short period of time and drain in less than one minute.

For maximum cleaning capacity, COLTENE's BioSonic UC300 Ultrasonic Cleaner offers performance, safety and durability for high-volume and group practices, according to the company.

Both the UC125 and UC300 cleaners can be used as either a countertop

## Here in San Francisco

Visit COLTENE at booth No. 1312 to see the BioSonic cleaners and solutions. More information about the ultrasonic cleaners and solutions is also available at [coltene.com](http://coltene.com).

unit or a recessed unit, allowing for flexibility in any sterilization setting.

COLTENE also offers a complete line of BioSonic cleaning solutions that work in combination with the ultrasonic cleaner to remove a variety of debris and materials such as cements.

• COLTENE's BioSonic UC125 Ultrasonic Cleaner, ideal for medium-sized practices. (Photo/Provided by COLTENE)



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