




Must Haves for 2016



Everyone reading this section is familiar with the Townie Choice Awards.

For 13 years we've conducted this annual member survey, and every year it becomes a comprehensive collection of the products and services that our members use most often in their practices. It serves as a "shopping list" of sorts for anyone who wants to try a new product, or get a better handle on the most popular item in any given category.

At the end of the survey, we include some bonus questions on a variety of topics. One of the questions was: "Other than the basics required to practice dentistry, name a product or service you use that you think everyone should have." Your responses led to the creation of this special *Must Haves* section.

We wanted a list that would represent the things that many practitioners didn't know they needed until they had it. These things are the "something extra" that make a practice run better. The list you will see represents the 10 most common responses we received.

The items listed in this section do not represent every option in their respective categories. Rather, they are items that were mentioned by name—products that perform well in our TCA survey and companies that support your magazine. We hope this list will be the encouragement you need to add that something new to your practice that will make you and your colleagues ask,

"How did we ever live without this?"

CAD/CAM Digital Impressions

You have your CAD/CAM dentists, and you have your dentists who feel their practices operate perfectly fine without CAD/CAM. Then there's another category: the dentists who don't have it, but want it. Why do they want it?

For starters, seeing preparations magnified greatly can help you see many potential improvements. Some dentists also like that CAD/CAM can offer high-quality restorations in just one visit. What's not to love about that? Still, CAD/CAM does bring up questions among dentists and can be a polarizing topic. For instance, this month's CAD/CAM Townie poll shows that while 54 percent of dentists either plan to purchase a CAD/CAM in the next 12 months or already own the technology, almost half (46 percent) of the respondents said they do not own or plan to purchase a CAD/CAM unit. That's pretty close, any way you dice it.

One thing is for sure: lots of Townies are looking to include digital impressions in their practices. Which makes for a great impression.

A. 3Shape TRIOS

3Shape
3Shape.com

B. CEREC AC

Sirona Dental
Sironausa.com/us

C. iTero Element Intraoral Scanner

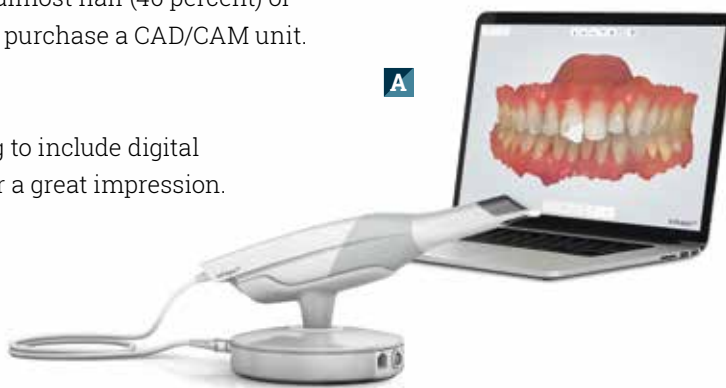
Align Technology, Inc.
Itero.com

D. Planmeca Fit Open CAD/CAM System

Planmeca USA
planmecacadcam.com

E. True Definition Scanner

3M Oral Care
3m.com/TrueDef



"This is a must have because it saves on the costs of regular impressions, and patients think the digital scans are pretty amazing. I have tested the Trios 3Shape."

—Glenn van As (glennvanas), Vancouver, British Columbia

Cone-Beam CT

While this technology may not be the best fit for every dentist, if you're placing implants, a 3D image is the standard of care. In fact, it's normal for clinicians who regularly place implants to say they cannot imagine life without CBCT.

This technology is helpful not just for implants, but also orthodontics, TMJ treatment and root canals, and it is particularly alluring to tech-fans. Dentists who want the most complete radiographic data are looking to fit CBCT into their practices.



J



I

F. CS 9300

Carestream
Carestreamdental.com

G. Galileos

Sirona Dental
Sironausa.com/us

H. GXDP-700

Gendex
Gendex.com

I. i-CAT FLX

i-CAT
I-cat.com

J. Planmeca ProMax 3D Max

Planmeca USA
Planmeca.com

K. OP300 Maxio

KaVo Kerr Group
Instrumentariumdental.com

"This is a must have because it allows me to see the three-dimensonal relationship between the teeth and the multiple important structures, such as the sinus, nerves, and submandiublar fossa. I use the Carestream 9300."

—Fayette Williams (toofache32)
Weatherford, Texas



F

Digital X-Rays

Think everyone uses digital X-rays these days? Not so. An online Townie poll conducted in July 2013 indicated that 14 percent of dentists do not own digital X-ray systems. Maybe there's something vintage about traditional film radiography, if by "vintage" you mean "expensive." Sure, some patients might think processing film is a cute—even charming—throwback to the past, but some patients may consider your practice outdated.

Going digital offers many advantages, and that's why Townies have "digital X-rays" high on their list of Must Haves. Digital X-rays limit radiation and reduce processing times, and even the biggest film-fans among you must admit that digital X-rays save a lot of space and frustration when it comes to storage.

L. GXS-700 sensors

Gendex
Gendex.com/gxs-700

M. IntraOral Sensor

XDR
XDRradiology.com

N. Platinum Sensor

DEXIS
Dexis.com/sensor

O. ProVecta HD Intraoral X-ray

Air Techniques
Airtechniques.com

P. Schick 33

Sirona Dental
Godigital.schickbysirona.com

Q. The DentiMax Dream Sensor

DentiMax
Go.dentimax.com/sensor



"This is a must have because images appear instantly, and patient exposure to radiation is reduced. I use the Schick 33 system."

—Jay B. Reznick (jreznick)
Tarzana, California



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Electric Handpieces

A January 2015 poll on Dentaltown.com asked, "Do you use electric handpieces?" A vast majority of respondents said no. Just how many poll respondents said they don't use electric handpieces? A whopping 70 percent. But many of you want to change that by adding electric handpieces to your tool artillery.

"Control." "Precision."

These are the benefits Townies have ascribed to electric handpieces. These tools can aid restorative and prosthodontic dentistry and have a huge impact on the overall quality of preparations and impressions. A tip from one Townie, though: research potential purchases carefully.

R. EVO.15 Micro-Series CA 1:5L

Bien Air Dental
Bienair-evo.com

**S. MASTERmatic LUX M25L
High Speed**

KavoKerr Group
Kavousa.com

**T. NuTorque Electric
Handpiece System**

Star Dental Instruments
Dentalez.com

**U. Synea 500 WK-93LTS Electric
Highspeed with EA-53 Motor**

A-dec|W&H
A-dec.com

V. Z95L

NSK America
Nskdental.us



U



S

"This is a must have because it's an item I could not practice without. Smoother preps and margins, and better time management and efficiency. Electric handpiece and disposable burs make for a great patient experience, and less doctor sweating. I use NSK/Brasseler handpieces."

—Seth Gibree (beantwn1)
Cumming, Georgia



R



V

Headlight

Ah, headlights. This topic is frequently debated at Dentaltown.com. There's a trend among dentists to switch to one of many headlight options rather than spend their day fussing with the overhead operator light. And then there are the challengers who will stay with their overhead light for the rest of their careers. To each his own, as the saying goes.

However, for some Townies, headlights are the next big thing. Headlights are untethered, portable, adjustable and lightweight—or they should be, anyway. There are many attributes if the product is a good one, but of course adoption of this tool takes some getting used to. You might even miss your days wrestling with the overhead operator light (but probably not). Many options are available, so do take your time finding the fit and amenities that work for you.

W. Firefly Cordless Headlight System

PeriOptix by DenMat
Perioptix.com

X. LED DayLite Wireless Headlight

Designs for Vision
Designsforvision.com

Y. LED Headlight System

LumaDent
Lumadent.com

Z. Spark

Orascoptic
Orascoptic.com

AA. Ultralight Feather-Light LED

Ultralight Optics
Ultralightoptics.com



AA

Y



X



Z

"This is a must have because it moves with me, so I don't have to constantly adjust my overhead light. On top of that, it's brighter! I use Lumadent."

—Joshua Halderman (halderman)
Columbus, Ohio



W

Intraoral Camera

This is quite possibly the best patient-communication tool available today, and yet there are still dental teams that don't own an intraoral camera, or that underutilize it. Plenty of Townies want to make the shift, though, and are eyeballing an intraoral camera as a possible purchase.

How better to document the state of a new patient's teeth than with a few quick, clear photos? This great tool helps with restoration and diagnosis, and can show patients fractures, decay and gingival problems quickly and easily. You know what they say about a picture being worth a thousand words ...

The resolution is so powerful on most of these cameras that you can blow the image up and make an even better case for whatever you're trying to explain to your patients. It's harder for a patient to resist treatment when the problem is staring him or her in the face at twice its actual size.

BB. CS 1500 Intraoral Camera

Carestream
Carestreamdental.com

CC. DEXcam 4

DEXIS
Dexis.com/dexcam4

DD. Gendex GXC-300

KaVo Kerr Group
Gendex.com

EE. IntraOral Camera

XDR Radiology
XDRradiology.com

FF. SoproCARE

ACTEON North America
Acteonusa.com



BB



FF



CC

"This is a must have because doubting patients will become believers in what they need. This can end the 'don't fix what's not broken' attitude of some patients. I use the Carestream 1500."

—Donald Roman (djr)
Paramus, New Jersey



EE

Lasers

Dental lasers are no longer an uncommon tool. The diode laser is the most prevalent in the marketplace, and a recent Townie poll indicated that 49 percent of the dentists surveyed own one. Some dentists even go so far as to say that they couldn't live without a laser in their practice. Now that's testimony!

Many dentists use their laser multiple times a week. These handy high-tech gadgets are good for gingivectomies and frenectomies to fibroma removal and treatment of oral lesions. Now how's that for flexible use?

The technology continues to evolve. One thing that doesn't change though: dentists still get to sound cool when they tell non-dentists that they use lasers.



II

"This is a must have because it allows you to better treat your patients with a variety of procedures. I use the Periolase and the AMD Picasso Lite."

—Stephen Glass (sdglass)
Spring, Texas



HH

GG. Lightwalker

Fotona
Fotona.com

HH. PerioLase MVP-7

Millenium
Lanap.com/periolase.php

II. Picasso

AMD LASERS
Amdlasers.com

JJ. Solea

Convergent Dental
Convergentdental.com/solea

KK. WaterLase iPlus

Biolase
Biolase.com/products/iplus/



KK



JJ

Loupes

Loupes are now standard-issue equipment in dental schools across the country, but some dentists still have not discovered the benefits of loupes—benefits like better vision, increased ergonomics and reduced eye fatigue. Hygienists are rapidly discovering these merits as well, and some use loupes regularly.

Clinicians vary in how much magnification they prefer, and certainly, several options are available. Take care in choosing your loupes. It's a very personal product and needs to feel right to you and serve your needs, especially if you're going to use your loupes regularly. A time will come when dentists may find it hard to imagine dentistry without these helpful tools. It's easy to imagine that the time is now.

"This is a must have because—well, do you really need a reason?! I honestly feel that loupes and a light are the standard of care in dentistry, regardless of how good you think your eyesight is. You cannot see without them. I use Orascope."

—John Nosti (drnosti)
Mays Landing, New Jersey

LL. Ergonomic Loupes

SurgiTel
Surgitel.com/loupes



MM. EyeZoom

Orascope
Orascope.com

OO



NN. LumaDent TTL Loupes

LumaDent
Lumadent.com

OO. Micro 3.5EF Scopes

Designs for Vision
Designsforvision.com

PP. PeriOptix light-weight TTL Loupes

PeriOptix by DenMat
Perioptix.com



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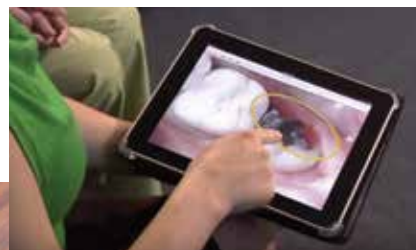
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Practice Management Systems / Patient Communication Software

RR

Dental offices near and far are now using their practice-management software to communicate with patients. A few short years ago, your practice-management software may have only been used for record keeping, billing and scheduling. But the times, they are a-changin'. Now software vendors and third-party software options make it possible to send patients appointment reminders and other automated messages.

Communicating with patients isn't always the easiest part of a practice, but the right software can make it a lot smoother and more effective, and Townies are interested.



UU

QQ. Automated Communications

Demandforce
Demandforce.com

RR. CAESY Cloud

Patterson Dental
Caesycloud.com

SS. Dentrix Practice Management System

Henry Schein
Dentrix.com

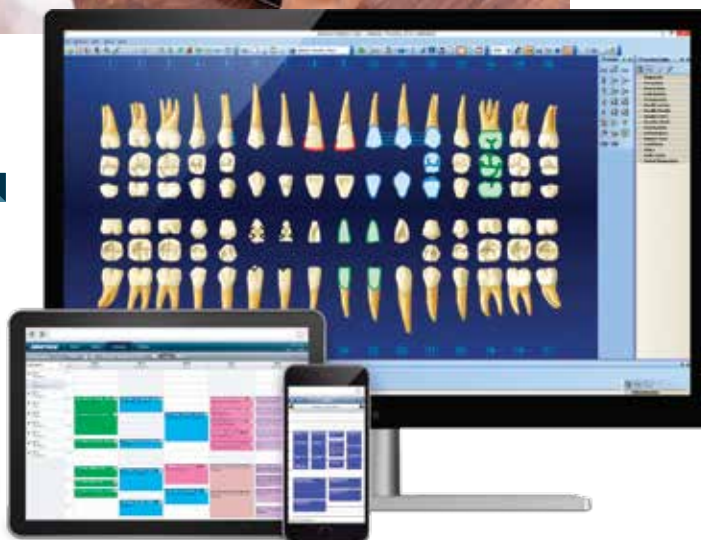
TT. Patient Communication System

Lighthouse
LH360.com

UU. SoftDENT

Carestream
Carestreamdental.com

SS



"This is a must have because it reduces no-shows and gives you great feedback since it prompts patients to make a review of their visit. I use Sesame Communications."

—Joshua Halderman (halderman)

Columbus, Ohio

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Sectional Matrix

The options are aplenty, but any matrix system that is effective should be able to seal the proximal and gingival walls of the prep, overcome band thickness, and recreate a tooth's natural shape and contact. Beyond that, you'll want to look for great spring strength and proper force for tooth separation. Find the right product and you shouldn't have to worry about creating good contacts.

Townies have spoken, and in 2016 many of them want to adopt a sectional matrix system into their practice. Just call 'em "Neo."

VV. Composit-Tight 3D XR

Garrison Dental Solutions
Garrisdental.com

UU. Greater Curve system

Greater Curve
Greatercurve.com

WW. Palodent Plus

Dentsply Caulk
Class2restorations.com

YY. SmartView Matrix System

Microbrush
Microbrush.com

ZZ. Triodent V3 System

Dentsply NZ
Triodent.com

"This is a must have because it allows me to get interproximal contacts with composite restorations that I never would have gotten with a conventional Tofflemire-style band. I use the Garrison Dental Solutions Composite Gold sectional matrix."

—Tim Tishler (toothdoc)

Sister Bay, Wisconsin

