



Connection

Newsletter - Vol. 3 No. 1

www.orthodont.ca
info@orthodont.ca

In This Issue

President Message - Updates from the International Dental Show (IDS) 2019

How is 3D Printing Going To Affect Dentistry?

Five Tips To Building Your Business From The Ground Up



President Message

Updates from the International Dental Show (IDS) 2019

I am just back from another International Dental Show (IDS) and I must report that its success story continues.

This past March the IDS featured over 2,300 exhibitors from more than 60 countries with over 170,000m² of exhibition space.

The meeting once again presented the current development status of materials and processing methods as well as the new opportunities of how the dentist and the dental technician can pass the ball to each other successfully.

Dentistry has always been exciting because medical, technological and aesthetic aspects are united in the dental industry more than any other area within the health care industry. The sheer number of options and the possible combinations is increasing further, both in the material section as well as in the production area.

3D printing is preparing to open up further new worlds. I feel that in the near future we will see a huge revolution in the material choice as this catches up to the current technology. I also predict a shift from milling to print as this would eliminate material waste. But regardless of all the individual innovations, the key to success is and will continue to be the interaction between the “main players” in the team: the dentist and the lab technician. Especially in the case of digitally–controlled production, 3D printing expands the choices and opens up new options for the team play between the dentists and the dental technicians. What this looks like in detail depends on the patient clientele, the existing equipment and of course the temperament and the personal approach of the partners concerned. Because the complexity of the material means that although the technical progress is advancing rapidly, its implementation requires many detailed decisions being taken. In addition to the method implemented, this also applies for the selection of the material:

- Metal or Ceramic?
- Precious Metal or non Precious?
- Structural Ceramic or Glass Ceramic?

It goes without saying that this is decided according to criteria such as stability and aesthetics as well as for instance according to the preferred method of fixation.

Dentists and dental technicians have experienced over the past 20 years how digitalisation has continually brought new opportunities that were previously undreamt of. I must report from the IDS that there is no end in sight to this success story.

Bill Van Evans
President

How Is 3D Printing Going To Affect Dentistry?



Printing in 3D is a hot topic. You will hear the term referred to in a myriad of different contexts. You will also be told how 3D printing is about to revolutionize the very world we live in. There seems to be little they cannot print, or certainly hope to print, using these miraculous machines. But how is 3D printing going to affect dentistry? The answer I venture to say is rather dramatically if predictions are going to be believed. The dental world is certainly a world that lends itself to 3D printing. After all dentists are so often having custom-made pieces produced; bridges, crowns, and orthodontic pieces amongst them.

Some labs are already embracing the 3D printing age. At Orthodont we currently have nine printers and are analyzing the market place to add more of the new generation of printers available in the market today. Many dental practices now offer intraoral scanning and, when combined with CAD/CAM and 3D printing, there is the potential to offer an incredibly fast transition from initial consultation to oral appliance fitting. For dentists and orthodontists, there is the opportunity of creating extremely precise and speedily produced waxups using only the digital files on a patient. The benefits of this are obvious. There is no unpleasant impression taking for the patient, the time they need to be in the chair is significantly reduced, and there is no need for specialized waste disposal, all in all a more efficient process.

Printing in 3D also allows dentists to create stone models and biocompatible guides with little inconvenience to the patient. The use of digital information to create waxups and appliances also dispenses with the need to store plaster stone models resulting in a lot of space saved.

Smoother and faster production Further to this, 3D printers also potentially offer dentists and orthodontists the opportunity to create orthodontic appliances, delivery and positioning trays, clear aligners and retainers in-house using medical grade material.

For dental labs a 3D printer could mean a much smoother, much faster production and equally a diminished waiting time for both the patient and the dentist.

Don't be put off by the size you imagine a 3D printer would need to be. There are now printers available that take up as little room as a desktop. You can also produce up to 20 models on the smallest size of printer at one time.

Like everything at the cutting edge of technology, these printers are not cheap, but they are no longer as prohibitively expensive as they once were. They are certainly finding their place in industry, becoming more commonplace, and their price is adjusting according to that. Printing in 3D is a fantastically exciting development, one which many believe will change the face of dentistry permanently and advantageously.

5 tips to building your business from the ground up

1. Source advisers who are willing to invest in giving you some initial complimentary support to get your business off the ground.
2. You have the best chance of achieving your personal goals when you consciously define and pursue them.
3. Your personal goals will be served when you follow this three–step process:
 - a. Focus on monitoring and improving the everyday non financial numbers that influence your financial results.
 - b. Measure the financial numbers that count, not just the numbers Companies House requires.
 - c. Hold “board meetings” keep your goals in focus and ensure you review the success of the actions you take.
4. Get input at these meetings to provide you with external insights and the accountability you need to maximize your business potential.
5. Keep an eye on the capital value of your business from the beginning in order to plan for and time your exit.



311 Viola Street, Oshawa, ON L1H 3A7

T: 905 436-3133

TF: 800 267-8463

F: 905 723-2331

info@orthodent.ca

www.orthodent.ca