

DENTAL WORK IN TWO TOP-10 SLOTS ON LIST OF TOP 100 JOBS

'Dentist' and 'hygienist' are near the top of the list on the U.S. News & World Report annual ranking.

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**HYGIENE TRIBUNE****MORE PROS IN THE PROFESSION NAMED**

Standout hygienists honored for devotion to their patients and craft.

► page B1

**ENDO TRIBUNE****TIME FOR ROOT CANAL AWARENESS WEEK**

American Association of Endodontists promotes speciality March 30–April 5.

► page C1



Scientists patent new substances to fight oral bacteria

Titanium-based materials shown to be effective against endodontic, periodontic and cariogenic bacteria

Researchers at the University of Washington's School of Dentistry have received a patent for a method of using titanium-based materials to control bacterial infections. They believe that the substances could be used in a patient's mouth after dental procedures to reduce the risk of infection or in mouthwashes and toothpastes to limit bacterial growth prophylactically.

For several years, the researchers have studied titanates and peroxotitanates, inorganic compounds that can inhibit bacterial growth when bound to metal ions.

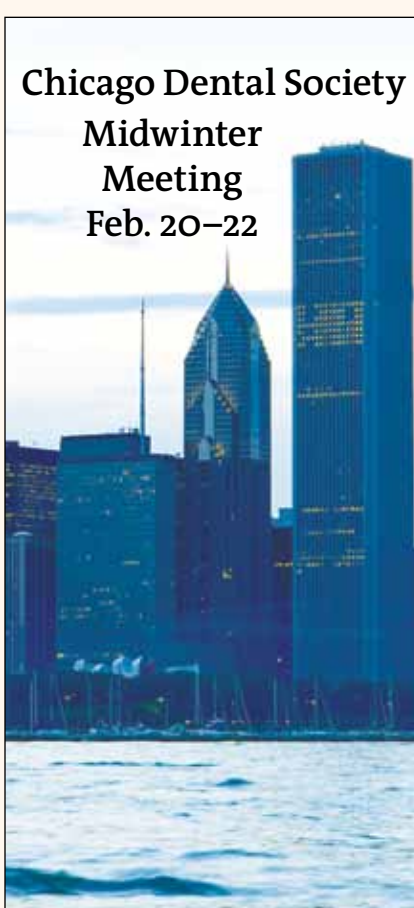
The researchers found these substances to be effective against endodontic, periodontic and cariogenic bacteria, indicating that the substances could be incorporated into gels or solutions that can be applied by den-

tists after treatments such as root canals or dental fillings.

Dr. Whasun Oh Chung, research associate professor at the school, explained that metals have been known to have antibacterial properties, but when used in concentrations high enough to be effective, they also carry the risk of toxic side effects. By using the new agent, however, therapeutic benefits can be achieved with less risk of toxicity.

The researchers are now conducting human trials. They expect to finish those in spring. If proven effective, the new agent could even be used in narrowly targeted treatments for internal organs, as well as in dental or medical materials and devices, Chung said.

(Source: University of Washington's School of Dentistry)



The 149th Chicago Dental Society Midwinter Meeting features three days of lectures, demonstrations, participation courses — and more than 600 exhibit booths.

Photo/Kasia Biel, www.dreamstime.com.

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- Family-owned Flow Dental expands digital imaging product line
- Healthgrades: where prospective patients go to find a dentist
- Fast track to practice ownership
- FireCR Dental Reader optimizes workflow
- Barrier protection critical in gloves

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Dental spending stays flat

Dental care spending remained flat through 2012 over the prior year, in part because working-age adults are visiting dentists less frequently, with fewer people covered by employer-sponsored dental benefits, according to a new analysis released by the American Dental Association.

The research, conducted by the ADA Health Policy Resources Center, shows that additional factors in the spending patterns include improvements in oral health, the erosion of benefits provided by state Medicaid programs and fee reductions among many private insurers.

National dental care expenditure reached \$111 billion in 2012, roughly the same as the previous year when adjusted for inflation. When population growth is taken into account, dental spending has been flat since 2008. The analysis covers three years of post-Great Recession recovery — suggesting that dental spending is not rebounding.

Overall U.S. health spending during the past four years has grown at the slowest rates ever recorded in the 53-year history of the National Health Expenditure Accounts, reflecting the lagged effects of the recent economic recession. Dental spending, how-



Research shows fewer people are covered by employer-sponsored dental benefits, and working-age adults are visiting dentists less frequently. Result: Year-over-year spending on dental care isn't changing much. Photo/Bentson Vladimir Mucibabic, www.dreamstime.com

ever, began to slow in the early 2000s before the onset of the recession.

The elderly continue to be the age group with the highest level of dental spending, driven primarily by gains in private dental benefits and higher demand for care.

Read the full research brief at www.ada.org/sections/professionalResources/pdfs/HPRCBrief_0114_1.pdf.

The ADA has advocated for the public's health and promoted the art and science of dentistry since 1859. Its research facilities develop and test dental products and ma-

terials that have advanced the practice of dentistry and made the patient experience more positive. The Journal of the American Dental Association is the ADA's flagship publication and one of the most-read scientific journals in dentistry.

For more information about the ADA, visit www.ada.org. For more information on oral health, including prevention, care and treatment of dental disease, visit the ADA's consumer website www.mouthhealthy.org.

(Sources: American Dental Association)

Report: Opportunities for growth within dental insurance industry

Dental insurance accounts for 9.1 percent of the broader health and medical insurance industry, according to a recently completed IBISWorld Industry report.

But there is plenty of room for growth, according to IBISWorld Industry analyst Stephen Hoopes. "An estimated 16 percent of domestic consumers lack medical insurance," Hoopes said. "While estimates of the share of consumers lacking dental insurance range from 26 to 42 percent, there exists a drastic difference between the two types of health care coverage."

Traditionally, dental insurance has focused more on covering regular main-

tenance and preventative oral health treatments, while medical insurance emphasizes coverage of unpredictable and urgent health care needs. Consequently, according to the IBISWorld Industry report, dental care costs and industry revenue are typically more stable than medical costs.

During the past five years, a consistent increase in health care expenditure (i.e., medical cost inflation) boosted industry premiums and drove revenue growth. However, lower policy enrollment figures during the recession mitigated the dental insurance industry's performance during the period.

Rising unemployment during the recession directly damaged industry revenue

through declines in group coverage and indirectly through lower per-capita disposable income. Moreover, mounting competition from direct reimbursement and discount dental plans have tempered profit margins in recent years. "Yet, revenue growth is anticipated to (have picked up) a slight 2 percent in 2013, primarily due to increases in workforce figures and disposable income levels," Hoopes said.

During the five years to 2018, industry revenue is forecast to increase. While the industry will benefit from an improving economic environment and favorable demographic trends, the enactment of health care reform provisions is expected to be the primary driver of growth. While 8.7 million children are anticipated to gain dental benefits under the PPACA, reducing the number of children without dental benefits by 55 percent, only 5.3 million adults are expected to gain coverage under the law.

The dental insurance industry operates with a medium level of market share concentration. The top companies in the industry are MetLife Inc, Delta Dental and Aetna. Industry concentration has increased during the five-year period, with industry firms merging or acquiring other firms to expand, cut costs and improve profitability. Moreover, following the PPACA, consolidation trends in the dental insurance market have mirrored these trends in the broader health and medical insurance industry, according to the IBISWorld report (No. 52411b).

For more information on this and other reports, you can visit www.ibisworld.com.

(Source: IBISWorld Inc.)

DENTAL TRIBUNE

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Bite to Perfection

Dentistry jobs take two top-10 slots on magazine's list of 100 best jobs

U.S. News releases annual ranking

By Robert Selleck, Managing Editor

"Dentist" and "hygienist" are again in the top 10 jobs on the U.S. News & World Report annual ranking of the top 100 jobs in the country, with "dentist" at No. 4 (down from its top ranking last year) and "hygienist" at No. 10 (same as last year).

The median salaries the magazine listed for each of the two dental professions both slightly increased compared with last year, rising to \$145,240 from \$142,740 for dentists and to \$70,210 from \$69,280 for hygienists.

The top two jobs that knocked "dentist" down two pegs were both technology positions: No. 1, software developer, was No. 7 last year; and No. 2, computer systems analyst, was No. 4 last year. According to the magazine, this is the first time its top pick was a technology job.

The magazine ranks jobs based on criteria it considers to be most important to job seekers: 10-year growth volume, 10-year growth percentage, median salary, employment rate, future job prospects, stress level and work-life balance.

Various sub-lists rank jobs across a number of industry sectors. Among the "best health care jobs," dentist is No. 1 and dental hygienist is No. 7.

The magazine noted that according to the U.S. Bureau of Labor Statistics, the source for most of the criteria measured to create the list, existing health care workers need to be retained, but more also are needed — especially to fill growing numbers of health care support jobs.

Here's how the magazine summed up the dentistry profession: "The need for professionals to examine our teeth, fill and – gulp – refill our cavities isn't fading. Patients also have a particular interest in cosmetic treatments from dentists, such as teeth whitening, and this also drives demand. The Bureau of Labor Statistics predicts employment growth of nearly 16 percent between 2012 and 2022, with more than 23,000 new openings. A comfortable salary, low unemployment rate and agreeable work-life balance boost dentist to the No. 3 position on our list of Best Jobs of 2014."

Despite losing the top two slots to tech jobs, health care jobs still dominated the overall rankings. Seven of the top 10 jobs were from the health care sector. For the second year, market research analyst was the No. 1 business job; school psychologist was the No. 1 social services job and public relations specialist was the No. 1 creative job.

Among the 18 jobs appearing on the list for the first time in 2014 were nurse practitioner, operations research analyst, information security analyst, nail technician and structural iron and steelworker.

U.S. News & World Report:

2014: The 100 Best Jobs (Top 10)

1. Software Developer

(Overall Score 8.4/Median Salary \$90,060)

2. Computer Systems Analyst

(Overall Score 8.2/Median Salary \$79,680)

3. Dentist

(Overall Score 8.2/Median Salary \$145,240)

4. Nurse Practitioner

(Overall Score 8.1/Median Salary \$89,960)

5. Pharmacist

(Overall Score 8.1/Median Salary \$116,670)

6. Registered Nurse

(Overall Score 8.0/Median Salary \$65,470)

7. Physical Therapist

(Overall Score 7.9/Median Salary \$79,860)

8. Physician

(Overall Score 7.8/Median Salary \$187,199)

9. Web Developer

(Overall Score 7.8/Median Salary \$62,500)

10. Dental Hygienist

(Overall Score 7.7/Median Salary \$70,210)

Photo/Gary Lewis, www.dreamstime.com

"In this economy, it's important to look for a job that offers long-term growth and stability," said Jada A. Graves, senior career editor for U.S. News. "The Best Jobs of 2014 were developed to help job-seekers identify occupations within an industry that most suit their needs and talents — and also offer a good salary and opportunity for advancement."

In addition to the rankings and data, the report describes each job and includes commentary from people in the profession.

Other related content looks in more detail at topics such as "High-Paying Jobs on the Rise," "What it Takes to Land the Hottest Tech Jobs of 2014" and "Top Jobs for Work-Life Balance." There also is analysis of earnings based on geographic area and in comparison with other jobs in the same industry sector. Unemployment statistics also are listed.

The complete U.S. News report can be seen at www.money.usnews.com/careers/best-jobs/rankings.

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149th Midwinter Meeting bridges past, present, future

Chicago Dental Society's Midwinter Meeting, Feb. 20–22, is one of the industry's biggest

The 149th Chicago Dental Society Midwinter Meeting, featuring more than 200 lectures, demonstrations and participation courses — and more than 600 exhibit booths — is Feb. 20–22 at Chicago's McCormick Place West. The meeting typically attracts around 30,000 attendees, making it one of the biggest dental meetings in North America.

The 2014 meeting's theme is "The Bridge: Past, Present and Future."

The exhibit hall is open from 9 a.m. to 5:30 p.m. on all three days of the meeting.

In addition to the full-registration options, exhibit-only passes are available to ADA dentists, international dentists and non-ADA dentists. That pass, sold on site at McCormick Place, does not allow entry into any of the course rooms, including free course rooms. However, it does pro-

vide access to the live patient demonstrations in the theater on the exhibit floor — and lets you earn a daily C.E. credit hour just by exploring. Signs in the exhibit hall near the Overlook Café provide the C.E. code need for the C.E. verification form.

The televising of the live patient demonstrations on the exhibit floor has been expanded for the 2014 meeting. Attendees will be able to view the daily demonstrations in a theater constructed on the east side of the exhibit hall, near the Starbucks entrance to the hall. Details are available in the course descriptions section for each day's program.

Online registration for the meeting at www.cds.org was scheduled to end Feb. 14, after which registration will be available on site. Typically, approximately 3,000 attendees register on site for the meet-



McCormick Place West Building hosts the Chicago Dental Society's Midwinter Meeting, seen here at the 2012 meeting. Photo/Provided by Chicago Dental Society

ing between 7:30 a.m. and noon on each of the first two days of the event, so be prepared for a line. General registration will be open on all three days of the meeting from 7:30 a.m. to 5 p.m. in McCormick Place West, Level 3 Concourse.

Access to most of the scientific programming offered at the meeting is included as part of the registration fee, which varies based on a range of registration criteria. Note, too, that the registration fee (but not the registration process) is waived for the 2014 meeting for Chicago Dental Society members and associate members.

The free courses (those courses that are included in the registration fee) at the meeting are seated on first-come, first-served basis. The free courses are ticketed, so advanced registration and on-time arrival to the class is required to secure a seat. Those who do not reserve a ticket through registration need to arrive at the classroom early to obtain a ticket, if available, at the classroom door.

Live patient demonstrations

The live patient demonstrations on Thursday are from 9:30 a.m. to 12:30 p.m. and from 1:30 to 4:30 p.m. Each session is worth three C.E. hours for a total of six. The demonstration, "Contemporary Implant and Periodontal Therapy," is presented by Nolen Levine, DDS, and Carl Misch, DDS, MSD. Techniques covered include sinus grafting, Ramus Onlay Grafting, implant placement, root coverage and flip surgery for pocket elimination and crown lengthening.

On Friday, the live patient demonstration will be from 9:30 a.m. to 12:30 p.m., with "The Evolution of Digital Restorative Dentistry," by Alex Touchstone, DDS, Angela Guanzini, CDD, RDH, and Lee Culp, CDT, considered three of the leading dental professionals in digital dentistry.

A live restorative procedure with a metal-free restoration will be completed in a single session, with chairside design and fabrication. In addition to showing the possibilities of in-office same-day restorations, the demonstration covers cooperative restoration design and fabrication options with laboratories. The session is worth three C.E. hours.

Saturday's live patient demonstration, from 9:30 a.m. to 12:30 p.m., is "Clinical Approaches for Extraction: Immediate Implantation, Provisionalization," with Michael Miloro, DMD, MD, and Matthew Hallas, DMD. The session is for dentists who have a surgical background and basic knowledge of implant dentistry. The course focuses on immediate implant techniques following tooth removal. The session is worth three C.E. hours.

Special events include new dentists reception, music, fashion, more

The Chicago Dental Society welcomes new dentists with a reception for those who have been in the profession for 10 or fewer years. The Friday, Feb. 21, event provides recent dental school graduates and other newer dentists the opportunity to enjoy cocktails, food and conversation with one another. The reception will be from 5–6:30 p.m. at 270 restaurant, Level 2, in McCormick Place West. Tickets are \$10 each through advanced registration and \$20 on site.

Other special events include a mentor luncheon, opening session, fashion show, Friday night concert and the CDA president's dinner dance.

All of the special events are ticketed. For those who do not order tickets when registering, tickets may also be available on site on Thursday morning, Feb. 20, at McCormick Place at the special events ticket counter in the registration area, Level 3, Concourse, subject to availability.

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Pacific Dental Conference, March 6–8, includes two-day exhibit hall, Thursday and Friday, March 6–7

The 2014 Pacific Dental Conference, from March 6–8 (Thursday, Friday and Saturday) in Vancouver, British Columbia, will feature a varied selection of open C.E. sessions, hands-on courses and a live dentistry stage.

One registration fee gives access to all 144 open sessions, which means no pre-selection of courses is necessary.

More than 135 speakers, with topics of interest to the entire dental team

The variety of topics covered by more than 135 speakers means the entire dental team can access the latest information on dental technology, techniques and materials.

Speakers in the 2014 lineup include John Kois, John Cranham, Sergio Kuttler, Greg Psaltis, Ross Nash, Derek Mahony, Rob Roda, Louis Malcmacher, Bart Johnson, Jesse Miller, Rhonda Savage and Nancy Andrews.

Event includes University of British Columbia Speakers Series

With the University of British Columbia Faculty of Dentistry celebrating its 50th anniversary, the PDC will present the “UBC Speakers Series,” with UBC alumni addressing a variety of topics.

The Live Dentistry Stage is back in the exhibit hall, with demonstrations on Thursday and Friday. On Saturday, the “So You Think You Can Speak?” program features 50-minute presentations by speakers who responded to a call for presentations and were accepted by the meeting’s scientific committee. A number of timely dentistry topics will be covered.

Two-day exhibit hall

The exhibit hall promises to be busy with more than 300 companies projected to fill approximately 600 booths. Exhibition hours are 8:30 a.m.



The city of Vancouver and its Vancouver Convention Centre, host site of the Pacific Dental Conference, awaits attendees of the Pacific Dental Conference, from March 6–7.

Photo/Provided by Pacific Dental Conference

to 6 p.m. on Thursday and 8:30 a.m. to 5:30 p.m. on Friday.

Special hotel rates are available to attendees, with early booking recommended to ensure availability.

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(Source: Pacific Dental Conference)

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225-plus dental companies to be in Montreal, May 23-27

The 44th edition of the Journées dentaires internationales du Québec will take place from May 23-27 at the Palais des congrès de Montréal.

Hosting the Association of Prosthodontists of Canada

One of the biggest changes with the 2014 edition of the meeting is that the JDIQ will host the Association of Prosthodontists of Canada. Among the benefits expected from this joint venture, which also involves the Association of Prosthodontists of Quebec, will be a larger number of top speakers in implant and restorative dentistry — and

a presence at the meeting of a larger number of prosthodontists from across Canada.

The annual meeting of the Ordre des dentistes du Québec continues to be one of the highest-attended dental meetings in North America. In 2014, meeting organizers expect to host more than 12,000 delegates from around the world.

More than 100 lectures and workshops in English and French

The meeting will feature a scientific program with more than 100 lectures and workshops presented in English and French. The JDIQ meeting is described by



An attendee at the 2012 JDIQ meeting works on a pig jaw in a hands-on program with Dr. Pietro Di Batista and Dr. Michael Dib. Photo/Provided by Ordre des dentistes du Québec

organizers as being Canada's most highly attended bilingual convention.

More than 225 exhibitors will occupy approximately 500 booths in the exhibit hall, making it one of the largest in Canada. The exhibition will be open Monday and Tuesday, May 26 and 27, and it will feature a continental breakfast on both days for the early risers as well as a wine and cheese reception to close out both afternoons.

Featured 2014 speakers already in the lineup include Drs. Dale Miles, Robert Langlais, Steven Olmos, Stephen Niemczyk,

Manor Hass, Jonathan Bregman, Michael Di Tolla, Gerry Kugel, Karl Koerner, Joe Blaes, Jason Smithson, Brian Novy, Ken Hargreaves, Thomas Dudney, Robert Gutneck, Tieraona Low-Dog and James Mah, to name just a few.

For more information about the meeting, you can call (800) 361-4887, visit online at www.odq.qc.ca — or you can send an email to congres@odq.qc.ca.

(Source: Ordre des dentistes du Québec)

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Hands-on implants training in Jamaica is with real patients

Next five-day AAIP/ADIS course is July 2-6

The American Academy of Implant Prosthodontics (AAIP) will join with its affiliates, Atlantic Dental Implant Seminars (ADIS) and the Linkow Implant Institute, to present a basic five-day comprehensive implant training program in Kingston, Jamaica, at the University of Technology, School of Oral Health Sciences, from July 2-6.

The AAIP Basic Course (Level 1) will include lectures, surgical and prosthodontic demonstrations, hands-on participation on anatomic mannequins and cadavers, diagnosis and treatment planning of implant cases, the construction of surgical templates, diagnostic wax-ups, the insertion of two to six implants by each participant, and sinus lifts under supervision of the course faculty.

Upon completion of the 35-hour comprehensive implant training program, participating clinicians will be able to accomplish the following tasks: identify cases suitable for dental implants; diagnose and treatment plan for pres-



Course participants performing a sinus lift. Photos/Provided by AAIP

ervation and restoration of edentulous and partially edentulous arches; demonstrate competency in the placement

► See JAMAICA, page A7

◀ JAMAICA, page A6

of single-tooth implants, soft tissue management and bone augmentation; obtain an ideal implant occlusion; work as part of an implant team with other professionals; and incorporate implant treatment into private practice with quality results, cost effectiveness and profitability.

Implant treatment will be performed on provided patients in the dental clinic of the University of Technology, School of Oral Health Sciences, in Kingston, with personalized training in small-group settings. The course is a cooperative effort of the Jamaican Ministry of Health, the University of Technology, School of Dental Sciences, Kingston, Jamaica, and the American Academy of Implant Prosthodontics.

A dental degree is required for all participants. The course is tax deductible, and 35 hours of dental continuing education credits are awarded on course completion. No malpractice insurance is required for course participants.

Dr. Mike Shulman is course coordinator, Dr. Leonard I. Linkow is course director and Dr. Sheldon Winkler is course adviser. Course faculty, in addition to Shulman, Linkow and Winkler, include Drs. Robert Braun, Ira L. Eisenstein, E. Richard Hughes, Charles S. Mandell, Virgilio Mongalo, Harold F. Morris and Roberto Russo.

Implants and components for AAIP/ADIS implant seminars are provided by Optimum Solutions Group. Dental laboratory support is provided by DCA Laboratory Inc., Citrus Heights, Calif., and Dani Dental Studio, Tempe, Ariz.

Founded by Dr. Maurice J. Fagan Jr., in 1982 at the School of Dentistry, Medical College of Georgia, the Academy of Implant Prosthodontics exists to support and foster the practice of implant prosthodontics as an integral component of dentistry.

The academy supports component and affiliate implant associations around the world, including organizations in Egypt, France, Italy, Israel, Jamaica, Jordan, Kazakhstan, Paraguay, Peru and Thailand.

The academy has published two textbooks, "The Dental Implant" in 1985, and "Implant Prosthodontics" in 1990. The Journal of Oral Implantology is the official publication of the academy. The academy also publishes a newsletter.

American Academy of Implant Prosthodontics is designated as an approved PACE program provider by the Academy of General Dentistry. The formal continuing education programs of this program provider are accepted by AGD for fellowship, mastership and membership maintenance credit. The current term of approval



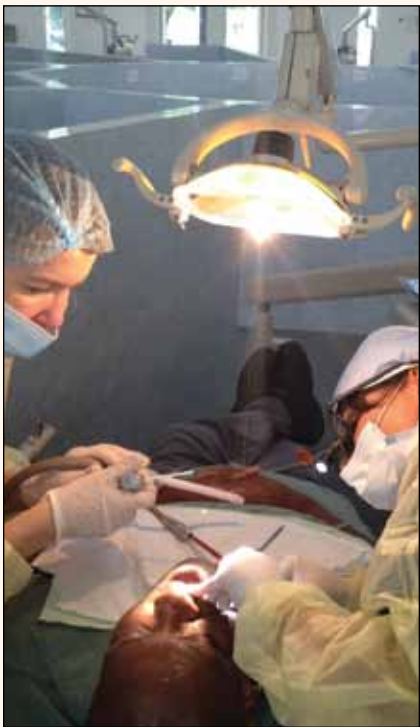
Dr. Anita Shulman assists course participants.



Clinic director Dr. Eugenia Hines, from left, Dr. Mike Shulman and Dr. Winston Grey of the Jamaica School of Oral Health Sciences.



Course participants practice on anatomic models.



Course participants performing implant treatment.

extends through Dec. 31, 2015.

Complete information on the AAIP/ADIS Jamaica implant continuing education programs, including tuition, faculty lectures, transportation and hotel accommodations, can be obtained from the course website, www.adiseminars.com, or by calling (551) 655-1909.

AAIP membership information can be obtained from the AAIP headquarters at 8672 East Eagle Claw Drive, Scottsdale, AZ 85266-1058; telephone (480) 588-8062; fax (480) 588-8296; or online from the AAIP website at www.aaipusa.com.

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Greater New York Dental Meeting adds new events

Next meeting is Nov. 28 through Dec. 3

A number of new events are already on the schedule for the 2014 Greater New York Dental Meeting. Some highlights:

- The World Implant Expo, four days of innovations in implantology.
- An expanded ColLABoration Dental Laboratory Meeting, bringing together dentists and lab techs in a highly interactive environment.
- An expanded exhibit floor with more than 1,700 exhibit booths filled by more than 700 companies.

ColLABoration, the dental laboratory meeting presented with Aegis Publishing, is expected to surpass its inaugural 2013 numbers: 1,183 technicians and technician students, 50 exhibitor booths and two classrooms for seminars and workshops.

The new World Implant Expo will be held simultaneously with the main Greater New York Dental Meeting, from Nov. 28 through Dec. 3.

The 2014 GNYDM exhibit hall dates



In place for the 2014 Greater New York Dental Meeting: more options on the exhibit floor — anchored by more than 700 exhibitors in 1,700 booths. Photo/Dental Tribune file photo

will be from Nov. 30 through Dec. 3.

Again for 2014, the GNYDM, which is sponsored by the New York County Dental Society and Second District Dental Societies, will remain free of any registration fee.

Four days of exhibits

Other distinctions that help make the GNYDM stand out include:

- Only event with four-day exhibit hall
- More than 300 educational programs
- One C.E. unit for exploring the exhibit floor

- Eight "Live Patient Demonstrations"
- Multilingual programs (in Spanish, Russian, Portuguese, French and Italian)

Three major airports — Newark Liberty (EWR), Kennedy (JFK) and La Guardia (LGA) — and hotel discounts make it easy for professionals to attend the meeting and enjoy all that New York City has to offer during the holiday season. Learn more at www.gnydm.com.

(Source: Greater New York Dental Meeting)

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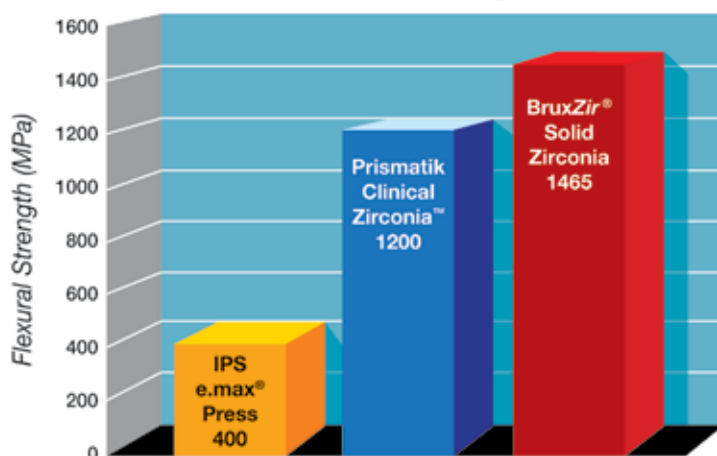


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1. Glidewell Laboratories internal data

2. Clinicians Report, TRAC Research, June 2012

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