



# Orthodontic<sup>®</sup> Connection

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# Views from the International Dental Show in Cologne



Spring has arrived and with the first signs of the weather warming up comes happiness for all of us. I do not know if you have noticed but somehow the warm weather encourages us to reflect more on our families, our health and on our careers. This focus perhaps is the reason why the majority of the dental shows take place in the Spring.

We recently attend the International Dental Show in Cologne. This is the largest dental show in the world; 155,000 dental professionals attended the meeting which also featured over 2200 dental companies participating as exhibitors. The feeling I walked away with from attending the event is that the innovation fireworks for the practice and the laboratory will continue. The opportunities of the current technologies were very concrete, very tangible as the IDS demonstrated during its 5 days event.

Personally, I feel that in general, speed will continue to play an increasingly more important role in all sections of dentistry. As patients demand treatments to be carried out in one session if possible, practices and laboratories will need to be riding at high speed. The increased speed can be achieved through pure chairside therapies or by accelerating the workflow across the entire dental process chain in the practice and in the lab - from A for activators to Z for zirconium oxide.

It seems as if no one wants to be left behind, but that at the same time no one wants to make any mistakes in terms of investment either.

With this predicament in mind Orthodont as in the past is committed to explore the latest digital offerings and analyze how these development can help our work and see what benefits digital dentistry can have in our sector. Orthodont offers fully digitized solutions that can help increase your practice's efficiency.

As President of Orthodont I welcome your feedback on the thoughts and topics covered in this, our first newsletter I would also like to take this opportunity to thank you for your continued support and loyalty.

Bill Van Evans  
President



# Understanding the CAD/CAM jargon

Digital dentistry is becoming more commonplace every day, as the technology becomes more advanced and affordable for general practice it can be daunting and confusing getting to grips with the terminology used.



- **Intra- Oral Scanning**

This is a method of accruing digital impressions. A special camera is used to map the 3D topography of the teeth which is served on to the computer as an image file. This is used instead of taking a traditional impression and is currently the most accurate way of taking any impression. The file is then sent to the laboratory to create the physical model and start fabrication of the restoration.

- **Impression/model scanning**

This is simply converting a physical model or impression to a virtual 3D model onto a computer.

- **CAD/CAM**

Stands for: computer aided design /computer aided manufacturing. Once the technician has a virtual

model of the patient's mouth, the CAD process starts and a virtual restoration is created. There are many functions in the software a technician can use to accurately design the restoration: undercuts can be blocked out, occlusion can be designed and even full excursions can be checked.

- **Digital Aided Manufacturing**

There are now many materials that can be used: zirconia, polymethylmethacrylate (PMMA), ceramics, wax, non-precious and precious metal. Most materials can be milled, printed or sintered. The process is highly accurate, sometimes achieving 25 micron accuracy. With so many new materials coming onto the market, it is the most exciting time for dentistry.

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## The top Five Reasons To Take Impressions Digitally

- Save time and see more patients
- Save costs on Impression materials and shipping
- Get digital accuracy and omit manual errors
- Enjoy easy digital impression taking and easier retakes
- Improve patient experience and patient comfort



# Is Your Practice Operating Successfully?

The 3 key components of your operations that have an impact on your practice operating at peak efficiency are:

## 1. HYGIENE RETENTION

Ideally, at least 80 percent of your patients will attend their recommended hygiene visits. Do you know the current percentage for your practice? Many dentists are not aware that their patient base is deteriorating as more patients slip through the cracks.

It is, therefore, crucial to let none of your patients leave without their next visit being scheduled. While it is not a guarantee that they'll show up at the appointed time (more on that in a moment), but it's a vital first step. If fewer than 90 percent of your patients are departing without booking their next visit, you'll start to see that retention number sag.

## 2. SCHEDULING

The benefits of good scheduling are imperative: It offers a road map for each subsequent day, week and month. You'll be able to see fewer patients, yet do more dentistry per patient. It reduces stress, shows your patients you respect their time and even makes dealing with last-minute emergency care much easier.

## 3. SETTING PRODUCTION GOALS

Say your practice's financial need is \$50,000 a month and you wish to practice four days a week. That's \$3,125 a day. Add 25 percent to that (roughly \$800 in this case) to give yourself a cushion. That's \$3,925 is your daily production goal. Then, work with your staff to engineer 16 days a month to get you there. Doing so will help coordinate your scheduling and ensure you're not just randomly booking patients into oddball slots.



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of new Trios color pods units**

They are available at the discounted price of \$21,000 each. The price includes the computer, the training and support and a full warranty.

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