



Connection

Newsletter - Vol. 3 No. 2

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President Message

We are your partner



I am certain that as dentists you probably have a short list of essential qualities that you desire to create a perfect practice/laboratory relationship: fast turn-around times, reasonable prices and quality product as a primary must.

These three factors, although important, they ignore the real issue of the laboratory/dentist partnership. The relationship between the dental office and the laboratory is critical. We need to remember that successful dentistry relies on a dental laboratory being a full practice partner to dentists, not just a wholesaler of a product.

It is true that some restorations can be sent off and completed without the need for anything other than a laboratory prescription, but there will always be more complex scenarios that require a secondary perspective or a professional discussion between the clinic and a knowledgeable laboratory. Often, prescriptions and email correspondence are not enough. A phone call to discuss a case will clarify the patients' needs and eliminate any potential issues down the line.

As a laboratory owner I feel that practices should be looking at a laboratory who is interested in enhancing their business relationship. This may include a manager or an owner whom you can share and discuss ideas: a technician who understands you when it comes to ideal treatment results and the feeling that you are not performing the restoration on your own but that you have a shared responsibility for each patient with your laboratory partner.

By choosing your dental laboratory on monetary considerations alone you face the possibility of losing out in the long run. Although, it may be simple enough to send off your order to get the products back at a less expensive price, what happens when you receive a less than perfect product from a supplier whose communication with you may have been somewhat sparse?

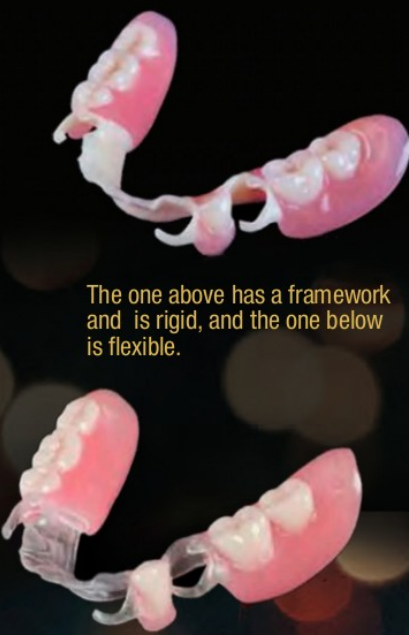
Any financial gain for choosing a less expensive supplier would vanish by the added chair time required to correct the imperfect prosthesis. This loss can be even greater when a restoration does not fit at all and must be sent back.

At Orthodent we work on building strong relationships with clear communication channels between all of our customers and employees. We also understand that finding a laboratory that you are happy to work with is a delicate balance of economics and benefits. At the same time, we realize that we are mutually responsible for the treatment provided to your patients. We are your partners!

Happy Holidays,

Bill Van Evans
President

Metal Free Partial Dentures



The one above has a framework and is rigid, and the one below is flexible.

Functional and esthetic restoration of the partially edentulous patient includes a range of treatment options each with its own degree of invasiveness and reversibility along with risks and benefits. In such cases, steps towards final restoration can include an interim prosthesis. In addition to offering an esthetic preview, an interim removable partial denture should minimally impact future treatment. The use of an interim metal free partial denture is convenient for the dentist, relatively inexpensive and patient friendly.

What are the metal free partial denture options?

The main options are the high strength polymers and resins and the flexible thermoplastic resins. The high strength polymers and resins act a lot like a metal partial. The flexible partials obviously do not act like metal, since they flex.

High strength polymer and resin partial dentures

- Zirlux Acetal
- Ultaire AKP which is made of the high strength poly PAEK
- Pekkton is another possibility but most only use for implant framework cases
- Trinia is another option and it comes in blocks consisting of layers of fiberglass and resin.
- Trilor is nearly identical to Trinia as it consists of multi directional glass fiber in epoxy resin.
- Juvora is yet another example of a high strength polymer. However, it is PEEK and other similar polymers are likely better for long term dental use.

Flexible partial dentures lack a framework

Flexible partial dentures are primarily either nylon or polyolefin.

Nylon flexible partial dentures possibilities

- Valplast
- Flexite Plus Flexite T-VAL
- TCS-iFlex
- Duraflex (Myerson) and the clear version Visiclear
- ReSure transparent

Advantages of metal free partial dentures

- The real advantage is that they are metal free and therefore more esthetic.
- The cost of some metal free partials are lower.
- The time and number of dental visits it takes is less.

Disadvantages of a metal free partial denture

You can not add teeth to metal free partial dentures, well at least not very well. The ability to add teeth to a metal partial instead of remaking something new every time a tooth is lost is a HUGE money saver.

They are likely not as durable and we certainly do not have the decades worth of research and experience with them as we do with metal partials.

To find more on Metal Free Partial Dentures contact Orthodent at 800.267.8463 or email info@orthodent.ca



3 Tips for motivating others

How can I motivate my team members?" All leaders agree and believe that motivation is critical to increasing employee performance and productivity.

Research indicates that all behavior is motivated by something or someone. If we recognize this statement, we can analyze the motivation that exists in each employee. By doing so, we can determine ways to shape the environment to increase the chances that the employee's motivation and behavior will be productive for the organization. 3 Tips for motivating others are:

Respect

The term respect comes from the Latin word *respicere*, which means "the willingness to look again." A leader is willing to take a second look at an opinion or behaviour rather than remain firm in a particular view of a situation or individual (re-spect).

Empathy

Is understanding what others might be feeling or thinking so that we can see their perspective. Walking in someone else shoes and experiencing the world through their eyes allows us to relate to them in an enhanced way. When we are willing to look again at someone from their world, we stay open and flexible toward others and ourselves.

Modeling

Modeling may be the most important factor in motivation. People model others. If people see and hear the same successful method repetitively and consistently, they become used to the new change. They begin to see the benefits of the change and the successes related to it. Positive reinforcement, when done repetitively and with sincerity, becomes a motivator. Sometimes you have to think about this consciously before it comes as second nature.



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