

# DENTAL TRIBUNE

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## PENSION SCHEME

DT contributor Amanda Maskery about the practical arrangements of the automatic enrolment and the obligations and duties for dental practices.

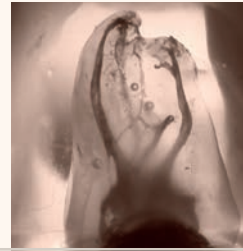
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## ALIGNERS

An interview with Canadian dentist Dr Sam Daher about how to turn treatment with the appliance into a business model.

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## ENDO TRIBUNE

Read the latest news and clinical developments from the field of endodontics in our specialty section included in this issue.

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## Quality of UK dental services remains high

Overall majority of providers achieving good or outstanding rating from CQC

By DTI

**LONDON, UK:** Only one per cent of all dental practices inspected by the Care Quality Commission (CQC) in 2015 and 2016 required enforcement action for not meeting the regulator's criteria. The overall majority were found to deliver high-quality care, the body announced in its *State of Care* report issued last week.

At least nine out of ten practices complied with the CQC's five key tests for being caring, responsive, well led, safe and effective.

Of the five core community services, which include services for children, young people and families, as well as for adults, and in-patient services and community end-of-life care, dentistry was found to deliver the highest care, with 86 per cent of all inspected providers achieving a rating of good or outstanding from the CQC.



The results were based on almost 1,000 dental care inspections the CQC conducted during the last two years in dental practices around the UK. Of those, only ten per cent needed to make im-

provements in fields like leadership and safety, the organisation said. "As in other sectors, where there are concerns, they tend to be related to the well-led and safe key questions—for example not car-

rying out mandatory audits or having incomplete dental records. This can mean that dentists do not have the right information to hand when they are treating a patient," it is stated in the report.

Despite the good results in most sectors of social and health care, the CQC has warned that these levels cannot be sustained in the long run owing to factors like a growing and ageing population, people with more long-term conditions, and a challenging economic climate.

"Colleagues continue to provide an excellent, committed service, despite a 35 per cent drop in taxable income over the last decade, and without a penny of government investment. Dentists are subsidising this high quality care from their own pockets. In the long term this situation is unsustainable," agreed Chair of the British Dental Association's Principal Executive Committee Mick Armstrong.

"There are huge challenges facing the dental profession but in spite of these the CQC provides proof—if that were needed—that we remain the most efficient, trusted and compliant of health-care sectors," he said.

## GDC to introduce first case examiners

By DTI

**LONDON, UK:** As part of legislative changes implemented earlier this year, the General Dental Council (GDC) introduced case examiners this month. They will carry out the decisions currently made by the body's Investigating Committee in an effort to streamline the GDC's fit for practice process.

The measure is part of a three-year road map aimed at making dental regulation in the UK less costly and more effective. It was approved by both the Houses of Parliament and the Scottish Parliament in April.

According to the GDC, case examiners will have the authority to agree upon undertakings, including further training or ceasing aspects of practice, until retraining has been completed with dental professionals under investigation,

thus preventing them from having to go through lengthy and potentially stressful Practice Committee hearings. This way, it is intended that only the most serious cases will continue to the process of a full hearing, the GDC said.

When there is a realistic prospect of the dental practitioner's fitness to practise being impaired, case examiners will have the opportunity to refer the case to one of the three Practice Committees.

By reducing the number of cases heard by the regulatory body, the organisation hopes to save £1.8 million per year.

Working in pairs, the 14 case examiners—a mixture of clinical and lay members—will assess the evidence gathered during an investigation. In addition to undertakings or agreements, they will have the option to issue a warning

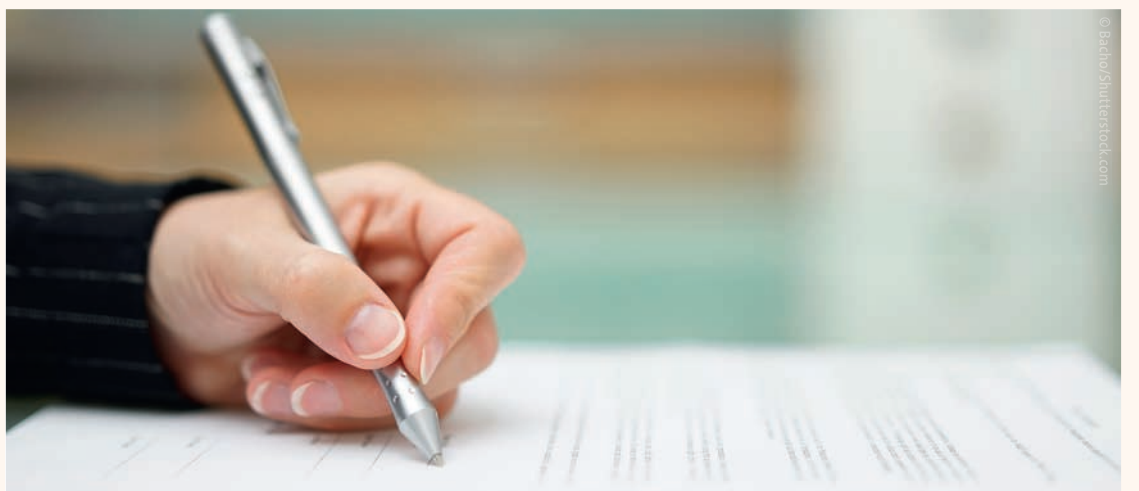
or take no further action and close a case.

"The new mechanism is about patient safety as Case Examiners will be able to make agreements with the dental professional much earlier in the FtP process than ever before," said Jonathan Green,

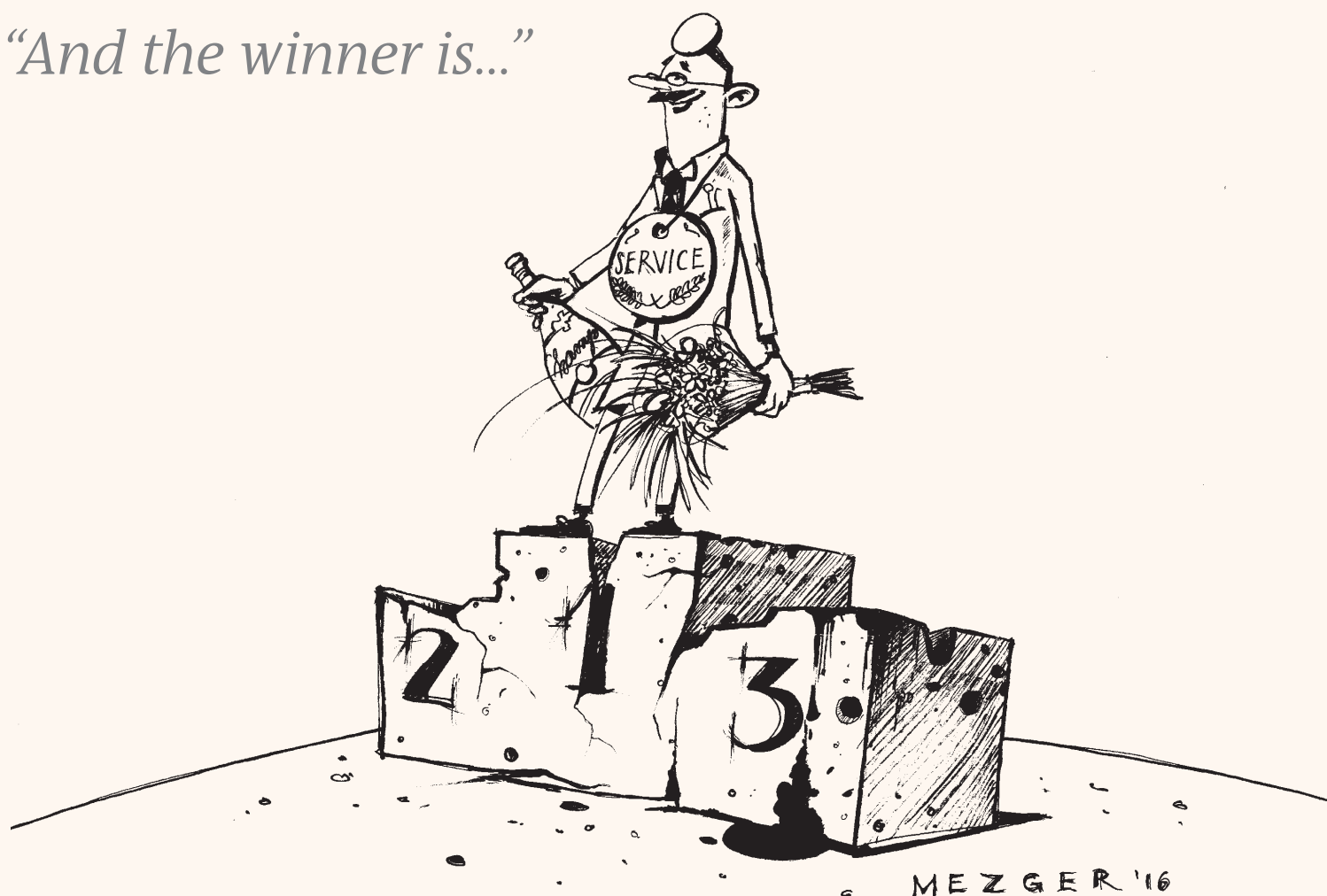
Director of Fitness to Practise at the GDC. "We can take action straight away to support the dental professional to improve his practice. Allowing a dental professional to improve patient care by raising standards through continuing education and feeding back any relevant learning

to the profession, rather than taking punitive action through a stressful hearings process, is much better for all concerned," he added.

The GDC received over 3,000 cases in 2014 according to its annual report.



“And the winner is...”



# High evaluations could slow down acquisitions

By DTI

**LONDON, UK:** Another rise in practice valuations in the UK could mean that practices in the South East and London will find it increasingly difficult to find buyers, the National Association of Specialist Dental Accountants and Lawyers (NASDAL) has warned. Evaluations in these regions have reached such a level that many potential acquirers can no longer pass the affordability test, London-based NASDAL accountant Ajay Patel recently said in a press release.

“Only those with substantial personal capital, private equity-backed dental companies or individuals with the help of ‘Bank of Mum and Dad’ can afford to acquire in many instances,” Patel said. “I have recently seen more and more potential acquirers, although meeting the bank’s serviceability test, fail the remuneration test, i.e. level of take-home pay for the acquirer.”

“Projections in many instances demonstrate the acquirer would earn less after loan serv-

ing cost than they do currently as associates,” he added.

According to the latest quarterly goodwill survey conducted by NASDAL, valuations in the period of April to July saw another rise over the previous quarter to goodwill of 138 per cent of gross fees despite the Brexit and the economic uncertainty it created. While the average of 107 per cent has seen a 51 per cent surge in the last three months, one practice in the West Country in particular reported having achieved good-

will in excess of 206 per cent of gross fees.

NHS practices also saw a 3.4 per cent increase on the previous quarter and now attract an average goodwill of 125 per cent of gross fees.

The greatest jump, however, was in the value of deals for private practices, according to the report.

“Whilst it must be stressed that the EU referendum vote happened midway through the quarter, it does appear that the vote had, at worst, no effect or arguably a positive effect on the value of UK dental practices,” summarised specialist dental accountant and partner at UNW Alan Suggett, who compiles the goodwill survey.

# BOS: New app at Brighton congress

By DTI

**BRIGHTON, UK:** In late September, hundreds of orthodontic specialists gathered at the Brighton Centre for the 2016 British Orthodontic Conference (BOC). On the occasion, the British Orthodontic Society (BOS) announced the launch of a new app aimed at helping dental professionals and students classify patients according to the Index of Treatment Need (IOTN).

Available as a free download from the iTunes App Store, the EASY IOTN app uses simple clinical features to guide the user to

the correct classification via the quickest possible route, according to Dr Guy Deeming, who led the development team at the specialist body. With a simple interface that is easy to navigate, it is aimed at improving the standard and accuracy of orthodontic referrals, as well as supporting the training of undergraduates and foundation dentists, he said.

According to the BOS, the IOTN is often applied incorrectly owing to its complexity. “We wanted to simplify and streamline the scoring process, as well as support the training of dentists,” Deeming commented on Friday

morning. “This is no substitute to calibration, but we hope it will be a useful adjunct for dentists.”

Included in the app is a continuing professional development (CPD) and training section that will provide one hour of verifiable CPD for the user. According to Deeming, an Android version is scheduled to be launched by the end of the year.

Also announced were the date and venue of the next BOC, which will take place from 14 to 16 September 2017 at the Manchester Conference Centre. Themed “Back to the future”, the event will fea-

ture more than 40 prominent speakers, including Drs John Scholey and Nigel Harradine, who will be sharing their ideas regarding the future development of the field. Special focus will be on digital technology, material design and other innovations, 2016 congress chairperson Dr Richard Jones said. In addition to the orthodontic technician and dental team programmes, the 2017 BOC will offer three full-scale orthodontic programmes throughout the three days of the event.

This year’s BOC was held from 23 to 25 September in Brighton.

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# Queen Mary makes headway in development of tooth-repairing fillings

By DTI

**LONDON, UK:** In May, the first toothpaste containing bioactive glass was introduced to the public at Queen Mary University of London. Recently, a group of researchers from the university's Institute of Dentistry has reported new data that demonstrate that the material has the potential to prohibit the formation of bacteria that cause caries and repair it through remineralisation when used in dental fillings.

According to Prof. Robert Hill, who led the group, the bioactive glass composite remineralised partially decayed teeth and created an alkaline environment that discouraged the bacteria that caused the initial decay. It also filled in the gaps with tooth mineral, thus preventing the oral bacteria that cause caries from establishing themselves.

"Research in the US suggests this will potentially prolong the life of fillings and slow secondary tooth decay because the depth of



Toothpaste with bioactive glass has been available on the market since May this year.

bacterial penetration with bioactive glass fillings was significantly smaller than for inert fillings," he said.

Currently, the average Brit has seven fillings in his or her mouth, the majority of which are of amalgam, which is placed into eight million new cavities every year, according to government figures.

A new material able to repair teeth would provide the possibility of replacing the potentially toxic material and would mean a significant step forward in tooth restorative materials, according to Hill.

"There is huge pressure to eliminate mercury-based amalgam fillings by 2020 which is outlined in a host of international agreements.

Using this type of bioactive glass composite to fill cavities eliminates the need to use mercury-based amalgam by offering aesthetic white fillings which help heal the tooth," commented CEO of BioMin Technologies Richard Whatley, who licensed the technology from Queen Mary Innovations. "We plan to translate the remineralising technology developed with the

BioMinF toothpaste into restorative dental products."

Toothpaste with bioactive glass has been on the market in the UK and elsewhere in Europe since May this year. It is currently available in pharmacies in India through a partnership between BioMin and Group Pharmaceutical and anticipated to be available in China and the US by the end of the year. Developed to adhere to tooth structure through a special polymer, bioactive glass slowly dissolves ions that form fluorapatite, a mineral also found in shark teeth, over an 8-12-hour period to make teeth more resistant to acids from food. According to Hill, the process has been proven to be more effective than the use of fluorides in conventional toothpastes or professional prophylaxis materials, which are washed away and lose their effect more quickly. In addition, the fluorapatite formed from brushing with BioMinF toothpaste has shown to effectively reduce dentine hypersensitivity by sealing open dentinal tubules in *in vitro* studies at Queen Mary.

## UK men concerned about their teeth

By DTI

**LONDON, UK:** The look of their teeth is of great importance to British men. More than a quarter would choose to have their teeth straightened if they could, according to a new survey that asked men about the one thing they would like to change about their appearance.

A significant 63 per cent of men would investigate means of

treatment to have their teeth aligned if they had concerns in this regard, it also found.

The results are from a survey conducted by media intelligence provider Gorkana on behalf of clear aligner manufacturer Align Technology on men's confidence in their appearance and the likelihood of them seeking treatments to address physical imperfections.

According to the survey, almost one in two men have had great concerns about their appearance in the past and these occasionally prevented them from dating.

While men from Scotland, the North East and London were found to be the most content with their appearance and teeth, men surveyed in the South West and West Midlands were less likely to

consider themselves happy with how they looked.

Those least satisfied with their appearance were from Yorkshire and the Humber.

Although men between the ages of 18 and 24 felt it was wrong for men to take steps to change their appearance, they were also the age group most likely to have looked into treat-

ments to alter their appearance. Londoners were most likely to look for ways to change how they look. One in three admitted that they were considering treatment for their imperfections, such as straightening their teeth.

The survey was conducted among all age and socio-economic groups, as well as geographical regions, in the UK.

## Acknowledged for half a century of service

By DTI

**CARDIFF, UK:** When Liz Hooper became a Saturday girl at a local dental office in Treharris, the BBC was still broadcasting in black and white, the English football team was considered world class and the average house cost less than £4,000. Five decades later, she is still very active at the University Dental Hospital (UDH) in Cardiff, where she started her NHS career as a dental nurse in 1966.

After having completed her training as a dental nurse, for which she applied after reading an advert in the *South Wales Echo* newspaper, and working in that position for a year, she assumed



Maria Battle, Chair of Cardiff and Vale UHB (left) presented Liz (right) with flowers and gifts during a special afternoon tea with her colleagues who she trained.

the post of Senior Dental Nurse Tutor at UDH Cardiff, a position she still holds today. In addition to

that, she worked as Dental Nurse Manager at the same hospital from 1996 to 1997.

During her long years of service, for her, the most important thing has remained the patients. "I still see people today who I treated years ago," she commented. "I always try to address them by their names so that they know I remember who they are—it's important to me."

According to Hooper, she has never missed a single day owing to sickness during her 50 years of service.

"It has been an absolute pleasure to work alongside Liz," said Beverly Withers, interim Dental Nurse Manager at Cardiff and Vale University Health Board and one of Hooper's trainees. "She is well known and respected in the

dental world, devoting much of her working life to dental nursing and dental nurse training including the South Wales evening course, training thousands of dental nurses during 40 years."

Referring to her nickname of "The Oracle", Withers added: "She is the go-to person to find out anything which is dental related."

"I'd like to say a big thank you to Liz for her commitment and dedication to dental nursing. It is a fantastic achievement to have completed nearly 50 years of service and to have never taken a day's sick during this time is truly amazing," said Hayley Dixon, Director of Operations for the Dental Clinical Board.



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# Dental fillings may contribute to increased levels of mercury in the body

By DTI

**ATHENS, USA:** Although the potential adverse health effects of mercury have been the subject of

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debate for a long time, the extent to which dental fillings affect mercury levels in the body was still unclear. New research has now found that people with multiple

dental fillings exhibited significantly elevated levels of mercury in their blood compared with people who did not have dental surface restorations.

The study, which analysed data from nearly 15,000 individuals, is the first to demonstrate a link between dental fillings and mercury exposure in a nationally

representative population. The researchers found that patients with more than eight fillings had about 150 per cent more mercury in their blood than those with none.

They further analysed exposure by specific types of mercury and found a significant increase in methylmercury, the most toxic form of mercury, associated with dental fillings, suggesting that the human gut microbiota, a collection of microorganisms living in the intestines, may transform different types of mercury.

Mercury exposure from dental fillings is not a new concern, but previous studies were inconsistent and limited, according to Dr Xiaozhong Yu, co-author and Assistant Professor of Environmental Health Science at the University of Georgia's College of Public Health.

"This study is trying to provide the most accurate levels of exposure, which will form the scientific basis to make future risk assessment," Yu said.

In response to the study, the American Dental Association (ADA) issued a press statement at the end of September that clarified that the association's position on dental amalgam remains unchanged. "The mercury levels cited in the study did not exceed a level that according to the National Academy of Sciences would be known to cause adverse health effects. Thus no conclusions about the safety of dental amalgam should be drawn from this study. In addition, the study used data that included two different types of dental materials: composite, which does not contain mercury and dental amalgam, made from a combination of metals including silver, copper, tin and mercury. It is important to note that since the study does not differentiate between the two filling materials, the study's findings may be prone to over-interpretation," the ADA stated.

The ADA and the US Food and Drug Administration consider dental amalgam fillings safe for adults. However, they advise against its use in pregnant women and children under the age of 6.

The study, titled "Associations of blood mercury, inorganic mercury, methyl mercury and bisphenol A with dental surface restorations in the US population, NHANES 2003–2004 and 2010–2012," will be published in the December issue of the *Ecotoxicology and Environmental Safety* journal. It was conducted by researchers at the University of Georgia and the University of Washington.

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# New Philips Sonicare toothbrush encourages better brushing habits

By DTI

**LONDON, UK:** Dental professionals regularly encourage their patients to implement a thorough oral care routine on a daily basis. However, between dental check-ups, their advice often passes out of mind. In order to bridge this gap and to help people improve their oral health through personalised guidance, Philips has developed the new Sonicare FlexCare Platinum Connected. At a launch event held in London on 16 September, the company introduced its first connected electric toothbrush for adults featuring smart sensor technology and the new Philips Sonicare app to oral health care experts and the media.

"At Philips, we are constantly looking to innovate and provide solutions using smart technology that seamlessly fit into people's everyday lives," said Julia Roast, UK Marketing Manager at Philips. "Working closely with dental practitioners, we have developed the Philips Sonicare FlexCare Platinum Connected and Philips Sonicare app, to provide patients with personalised guidance on their oral health routine to help them achieve and maintain a great clean in between check-ups."

## Smart sensor technology enables real-time tracking

The connected toothbrush synchronises with the Philips Sonicare app via Bluetooth to track brushing habits in real time. A number of sensors track and analyse the user's brushing routine while a personalised 3-D mouth map highlights trouble spots in order to coach the patient on his or her brushing technique. Loca-



After first being launched in the US in July 2016, the new Philips Sonicare FlexCare Platinum Connected is now available in the UK.

tion sensors track where the user is brushing for too short a duration and a SmartTimer ensures that the user brushes for the recommended time in each segment of the mouth.

Moreover, sensors alert the user when he or she is applying too much pressure or scrubbing the teeth rather than guiding the brush. A personalised touch-up feature identifies missed spots during brushing and encourages the user to go back to clean these.

The smart sensors are integrated into the toothbrush's handle, allowing for the use of different brush heads, including the new AdaptiveClean brush head, which provides up to four times more surface contact and enhanced flexibility. Furthermore, the Sonicare FlexCare Platinum

Connected provides a new Deep Clean mode. According to the company, this mode helps remove up to ten times more plaque than a manual toothbrush can.

## Personal guidance with the new Philips Sonicare app

The Philips Sonicare app was developed in collaboration with over 500 dentists and dental hygienists and provides various personalised features that reinforce users' oral care routine and give useful tips to further improve oral health. It allows patients to set daily goals and track their progress over time. The app stores an ongoing history of brushing data, making it easy for users to review their performance and share their progress reports with their dental

professional via e-mail and social media, the company said.

To help the patient comply with guidance from his or her dental practitioner, the app features focus areas, specific spots in the patient's mouth identified by the dentist that need more attention owing to plaque build-up, gingival recession and other issues. These spots are highlighted in the patient's personalised 3-D mouth map to remind him or her to take extra care of these areas between check-ups.

Moreover, the app includes a brush head performance monitor that notifies the user when it is time to replace the brush head based on actual brushing time and pressure. The user can then order replacement brush heads directly via the app.

## Key opinion leaders discuss potential of connected technology

After introducing the new Sonicare FlexCare Platinum Connected to the press, representatives of Philips UK met with oral health care experts from all over the country, among them dental hygienist Juliette Reeves from London and Dr Ben Atkins, principal dentist and owner of Revive Dental Care in Manchester, to discuss the potential of the new connected technology.

"I was really pleased with the fact that we have an app which we can use to educate our patients in between visits," commented Reeves. "I would recommend the product without hesitation. The fact that it is so personalised is a huge advantage, the fact that it gives immediate feedback to me, to patients in between appointments. We are not waiting for them to come back in the chair for me to say: 'Okay, here is a trouble spot'."

"I think dentists are very active in encouraging and advising their patients on how to brush their teeth correctly, but they need more tools to achieve an actual difference," Atkins remarked.

"The Philips Sonicare FlexCare Platinum Connected could bring about the necessary behavioural change because, in a way, it gives me a tool to brush my patients' teeth for them and to track their results," he told *Dental Tribune*.

The device is currently available in the UK and the US at a recommended retail price of £250 and \$200, respectively.

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# With new owner, BDIA Dental Showcase looks forward to promising future

Thousands of dental professionals attended most important dental event of the year in London

By DTI

**LONDON, UK:** Before even the first day of this year's BDIA Dental Showcase came to a close, news broke that George Warman Publications, part of the Mark Allen Group, bought the rights to Britain's most important dental event. The publisher of several UK dental publications, including *Dental Update* and *The Dentist*, will be running the exhibition from the next edition in Birmingham in 2017 onwards. According to the British Dental Industry Association (BDIA), which represents dental manufacturers and suppliers in the UK, the show will continue to be known as "BDIA Dental Showcase" for at least five years. The organisation also said it will be working very closely with the Mark Allen Group to provide the best possible event for exhibitors and visitors in the future.

"Dental Showcase will benefit greatly from this new arrangement, providing fresh initiatives to maintain the show's position as the market leader," commented BDIA President Mike Cann. "Working in partnership with George Warman and the Mark Allen Group is the perfect solution. They run leading exhibitions and events across diverse sectors and I believe their experience and expertise will make BDIA Dental Showcase an event that will be the envy of most."

This year's edition, which took place from 6 to 8 October at the ExCel, saw plenty of new products and services for dental professionals on display. Among the many newcomers to London was Dental Tribune International (DTI), which exhibited its extensive portfolio of publications and events at Booth N76. Visitors were invited to



Up to 350 dealers and manufacturers presented their latest products and services in London.

## "Dental Showcase will benefit greatly from this new arrangement, providing fresh initiatives to maintain the show's position as the market leader..."

pick up their latest copy of *Dental Tribune UK*, as well as inform themselves about other DTI titles, such as the specialist magazines for a variety of dental disciplines and the Journal of Oral Science and Rehabilitation, which was launched in 2015 with the aim of providing high-quality research

and clinical papers in the fields of periodontology, implant dentistry, prosthodontics and maxillofacial surgery. Information about the Dental Tribune Study Club, CME Clinical Masters' Courses and DTI-organised events, such as the roots summit in Dubai, were also available.

### Plenty of innovations

After the recent launch of its latest Sonicare toothbrush, Philips unveiled another addition to its cloud-enabled health ecosystem of devices and tools. Equipped with Breathometer technology, the Sonicare Breathcare is a new device that is intended to help users measure, track and analyse their breath quality easily and reliably.

The small and compact device will be available from early 2017 and allow users to analyse a sample of their breath in under less than 30 seconds, company representatives told *Dental Tribune*. The results are displayed in real time and can be synchronised with the Philips Sonicare app for further feedback and analysis, such as breath quality pattern.

Also on display in London for the first time to a professional audience was the new Sonicare Flexcare Platinum Connected. The blue-tooth enabled toothbrush synchronises with the Philips Sonicare app to track brushing habits in real time. A number of

sensors track and analyse the user's brushing routine, while a personalised 3-D mouth map highlights trouble spots in order to coach the user on his or her brushing technique. Location sensors track where the user is brushing for too short a duration and a SmartTimer ensures that the user brushes for the recommended time in each segment of the mouth. Moreover, sensors alert the user when he or she is applying too much pressure or scrubbing the teeth rather than guiding the brush. A personalised touch-up feature identifies missed spots during brushing and encourages the user to go back to clean these.

People who clean between their teeth with a water flosser now have a device that allows them to do so wherever they want. Launched by Waterpik at the BDIA Dental Showcase, the new Cordless Freedom Water Flosser has no power cord and comes with a waterproof case. Operated by batteries, the new device is extremely lightweight and portable, according to the company, and thus can be used for travel and by people who do not have shaver sockets in their bathroom. Furthermore, it offers in-handle controls and two built-in pressure systems.

Since flossing with the Water Flosser has been shown to be more effective than interdental brushes at reducing gingival bleeding, the Cordless Freedom Water Flosser is suitable for patients undergoing orthodontic, periodontic or implant treatment, the company said. "Unlike string floss, the Waterpik Water Flosser has been clinically shown to remove plaque and reduce bleeding gums," remarked Waterpik Director of Professional and Clinical Affairs Deborah M. Lyle on the results of several recent studies. "Water Flosser has also been shown to be up to three times as effective for removing plaque around braces and twice as effective for improving gum health around implants, compared to string floss."

Henry Schein was extending its recently launched loyalty scheme at the Showcase. Aimed at dental professionals who direct more than 80 per cent of their consumables spend to the company, the new REWARDS Platinum will offer a number of additional benefits, including double points on all purchases, 10 per cent discount on contract cover and annual service, as well as a zero charge on small orders.



Dental Tribune presented for the first time at the Showcase.





A legacy of Philips Sonicare toothbrushes was extended with the new FlexCare Platinum Connected.



Waterpik Sales Manager Alec Hilton introducing the new Water Flosser Cordless Freedom.

Customers who are eligible for the new scheme will be able to upgrade their status in the upcoming weeks, according to Henry Schein.

The company introduced Rewards for the first time at the Dentistry Show in April. Since then, over 1,000 customers in the UK have enrolled in the scheme, representatives said in London. Available exclusively to dentists and dental technicians, the programme is open to Henry Schein and Software of Excellence customers in the UK. Once enrolled, members enjoy a number of benefits, including special previews and early bird discounts on upcoming Henry Schein and Software of Excellence events. For a limited period, members will also receive a £100 discount on Practice Analysis, a new programme that is part of the company's Dental Business Solutions offering to help practices increase their business revenue.

Also announced at Dental Showcase were new partnerships for Henry Schein Laboratory, allowing it to now exclusively offer BruxZir Shaded Milling Blanks, BruxZir Shaded 16, and BruxZir Anterior from Glidewell Laboratories to UK dental laboratories. Another recent addition to the portfolio is Roland DG's DWX-51D

five-axis milling unit, which effortlessly produces precise dental prostheses, including copings, crowns, bridges, inlays, onlays and abutments.

In addition to many of the established market providers, the

"The focus of our stand here is our new thermal disinfectant, Tethys H10 Plus, which decontaminates, washes, thermally disinfects and dries instruments with hot air, all in a single process, automatically preparing them for subsequent packaging and sterilisation,"



The Henry Schein UK team: Andy Sloan, Patrick Allen, Mackenzie Richter and Jan MacRae (from left to right)

Dental Showcase saw a high number of newcomers. The Italian manufacturer Mocom, for example, was presenting with its own brand of products at the show for the first time.

explained export area manager Luca Graziani. "The device uses ultrasound for the washing process and, to the best of our knowledge, is the only machine on the market right now that offers that feature."

## Dental industry in good health

With many exhibitors reporting excellent on-stand sales, visitor figures for this year's Showcase have shown that the dental indus-

Michael Cann, who is also Managing Director of Septodont, was delighted with the numbers of visitors that they have seen at this year's show. "Our stand this year has focused on our new on-line CPD training that will allow practices to be compliant with the 2013 Sharps Legislation using our new needle-stick injury prevention devices, which has had a very good response from visitors," he said.

Sonia Tracey, Vice President of the BDIA and Managing Director of W&H, commented, "The visitors we have seen at our stand this year have done their homework before coming to the show, which makes our work so much better as we can offer them more detailed information and products that are useful back in their practice. This has also allowed us to spend quality time with them to ensure they get all the information they need. We couldn't have asked for better."

Next year's Dental Showcase will be held from 19 to 21 October. The premier dental business event for the UK market takes place at ExCeL London every two years. Every other year, the show moves to the NEC Birmingham. Each of the last two editions saw over 12,000 dental professionals from across the UK in attendance.



Italian manufacturer Mocom presented at BDIA for the first time.



Announcement for BDIA Dental Showcase 2017