

today



Scenes from Hinman Dental Meeting

Support our troops, test your swing on a putting green and get a product demonstration.

»pages 4 & 5



Striving to do it better every year

One CEO and chairman promises to keep holding his company to 'higher standards.'

»page 8



Pick up a free e-book

Debra Engelhardt-Nash offers easy-to-follow tips for increasing production and case acceptance.

»page 10

Atlanta has it all



• Products, service and technology are available from Atlanta Dental Supply (booth No. 1311) — and hundreds of other exhibiting companies — here at the 104th Thomas P. Hinman Dental Meeting. (Photos/Fred Michmershuizen, *today* Staff)

By Fred Michmershuizen, *today* Staff

■ It's the 104th Thomas P. Hinman Dental Meeting. Attendees have the opportunity to partake in some of the most valuable continuing education opportunities available in dentistry. The theme this year is "Your Total Health Connection" — a fitting slogan for a meeting offering nearly 250 courses presented by more than 75 speakers, including 27 who are new to the Atlanta meeting.

"Hinman offers an exciting lineup this year of best-in-class continuing education and exhibits that will provide your total health connection for everyone in attendance," said Dr. Jim Roos, general chairman of the 2016 Hinman Dental Meeting, in a press release announcing the start of the meeting.

»see ATLANTA, page 3

So much to learn

By Fred Michmershuizen, *today* Staff

■ There's so much to learn here at the 104th Thomas P. Hinman Dental Meeting. The gathering here in Atlanta features more than 75 speakers presenting close to 250 courses, all under the theme of "Your Total Health Connection."

Key presenters include Dr. Wayne Kerr, Steve Anderson, Wes Moss, Joseph Jordan, Dr. Gordon Christensen and Dr. Parag Kachalia. Under such expert guidance, meeting attendees have an opportunity to learn new procedures as well as fine-tune existing skills.

Mini-residencies are being offered in pediatrics, geriatrics and cone-beam anatomy. The G.O.L.D. (Graduates of the Last Decade) program is back this year, plus there's a new S.I.L.V.E.R. (Strategies to Implement that Lead to a Valuable, Enjoyable Retirement) program for dentists looking to retire.

Also new this year on the exhibit floor is the Total Health Pavilion, featuring lectures on nutrition and health.

Check your meeting guide or download the 2016 meeting app to your smartphone for specific times and locations.



• Mary Ellen Psaltis presents 'Food as your Farm-acy,' one of many educational sessions being offered at the Hinman Total Health Pavilion, on Thursday morning. (Photo/Fred Michmershuizen, *today* Staff)



NEW!
5 & 25 Hole Blocks
5 assorted colors
25-hole available in
Short or Tall Lid (HP)

**No Spilling or Rusting
Every Practice Needs This!**

BurButler™

Unique Silicone Block—Grips All Burs



- Ideal for all shanks including FG, CA, HP, and short shank – mix and match burs
- Easy to insert and remove
- Long-lasting and durable, no moving parts or replacement plugs
- Fully autoclavable—Fast cooling
- High temperature resistant silicone base
- Simple one hand lid removal
- 5, 10, 25-hole blocks available in 5 colors



Visit us
Booth #1531
INTRODUCTORY OFFER
BUY 3 GET 1!*

*Of Like Item



Visit www.shofu.com or call 800.827.4638

Shofu Dental Corporation • San Marcos, CA

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
www.dental-tribune.com

Publisher & Chairman
Torsten Oemus
t.oemus@dental-tribune.com

President/Chief Executive Officer
Eric Seid
e.seid@dental-tribune.com

Group Editor
Kristine Colker
k.colker@dental-tribune.com

Managing Editor
Fred Michmershuizen
f.michmershuizen@dental-tribune.com

Managing Editor
Sierra Rendon
s.rendon@dental-tribune.com

Managing Editor
Robert Selleck
r.selleck@dental-tribune.com

Product/Account Manager
Humberto Estrada
h.estrada@dental-tribune.com

Product/Account Manager
Maria Kaiser
m.kaiser@dental-tribune.com

Product/Account Manager
Will Kenyon
w.kenyon@dental-tribune.com

Business Development Manager
Travis Gittens
t.gittens@dental-tribune.com

Education Director
Christiane Ferret
c.ferret@dtstudyclub.com

Accounting Department
Nirmala Singh
n.singh@dental-tribune.com

dti Dental Tribune International

Published by Tribune America
© 2016 Tribune America, LLC
All rights reserved.

today Thomas P. Hinman Show Dailies
Vol. 7 appear during the 2016 Hinman
Dental Meeting in Atlanta, Georgia,
March 17–19, 2016.

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.

ATLANTA *from page 1

"We have assembled truly the best in the profession with a number of speakers new to Hinman, as well as special programs and courses designed to elevate learning for the more than 21,000 dentists and dental professionals who attend our annual meeting," Roos said.

On the show floor — where many folks were showing off St. Patrick's Day bling on Thursday — nearly 400 companies are demonstrating the latest dental technology, products, equipment and services. There are plenty of opportunities for dental professionals to shop the floor and get product and equipment questions answered. Some highlights:

- DentalVibe (booth No. 2112) is offering technology designed to take



• Jean Spinell of Ivoclar Vivadent (booth Nos. 769 and 1027) gets into the St. Patrick's Day spirit with a green hat.

the pain out of injections. Those who receive a painless injection are likely to write positively on the Internet about their experience at the dentist.

With eight out of 10 patients coming to a dental practice after reading a positive online review, the device is being marketed as a practice builder.

- Ellman (booth No. 1218) is showcasing its RadioLase 3 and Surgitron Dual RF 120 radiosurgery units, which can be used as an alternative to any procedure. The equipment is designed to offer both precision and versatility.

- At Nanova Biomaterials (booth No. 1750), meeting attendees can learn more about NovaPro (flowable) and NovaPro Fill (universal) composites reinforced by nanofibers.

- Available from Dextrix at the Henry Schein Practice Management Solutions booth (No. 819) is "Increasing Productivity and Case Acceptance," an e-book by Debra Engelhardt-Nash.

AD

STRUGGLING TO STAY AFLOAT?

FIND OUT WHY LVI IS YOUR LIFE SAVER.

Register Now For CORE I Advanced Functional Dentistry

888.584.3237 • www.lviglobal.com • concierge@lviglobal.com

LVI GLOBAL

CHANGING DENTISTRY. CHANGING LIVES.

Academy of General Dentistry Approved PACE Program
Provider FAGD/MAGD Credit Approval does not imply
acceptance by a state or provincial board of dentistry
or AGD endorsement 6-1-15 to 5-31-16 Provider ID 238432

ADA CERP Las Vegas Institute for Advanced Dental Studies
LVI Global is an ADA Recognized Provider 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. Concerns or complaints about a CE
provider may be directed to the provider or to ADA CERP at www.ada.org/goto/cerp.

Scenes from Thursday



• From left: Chris Lloyd, Kent Eggett and Charleen Beck of Henry Schein Practice Management Solutions (booth No. 819).



• From left: Casey Somaini, Sandy Britt, Greg Smith and Tim Faircloth of SurgiTel/General Scientific Corp. (booth Nos. 636 and 1345).



• Daniel Ngo of Glidewell Laboratories (booth No. 1712).



• From left: Amanda Salazar, Kay Corbitt, Tarah Despain and Mike Abott of Isolite Systems (booth No. 35).



• Ryan Moore, left, and Robbie Odom of Kettenbach (booth No. 1144).



• James Kennedy of Classic Craft Dental Lab (booth No. 626).



• From left: Craig Goldstein, Ofir Zaidenberg and Shani Ozulay of Polaroid Dental Imaging (booth No. 652).



• Ed Matthews, left, and Larry Taub of TAUB Products (booth No. 509).

Photos by
Fred Michmershuizen,
today Staff



• From left: Kimberly Kask, Andrew Ritts and Stephanie Butler of Nanova Biomaterials (booth No. 1750).



• Jeanne Giovenco of DEXIS Digital X-ray (booth No. 1509) offers a demonstration of CariVu caries detection technology.



• From left: William Bramble, Vito Verzura and Robert Bradford of DentalVibe (booth No. 2112).



• Jack Solomon, left, and Pat Solomon of USO are here to help support our troops. Look for the USO tables in the 100 aisle of the exhibit hall floor.



• Delores Davis of Ellman, a Cynosure company (booth No. 1218).



• The folks at Hiossen (booth No. 1038) make use of their putting green.



• Rachel Ann Harry, left, and Charie Fabian of Handpiece Solutions (booth No. 308).



• Pat Peri of Anutra Medical (booth No. 2325).



• From left: Jennifer Horwath, Bill Steinitz and Kim Pienkowski of Planmeca (booth No. 837).

A system for storage, sterilization, organization

By Shofu Dental Staff

■ With an increasing emphasis on productivity, dental practices and laboratories are in a continuous search for smart solutions in storage and organization of rotary instruments.

Specifically, large-volume laboratories and practices with multiple operatories strive to streamline their procedures and reduce costs by minimizing the time and effort allocated to storing, coding, sterilizing and restocking myriad dental burs.

With the advent of BurButler, a fully autoclavable storage system for rotary instruments of all shank sizes, including CA, FG, HP and short shanks, bringing time- and cost-savings to the management of dental burs has never been easier to achieve, according to Shofu.

The BurButler is composed of a polycarbonate lid and a universal bur block made of resilient, medical-grade silicone, which possesses natural antimicrobial properties and the ability to withstand high temperatures without losing the integrity of form.

The base comes in five assorted colors — amber orange, amethyst



• Shofu's BurButler is a system for storage, sterilization and organization of dental burs that grips CA, FG, HP and short-shank burs all in one block. (Photo/Provided by Shofu Dental)

purple, diamond white, ruby pink and sapphire blue — for coding and identification. Unlike many other bur blocks, the BurButler does not require plugs or extra parts to securely house instruments. The silicone block features a patented starburst design with a reverse fluting that helps hold burs in place, eliminating the risk of spilled or misplacing burs. The holes

also offer drainage for proper cleaning and sterilization.

Intended for customized mixing and matching of burs, the 5-, 10- and 25-hole bur blocks are designed to demonstrate ideal spacing between the holes. This property helps facilitate easy insertion and removal of burs and is safe for all fingers — petite or large, gloved or bare.

Here in Atlanta

To learn more about the BurButler, stop by Shofu's booth, No. 1531, visit www.shofu.com or call (800) 827-4638.

Shofu's bur blocks are complemented by a protective lid, which is available in two sizes, regular and tall, and is made of thermostable plastic. Both the lid and base can be autoclaved together.

Equipped with skirted grooves, the lid grips the base easily, and it can be removed with one hand. The clear lid makes it possible to view the content of a bur block, allowing for more efficient organization of rotary instruments.

Furthermore, color-coordinated bur blocks can also be used as sterilizable storage boxes for a variety of other components, including implant abutments, perio irrigation tips, provisionals, removables and other small items.

Whether used for storage, sterilization or organization of CA, FG, HP and short-shank dental burs, Shofu asserts that its BurButler will help bring time- and cost-savings to dental practices and laboratories.

AD

ellman[®]
IS NOW PART OF
CYNOSURE[®]



Hinman
March 17-19th
Georgia World Congress Center &
Omni Hotel at CNN Center
Atlanta, GA
BOOTH #1218

IT'S CUT AND DRY

ELLMAN IS THE BEST CHOICE FOR YOUR SURGICAL NEEDS

\$200

OMAHA STEAK CERTIFICATE

Your gift from Ellman with purchase of an Ellman surgical generator.



Dual RF™/120 IEC
High Frequency – Low Temperature
4.0 MHz Radiofrequency Generator
120 Watts Monopolar and Bipolar energy



GIVEAWAY

CYNOSURE[®] | ellman

Tel (516) 594.3333
www.ellman.com

Cynosure, Ellman and Surgitron are registered trademarks of Cynosure, Inc.
*With purchase of an Ellman surgical generator – must be a licensed clinician. Limitations apply. Ellman reserves the right to cancel this promotion at any time.
© 2016 Cynosure, Inc. • CCI6021

Save Time and Money by the Bundle

NEW!!



HAHN™
TAPERED IMPLANT

& BruxZir®
SOLID ZIRCONIA

Visit us at
**BOOTH
#1712**

\$425* Bundle includes

- ◆ Hahn™ Tapered Implant
- ◆ Hahn™ Tapered Implant Titanium Healing Abutment and Impression Coping or Scanning Abutment
- ◆ Choose from a BruxZir® Solid Zirconia Crown with Inclusive® Custom Implant Abutment or BruxZir Screw-Retained Implant Crown



BruxZir Solid Zirconia, the world's most prescribed zirconia restoration, now comes as a complete tooth replacement solution. For about the same price as a crown and custom abutment, everything needed to replace a missing tooth is included. The bundle provides convenience and predictable treatment costs, and reduces the need to keep a supply of implants and prosthetic components on hand.

*Price does not include shipping or applicable taxes. Inclusive is a registered trademark of Glidewell Laboratories.
Hahn Tapered Implant is a trademark of Prisma-Tek Dentalcraft, Inc. Price is valid only in the U.S.

For more information

888-786-2177
www.glidewelldental.com



Hahn implants and components are
manufactured in our Irvine, California, facility.

GLIDEWELL DIRECT
CLINICAL AND LABORATORY PRODUCTS

3034532_1.0 ECO #3034511

Held to a higher standard

A letter from the CEO and chairman of Atlanta Dental

■ A new year always brings to mind the things we need or desire to improve in our personal and professional lives. Our company abides in the belief that all things can be done better and that being complacent is a danger to any business.

There is another side that needs to be remembered as we think through the opportunities and possibilities of 2016.

There is a bumper sticker that reads, "When All Else Fails, Lower Your Standards." If we didn't live in a time where that statement often rings true, it would be humorous. Employee-owned businesses like your dental practice and Atlanta Dental never think that way. Our mutual goal is to find ways to raise the bar, not lower it.

We don't mind being held to a



Yolanda Curry, left, and Kathy Hutto of Atlanta Dental Supply (booth No. 669). (Photo/Fred Michmershuizen, *today* Staff)

"higher standard," and we strive to live out that commitment each day to our patients and our customers. It is the foundation of our success.

Today, we feel a "pull" all around us. New names and organizations in both dentistry and distribution

attempt to compromise and "lower the standards" while presenting their information in an attractive package. It creates conflict in the minds of those impacted because a glossy coating attempts to conceal the flaws.

Here in Atlanta

Stop by the Atlanta Dental booths, Nos. 669, 1207 and 1311, to learn more about the company and its products.

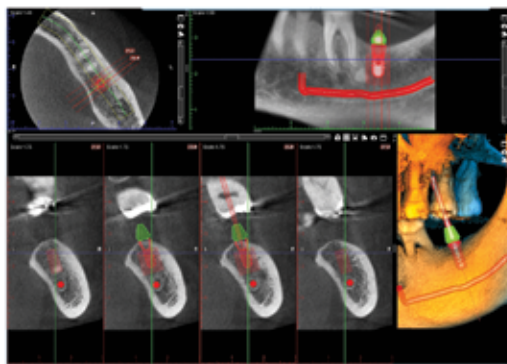
Non-dental entities from outside of the United States are purchasing fee-for-service practices and changing the practice philosophy overnight. Dental supplies are marketed by as many non-authorized and unqualified sources as there are legitimate distributors.

Commitment is needed now, more than ever, to protect this great profession.

Atlanta Dental will remain focused on ways to improve and elevate our level of service and value to you. We also remain committed to not changing the core beliefs and principles that have been the foundation of our company for 148 years. Thank you for holding us to a higher standard.

Sincerely,
Gary Kirkus, CEO/Chairman,
Atlanta Dental

AD



The Latest 2D and 3D
Cone Beam Systems
2.99% Financing!

Instrumentarium / Planmeca
and more!

Handpieces - Buy 2 Get 1 Free!
Several Manufactures!

**Student
"Welcome Center"**

New Office Set-up
Dental Students
Hygiene Students
Assistant Students

Atlanta Dental

Products • Services • Technology

Visit Us at Booths
1311 & 1207

Prime
Advantage

Free Membership Program
of Savings, Service & Value
Free Shipping • Cash Back Rebates
Reduced Labor - No Trip Charge!
Full service since 1868
Employee - owned and Dedicated
to your success

Low Interest Rates!
**A-dec, Midmark
Pelton & Crane
and Others!**

BruxZir NOW
Milling Blocks



**Special
Financing!
1.99%**

Cavitron Jets and Cavitrons
Buy 2 - Get 1 Free!

Opidental

Practice Management
Software Free!
(plus Low Monthly Support)

Revolutionary PFM Strength & Esthetics



Visit us at
**BOOTH
#1712**

"The best looking PFMs I've seen in 27 years as a ceramist."

Joe Hattouni, CDT, General Manager Fixed Prosthodontics

- **FIVE TIMES STRONGER** than Ceramco®3 PFM ceramic†
- **TWICE THE CHIP RESISTANCE** of Ceramco3 PFM ceramic†
- **IDEAL FOR BRIDGES** that have insufficient vertical space for full-contour zirconia and screw-retained restorations



\$139/unit* to non-precious

Share your "before and after" Obsidian® Pressed to Metal case photos and qualify for up to a \$600 credit for prescribing an Obsidian PFM case††

††To submit your Obsidian "before and after" case photos for a \$300 credit: Log on to "My Account" at www.glidewelldental.com; click "Upload Files"; and then select "Submit Digital Images." If we choose your case photos to feature in the Obsidian Gallery in *Chairside*® magazine, you'll earn an additional \$300 credit along with having your casework featured in the magazine. Limited to one case per dentist/account. If you have any questions, call 800-854-7256, or email mail@glidewelldental.com.

Sledgehammer Toughness Test



Obsidian (left), Ceramco3 (right)



Crowns hit with sledgehammer



Obsidian (left), Ceramco3 (right)

*Price does not include shipping or applicable taxes. †Data provided by Glidewell Laboratories Research and Development Department, 2015. Ceramco is a registered trademark of DENTSPLY Ceramco.

For more information

888-786-2177

www.glidewelldental.com



**GLIDEWELL
LABORATORIES**

Premium Products - Outstanding Value