



OFFICE MANAGEMENT LEADERS TO MEET

Up to 800 attendees and 100 exhibiting companies are expected at AADOM's 12th annual session, Sept. 15–18, in Boca Raton, Fla.

► page A4



IMPROVE YOUR LEADERSHIP SKILLS

Being a good dentist doesn't make you a good leader — but these eight areas of focus can help you better lead your team.

► page A10



IMPLANT TRIBUNE

AAP PICKS SUNNY SITE

American Academy of Periodontology to hold its annual meeting at San Diego Convention Center.

► page B1



Flossing on front pages

News about flossing's status in dietary guidelines shines global spotlight on interdental cleansing

In response to recent news reports questioning whether scientific research supports oral health benefits associated with flossing, the American Dental Association is advising dental professionals and their patients that when it comes to flossing, a lack of strong evidence doesn't equate to a lack of effectiveness. The association is advocating that dentists are in the best position to advise their patients on oral hygiene practices because they know their patients' oral health status and health history.

Extensive global news coverage followed an Associated Press investigative report that addressed why flossing was no longer included in the latest U.S. Dietary Guidelines. Some accounts implied the government had changed its stance on flossing. In response, the ADA noted that the change reflected the Dietary Guidelines Advisory Committee's decision to focus on food and nutrient intake (i.e., added sugar) in the updated

guidelines. According to the ADA, the guidelines have no bearing on the long-standing recommendation from the Surgeon General, the CDC and other health agencies to clean between teeth daily. The U.S. Department of Health and Human Services reaffirmed the importance of flossing in an Aug. 4 response to a clarification request from the ADA, stating:

"Flossing is an important oral hygiene practice. Tooth decay and gum disease can develop when plaque is allowed to build up on teeth and along the gum line. Professional cleaning, tooth brushing and cleaning between teeth (flossing and the use of other tools such as interdental brushes) have been shown to disrupt and remove plaque. At HHS, NIH's National Institute of Dental and Craniofacial Research, CDC's Division of Oral Health and Healthy People 2020 have additional information and resources about efforts to

► See FLOSSING, page A3

ADA on flossing: Lack of strong evidence doesn't equate to a lack of effectiveness



In response to news coverage about the lack of scientific research on the benefits of daily flossing, the ADA is stressing the importance of interdental cleaners such as floss for oral health. Photo/Provided by www.sxc.hu

EVENTS

A4–A6

- Office management leaders to meet Sept. 15–18 in Boca Raton, Fla.

INDUSTRY NEWS

A7–A11

- Crosstex acquires Accutron
- Henry Schein program expands access to health care.
- Quality control starts at micro levels at DENTSPLY Pharmaceutical
- From Rhein83: Cement designed for dentist and technician
- Just published by Glidewell Laboratories, implant magazine has Q&As, clinical techniques, more
- Improve your leadership skills today
- From EDS: Two-in-one endodontic irrigation solution earns praise

IMPLANT TRIBUNE

B1–B10

- American Academy of Periodontology to meet in San Diego
- AAID announces updates to the 'JOI Glossary of Terms'
- ADA accepting applications for John W. Stanford New Investigator Award
- Academy of Osseointegration announces its 2016 outstanding students in implant dentistry
- Nobel Biocare unveils innovations
- Osteogenics now distributing Resorba dental sutures
- Invest in CBCT and know investment can grow with your practice

AD

PRST STD
US Postage Paid
Permit No. 1239
Bellmawr, N.J.

Dental Tribune America
116 West 23rd Street
Suite #500
New York, N.Y. 10011

Remin Pro[®]

TOOTH CREAM

HYDROXYAPATITE

FLUORIDE

THE POWER OF TRIPLE PROTECTION

NO MILK PROTEIN ALLERGIES

Learn more and order your **FREE SAMPLE** at www.vocoamerica.com

ReminPro[®]
Triple-protective dental care with fluoride, hydroxyapatite (calcium and phosphate) and xylitol

VOCO
THE DENTALISTS

For Technical Questions: Call 1-888-658-2584 • www.vocoamerica.com

Referrals Simplified

Securely and easily send electronic referrals



RecordLinc

Save time & stay compliant

Streamline communication among dental colleagues

Call: **415.749.1444**
Visit: **RecordLinc.com**



PATIENT PORTAL



REFERRALS



SCHEDULING



INTEGRATION



MESSAGING



eFORMS

Office management leaders to meet Sept. 15–18

12th annual session will be held at the Boca Raton Resort & Club

The American Association of Dental Office Management (AADOM) will welcome dentists, practice leaders and administrators to the Boca Raton Resort & Club for three days of management-based learning. The 12th annual session will be held Sept. 15–18 and will feature courses in leadership, medical billing, manager-doctor relationships and dental insurance. Donna Cutting, CSP, AADOM's keynote speaker, will present "Red-Carpet Diem! Seize the Opportunity for Customer Service." Attendees will learn how providing world-class customer service creates an experience for patients that will keep them loyal to you and your practice.

Other sessions will touch on topics such as medical billing, hygiene department productivity, treatment

planning, leadership and dental insurance. The roster includes well-known speakers such as Dr. David Rice, Rachel Wall, Christine Taxin, Anastasia Turchetta, Dayna Johnson and Teresa Duncan. Software workshops to maximize production will be taught for users of both Eaglesoft and Dentrrix software systems. The popular "Forum Live!" brings hundreds of dental practice administrators and business managers together to exchange ideas and share best practices for diverse topics such as moving to a paperless office, compliance and hiring/termination scenarios. These courses are approved for nine C.E. credits (including toward the AADOM Fellowship Program). AADOM is an AGD-approved C.E. provider.

AADOM will also announce the win-



Up to 800 attendees and 100 exhibiting companies are expected at AADOM's 12th annual session, Sept. 15–18, at the Boca Raton Resort & Club in Boca Raton, Fla. You can learn more online at www.aadomconference.com. Photo/Provided by AADOM

ner of the 2016 Practice Manager of the Year, as well as induct the newest class of fellows into the AADOM Fellowship Program. AADOM is once again hosting the Dental Spouse Business Network (DSBN) for dental spouses and life

partners.

For more details about the annual session and more information you can visit www.aadomconference.com.

(Source: AADOM)

AD

STRUGGLING TO STAY AFLOAT?

FIND OUT WHY LVI IS YOUR LIFE SAVER.

Register Now For CORE I Advanced Functional Physiologic Dentistry

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

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

LVI GLOBAL

CHANGING DENTISTRY.
CHANGING LIVES.

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 the Commission for Continuing Education Provider Recognition at ADA.org/CERP.

ADA CERP Continuing Education Provider Recognition Program

STOP BY
BOOTH
620!

Choose wisely. Choose Oraqix.

(lidocaine and prilocaine periodontal gel) 2.5%/2.5%



DENTSPLY
PHARMACEUTICAL

©2015 DENTSPLY Pharmaceutical. All rights reserved. ORA01-0535-1.0 Rev.00

oraqix®
(lidocaine and prilocaine
periodontal gel) 2.5% / 2.5%

Crosstex acquires Accutron

Cantel Medical Corp. subsidiary, Crosstex, continues its market diversification and expansion with the acquisition of Accutron Inc., an industry-leading manufacturer of “conscious sedation” nitrous oxide delivery systems and nasal masks.

Conscious sedation in dentistry is used to put the patient in a relaxed state during a dental procedure and is currently used in more than 50 percent of all dental practices and more than 90 percent of pediatric dental practices. Conscious sedation is safe and effective, induces a relaxed state, decreases anxiety and physical movement, and may eliminate the need for local anesthesia in certain instances. This allows the practitioner to deliver better patient care. All Accutron products are FDA compliant, carry the CE Mark, are registered with Health Canada and manufactured in Accutron’s ISO 13485 facility in Phoenix, Ariz.

“Conscious sedation and the safety and comfort of the patient have always been the focus of our company. From the very beginning we strived to be the market leader and market innovator in conscious sedation technology” said Accutron vice president of sales & marketing Jonathan Blasdell. “We firmly believe that by coming together as one and combining the strengths of the Crosstex marketing network, Accutron’s technology and manufacturing capabili-

ties, and the continued utilization and professionalism of the PSA sales team, we can increase the understanding and expand the use of conscious sedation in dentistry.”

Andrew Whitehead, senior vice president of business development, said, “Crosstex continues to diversify and expand its product portfolio and the markets it serves — all directly related to improving and enhancing the patient experience as it relates to infection prevention, patient safety and comfort. In the past 18 months we have acquired and become the market leader in dental unit waterlines with the acquisitions of DentaPure and Liquid Ultra, entered the industrial market with the acquisition of the NAMS sterility assurance products division, and have now entered the small-equipment/conscious sedation market with the acquisition of Accutron.”

“With the strong support of our global distribution partners and our marketing/educational focus, we will elevate the awareness of conscious sedation as it relates to increased production for the dental practitioner as well as improving the patient experience in terms of infection prevention, safety and comfort,” said Gary Steinberg, president and CEO, Crosstex. “The addition of Accutron and their employees complements our strategic vision. Their presence also strengthens our relationship within

the dental community, both domestically and internationally, bringing increased awareness to our existing portfolio of infection prevention, safety and compliance products.”

Crosstex manufactures a wide array of infection prevention and compliance products for the global health care industry. Founded in 1953 and headquartered in Hauppauge, N.Y., Crosstex is a recognized leader in products used for waterline treatment, biological monitoring, sterility assurance packaging and personal protection equipment. Sold in more than 100 countries, the products distributed to medical, dental and veterinary practices and facilities include the award-winning (five consecutive years) Secure Fit technology face masks, DentaPure waterline treatment cartridges and Liquid Ultra, Sure-Check sterilization pouches with internal/external multiparameter indicators, Tyvek pouches with 510K approval, SteamPlus Type 5 chemical integrators, ConForm and Passport Plus in-office and mail-in biological indicators and Rapicide OPA/28 high level disinfectant.

For more on the full line of Crosstex infection-prevention, patient-safety and compliance products, contact Crosstex at (631) 582-6777 or visit www.crosstex.com.

Cantel Medical is a leading global com-

pany dedicated to delivering innovative infection prevention and control products and services for patients, caregivers, and other health care providers to improve outcomes, enhance safety and help save lives.

Cantel products include specialized medical device reprocessing systems for endoscopy and renal dialysis, advanced water purification equipment, sterilants, disinfectants and cleaners, sterility assurance monitoring products for hospitals and dental clinics, disposable infection control products primarily for dental and GI endoscopy markets, dialysate concentrates, hollow fiber membrane filtration and separation products, and specialty packaging for infectious and biological specimens.

For more information, visit the Cantel website at www.cantelmedical.com.

This article contains forward-looking statements within the meaning of the Private Securities Litigation Reform Act of 1995. These statements involve a number of risks and uncertainties, including, without limitation, the risks detailed in Cantel’s filings and reports with the Securities and Exchange Commission. Such forward-looking statements are only predictions, and actual events or results may differ materially from those projected or anticipated.

(Source: Crosstex)

AD

THE FUTURE OF DENTISTRY IS HERE!

AND HERE!
VICTORIA, BC

September 23, 2016

AND HERE!
EDMONTON, AB

October 21, 2016

AND HERE!
LOUISVILLE, KY

September 24, 2016

AND HERE!
ORLANDO, FL

November 4, 2016

AND HERE!
DALLAS, TX

September 23, 2016

AND HERE!
ATLANTA, GA

December 2, 2016

LVI REGIONAL EVENTS • THE FUTURE OF DENTISTRY

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



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



**CHANGING DENTISTRY.
CHANGING LIVES.**

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 the Commission for Continuing Education Provider Recognition at ADA.org/CERP.

ADA CERP | Continuing Education Recognition Program

Henry Schein 2016 program will improve kids' access to health care

Now in its 10th year, initiative confirms vital role of community health centers and expands access to care for thousands of children and their caregivers

Henry Schein Inc. has launched its 2016 Healthy Lifestyles, Healthy Communities (HLHC) program, which expands access to health care, prevention and wellness for underserved communities by providing free medical and dental screenings at community events throughout the country. Created 10 years ago in partnership with the National Association of Community Health Centers (NACHC), the HLHC program expects to serve approximately 8,700 children and their caregivers with free medical and oral health services at 14 health fairs through this fall. Each event is held in conjunction with a local community health center. HLHC is a flagship initiative of Henry Schein Cares, the company's global corporate social responsibility program.

The company supports each HLHC event with a \$5,000 in-kind donation and a \$5,000 cash grant from the Henry Schein Cares Foundation Inc., a 501 (c)(3) organization that works to expand access to care globally.

Since HLHC's inception, the company and the foundation have provided supplies and financial assistance combined in support of nearly 95 health fairs. According to the NACHC, community health centers play a key role in the nation's health care system by providing continuous primary and preventive care, reducing the risk of new health care problems and saving the health care system \$24 billion per year.

HLHC is annually cosponsored by state and local community health organizations and supported by Henry Schein's supplier partners. At each HLHC event, local physicians, nurses, dentists, and community volunteers screen for a range of health issues — including hypertension, asthma, diabetes, obesity and poor oral health — and associated risk factors that commonly affect children. In addition, each participant receives educational materials about ways to prevent and treat these problems, as well as assistance in finding a local community health center where they can access care regularly.

"Community health centers play a vital role throughout the country, providing excellent care to people who would oth-

ACP
BOOTH
NO. 501

AAP
BOOTH
NO. 901

AAOMS
BOOTH
NO. 516

➤ ACCESS, page A8



MORE INSIGHT

helps you make the most of your practice's cash flow.

KNOW YOU HAVE A DEDICATED BANKER WHO UNDERSTANDS YOUR INDUSTRY AND YOUR NEEDS.

As a healthcare professional, you want to spend more time helping patients and less time worrying about your finances. With dedicated Healthcare Business Bankers, PNC provides tools and guidance to help you get more from your practice. The PNC Advantage for Healthcare Professionals helps dentists handle a range of cash flow challenges including insurance payments, equipment purchases, and managing receivables and payables. In such a fast-moving business, PNC understands how important it is to have a trusted advisor with deep industry knowledge, dedication and a lasting commitment.

IMPROVE ACCESS TO CARE | ACCURATE RECORDS | IMPROVE PATIENT SATISFACTION | INCREASE & PROTECT CASH | POWER FINANCIAL WELL-BEING



PNC|CFO
Cash Flow Optimized

Call a Healthcare Business Banker
at 877-664-1233 or go to
pnc.com/hcpprofessionals



PNC BANK

Cash Flow Optimized is a service mark of The PNC Financial Services Group, Inc. ("PNC"). Banking and lending products and services, bank deposit products, and treasury management services, including, but not limited to, services for healthcare providers and payers, are provided by PNC Bank, National Association, a wholly owned subsidiary of PNC and Member FDIC. Lending and leasing products and services, including card services and merchant services, as well as certain other banking products and services, may require credit approval. All loans and lines of credit are subject to credit approval and require automatic payment deduction from a PNC Bank business checking account. Origination and annual fees may apply. ©2015 The PNC Financial Services Group, Inc. All rights reserved. PNC Bank, National Association: **Member FDIC**

Quality control starts at micro levels

For more than 100 years DENTSPLY International has been supporting dentists worldwide in their profession.

The company's trusted and comprehensive range of anesthetics enables dentists and hygienists to start every

procedure right. DENTSPLY Pharmaceutical ensures quality at each step of the product's journey — from collection of active molecules all the way through to when the packages arrive at your office.

Each cartridge is twice sterilized with a sterilizing filter followed by an autoclave method. Cartridges are then visually inspected with an electronic laser for defects and impurities, including but not limited to: cracks, foreign particles, color and density. Each cartridge is mylar-pack labeled to restrain the individual pieces in case of a break — thus avoiding any injuries. Each set of 10 cartridges is then blister packed to avoid breakage. Finally, each cartridge is color coded as per industry standard ADA system.

(Source: DENTSPLY Pharmaceutical)



Ensuring DENTSPLY Pharmaceuticals' quality starts when collecting active molecules and continues through shipping and beyond. Photo/Provided by DENTSPLY International



OT CEM is a self- and photo-curing cement for permanent metal-to-metal bonding of attachments in prosthetic implant solutions. Photo/Provided by Rhein83

Cement designed for dentist and technician

A new composite cement "OT CEM" has been released by the Rhein83's research laboratories. Designed for bonding attachments directly in the mouth or in the laboratory, OT CEM is a self- and photo-curing cement for permanent metal-to-metal bonding of attachments in prosthetic implant solutions.

Radiopaque with a highly workable processing and curing time, OT CEM is recommended for cementing the reconstructive concave sphere; the solid reconstructive sphere; and the threaded sleeves for the threaded attachments OT CAP – OT EQUATOR.

The package includes a two-component syringe of 5 ml and 10 self-mixing tips.

For more information you can contact American Recovery in New Rochelle, N.Y., by telephone at (914) 632-3800 or by email at info@american-recovery.com.

(Source: Rhein83)

AD

be smart

Rotational core
Titanium housing with TiN coating
Rotational functionality
Elastic Cap

Free-trauma insertion

Implant divergency correction up to 50°

Imported and Distributed By
American Recovery

877-778-8383
www.rhein83usa.com
info@rhein83usa.com

← ACCESS, page A7

erwise go without," said Stanley M. Bergman, chairman and CEO of Henry Schein. "Community health centers, which promote high-quality, affordable health care, closely align with Henry Schein's commitment to wellness, treatment, and disease prevention. We are pleased to join our supplier partners, Team Schein Member volunteers and local community health center organization partners to 'help health happen' for thousands of children and their caregivers through our Healthy Lifestyles, Healthy Communities program."

For more information about Henry Schein Inc, visit www.henryschein.com.

About the National Association of Community Health Centers

Founded in 1971, the National Association of Community Health Centers (NACHC) serves as the national health care advocacy organization for America's medically underserved and uninsured and the community health centers that serve as their health care home.

NACHC works in conjunction with state and regional primary care associations, health center controlled networks and other public and private sector organizations to expand health care access to all in need.

(Source: Henry Schein Inc.)

Implant magazine has Q&As, clinical techniques, more

Glidewell Laboratories, an industry-leading provider of dental products, implant solutions and lab services, has released the latest issue of Inclusive™ magazine, its multimedia publication on implant dentistry. The publication is available in print and across multiple digital platforms. The digital edition of the new issue, Volume 7, Issue 2, as well as past issues of the quarterly magazine, can be viewed from all popular desktop, tablet and smartphone platforms at inclusivemagazine.com.

The featured Implant Q&A spotlights Dr. Stephen Chu, a prominent leader in the field of prosthodontics and adjunct clinical professor and former director of esthetic education at New York University College of Dentistry. Read the article and watch the exclusive video interview to hear Chu's thoughts on a range of topics, including the path that led him to specialize in prosthodontics, the state of CAD/CAM dentistry and digital impression systems, the benefits of immediate implant placement and provisionalization, and what implant doctors can learn from dental technicians.

The new issue also features articles spotlighting the monolithic zirconia full-arch implant restoration, the latest prosthetic innovation to support the level of care practitioners can provide edentulous patients. In the article, Dr. Daniel Galindo explores how this treatment option helps overcome challenges related to bruxism and other

parafunctional activities. Dr. Siamak Abai's article outlines the all-CAD restorative protocol through which full-arch BruxZir® prostheses can now be produced, eliminating the need for a wax setup and improving communications with the lab.

Dr. Vladimir Jovic's article explains how edentulous implant patients can benefit from the use of an occlusal guard.

Intraoral scanners can help doctors streamline the restorative phase of treatment, reduce dental lab fees and provide patients with a precisely fitting restoration in less time. A collaborative article by Drs. Abai, Timothy Kosinski and Paresh Patel illustrates this process with three different scanners, achieving predictable, highly accurate results in each instance.

The latest issue includes two Q&As that highlight the opportunities implant therapy offers the modern dental practice. One features Dr. David Hochberg, who recounts his experience learning to place implants more than 30 years ago and emphasizes the much-improved resources available to today's practitioners. In the first of a three-part series, practice management consultant Dr. David Schwab describes strategies for enhancing communications with patients and increasing case acceptance.

Other articles feature an assortment of clinical techniques and treatment protocols. Implant pioneer Dr. Jack Hahn shares a clinical tip in which the "book" approach is

**AAP
BOOTH
NO. 1836**

**ACP
BOOTH
NO. 208**



Glidewell Laboratories' magazine 'Inclusive' is available in print and on multiple digital platforms. Photo/Provided by Glidewell Laboratories

used to access and graft a facial bone defect adjacent to an anterior extraction site.

An article by Dr. Raymond Choi illustrates how small-diameter implants are an excellent treatment option for edentulous patients who cannot receive conventional-sized implants due to financial, anatomical or medical reasons. Dr. Ara Nazarian's latest article demonstrates how a cementable full-arch BruxZir restoration over custom abutments offers a solution for cases in which bone anatomy precludes a screw-retained prosthesis.

After reading the articles, viewing the case photos and watching the videos, readers have the opportunity to take free interactive C.E. tests through the Glidewell Education Center. Participants can earn free C.E. credits through the Academy of General Dentistry Program Approval for

Continuing Education (PACE) program for each test they complete and pass.

Inclusive magazine is published by Glidewell Laboratories and President/CEO Jim Glidewell, CDT. Each issue of Inclusive seeks to highlight the many aspects of dental implants from clinical and laboratory perspectives, featuring case studies, clinical techniques, and practice management tools in both article and video format.

To view the Inclusive magazine digital edition from your desktop computer or favorite mobile device and to sign up for a free subscription to the print version, visit inclusivemagazine.com. For more information about Inclusive magazine, call (800) 521-0576 or e-mail inclusivemagazine@glidewelldental.com.

(Source: Glidewell Laboratories)

AD

MIXPAC™ – The Original Unique like Switzerland

Innovation in Application







SULZER

Sulzer Mixpac Ltd
mixpac@sulzer.com
www.sulzer.com



The Original – Made in Switzerland

Safety and efficiency is critical for dental professionals. Look for the original MIXPAC mixing tips trademark colors developed and produced in Switzerland. Only MIXPAC mixers will guarantee successful and safe applications.