

IMPLANTS ONLY

IMPLANTS ONLY

- ❑ Who are we?
- ❑ What do we do?
- ❑ What can we do for your laboratory to increase products and services that you can offer to your dentists?
- ❑ What can we do for your dental practice to increase products and services that you can offer to your patients?

WHO ARE WE?

❑ Implants Only

- ❑ We are a small company that is staffed by
 - ❑ Board Certified Prosthodontist
 - ❑ Certified Dental Laboratory Technician
 - ❑ Dental Hygienist
 - ❑ Dental auxiliaries who each have more than 20 years of dental experience.
- ❑ Our vast experience, coupled with our state of the art laboratory technologies, allows us to offer you outstanding **implant and natural tooth** solutions.

WHAT DO WE DO?

❑ Implants Only

- ❑ Produces custom abutments for implants
- ❑ Produces custom implant bridges
- ❑ Produces “All Ceramic” restorations for natural teeth.
 - ❑ Procera restorations for single teeth
 - ❑ Procera fixed partial dentures (bridges)

WHAT CAN WE DO FOR YOU?

❑ Implants Only

- ❑ Current research demonstrates that “All Ceramic Zirconium and Aluminum Oxide” restorations should have adequate substructure support and a minimal amount of veneered porcelain
- ❑ For that reason, we offer shaded copings that are “double scanned” to minimize risk of fracture, but are truly aesthetic

WHAT CAN WE DO FOR YOU?

❑ **Implants Only**

- ❑ We offer our services to all dental laboratories that don't have the technical equipment we own, so that they can produce Procera restorations for their dental clients
- ❑ If your laboratory cannot produce Procera restorations for natural teeth or for dental implants, you can outsource your case to **Implants Only** so that we can assist you in the fabrication of copings, abutments and substructures

DEMAND



- ❑ Implant dentistry is here to stay
- ❑ More patients are having implant treatment
- ❑ More dentists are providing implant treatment
 - ❑ No longer just the specialists

DEMAND

- ❑ Dr. Misch is advertising all the time to teach more dentists to place implants
- ❑ He says they “can’t afford” to not enter the world of implant dentistry
- ❑ The same is true for the dental laboratories

MISCH
INTERNATIONAL
IMPLANT INSTITUTE

Can You Afford to Enter the
World of Implant Dentistry?

Actually, You Can't Afford Not To.

As a dental practitioner, you have the opportunity to improve your patients' health and your bottom line by offering the services of implant dentistry.

15-Day Surgical Program
Orlando, Florida

9-Day Prosthetic Program
Chicago, Illinois; Orlando, Florida

12-Day Surgical Program

DEMAND

- ❑ Other labs are already soliciting for implant and “all ceramic” restorations
- ❑ Their prices are low
- ❑ You can offer the same services and maintain your personalized service to your client base



ATLANTIS™ **FREE SHIPPING**

It's difficult to price an implant case.

At Pacific Dental Laboratory we do the hard job: we offer custom abutments with access for a set price. You, the confidence to know your patient is getting an abutment specifically tailored to their needs and know your costs ahead of time, no surprises, no callbacks, no worries.

For your convenience, Pacific Dental Laboratory now offers a downloadable USPS mail label in every package. Simply print the label, place it on your package and hand the package to your postal carrier.

For more information contact Pan Am Dental Enterprises at 888-728-2635 or visit us at our website: www.panam.com for contact information, shipping links, downloadable file forms and product specs.

PAN-AM also features:

Lava™	\$195
Procera®	\$125
Cercon™	\$125
Wol-Ceram™	\$99
Captek™	\$99
Porcelain to High Noble	\$99
SmileTempo	\$29

AstraTech Dental is a registered trademark of the AstraZeneca Group.

COST COMPARISON

- ❑ Conventional Crown and Bridge
 - ❑ Metal costs vary
 - ❑ High noble
 - ❑ Non Precious
 - ❑ Typically
 - ❑ 2 dwt of high noble alloy costs more than an “all ceramic” core



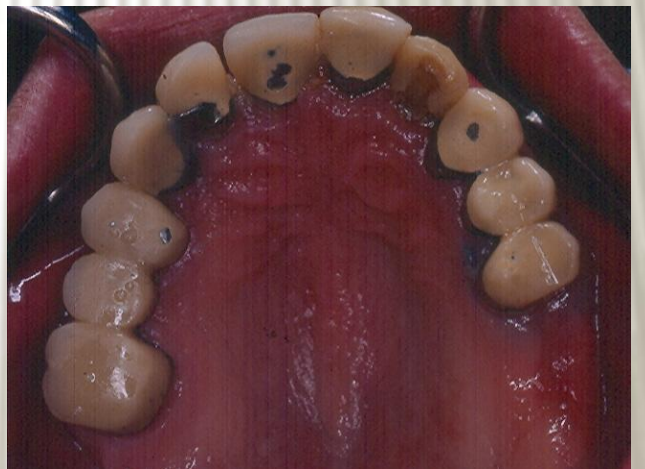
COST COMPARISON

- ❑ Custom abutment
 - ❑ Cast
 - ❑ Gold cylinder \$220
 - ❑ Metal \$65
 - ❑ Total = \$285
 - ❑ Procera
 - ❑ Titanium \$192
 - ❑ Zirconium \$246



AESTHETIC COMPARISON

- ❑ No visible metal
- ❑ No exposed metal occlusal surfaces



AESTHETIC COMPARISON

- No “grey line”
at cervical



AESTHETIC COMPARISON



SAMPLE CASES

SAMPLE CASES

CROWNS

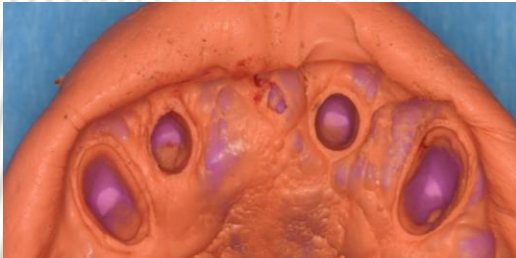
CROWNS

SINGLE CROWNS ON NATURAL TEETH

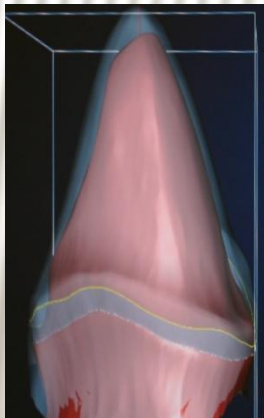
- ❑ This is an example of natural lower left teeth that have cracks
- ❑ The teeth (18, 19, 20) have been restored with individual Procera Zirconium Oxide Crowns



SINGLE CROWNS ON NATURAL TEETH



- Impression is made (dentist)
- Cast is poured, sectioned, dies trimmed and margins marked, provide shade (your lab)
- Dies are scanned with Piccolo, Forte, or Digital scanner (**Implants Only**)
- Coping is ordered via internet (**Implants Only**)
- Coping is produced (Nobel Biocare, Mahwah, NJ)
- Coping is returned for final porcelain application (your lab)



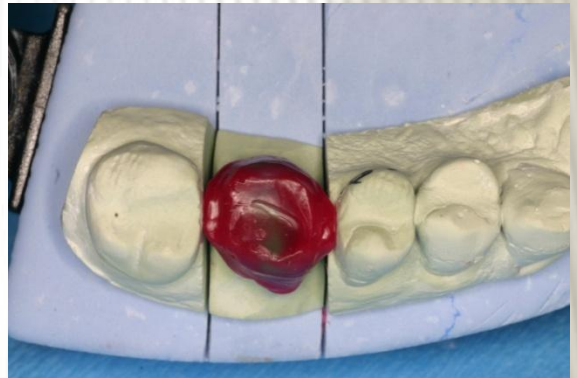
DOUBLE SCAN TECHNIQUE

- ❑ Laboratory
 - ❑ Pour cast
 - ❑ Dies sectioned
 - ❑ Dies trimmed
 - ❑ Die spacer not needed
 - ❑ Dies waxed to full contour and “cut back” for desired porcelain application



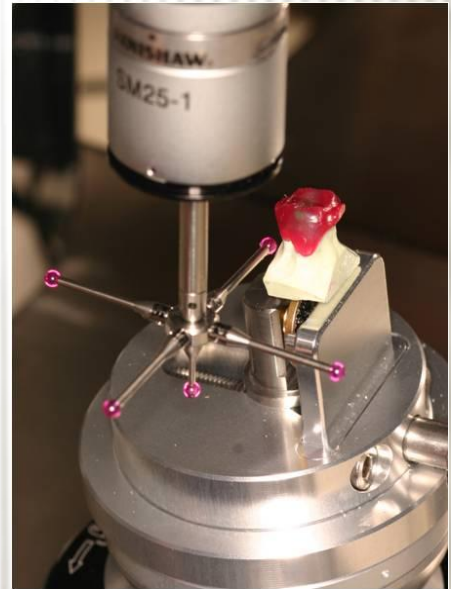
DOUBLE SCAN TECHNIQUE

- ❑ Recommend
 - ❑ Interproximal contact in wax to support porcelain
 - ❑ Less than 1 mm of porcelain thickness



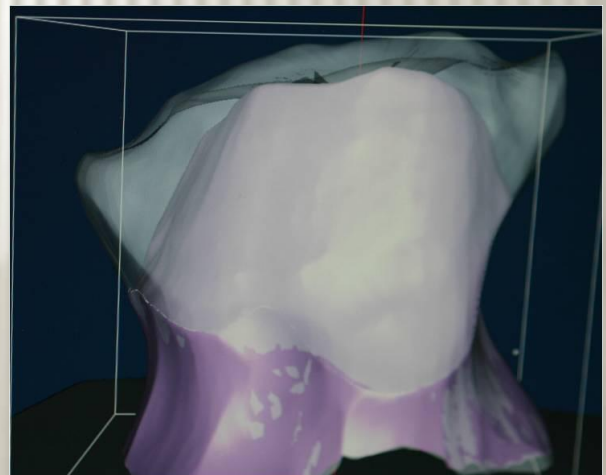
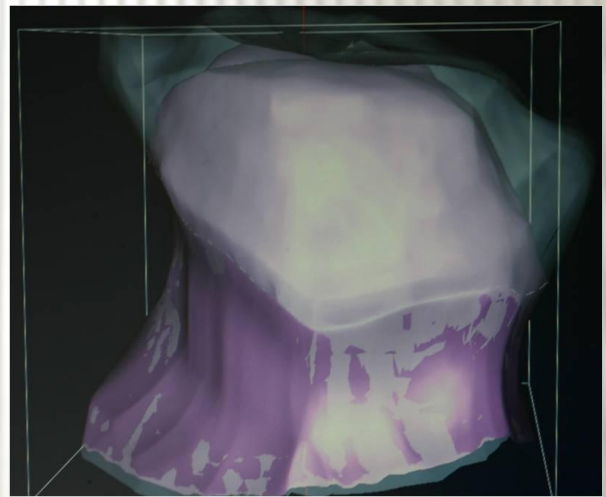
DOUBLE SCAN TECHNIQUE

- ❑ Implants Only
 - ❑ We scan die
 - ❑ We scan wax pattern on die
 - ❑ If your lab does wax up, they need to make sure wax pattern is removable from die
 - ❑ We identify margin



DOUBLE SCAN TECHNIQUE

- ❑ Implants Only
 - ❑ Places wax up on die on computer
 - ❑ Orders product
 - ❑ 1 of 4 shades
 - ❑ Zirconium oxide core
 - ❑ Aluminum oxide core



DOUBLE SCAN TECHNIQUE

- ❑ Implants Only
 - ❑ In 48 hours, the coping is returned (from Nobel Biocare, Mahwah, NJ via FEDEX)
 - ❑ The coping is ready for porcelain application



DOUBLE SCAN TECHNIQUE

- ❑ Laboratory
 - ❑ Applies appropriate porcelain (Aluminum or Zirconium)
 - ❑ Crown is ready for return to the dentist's office



DOUBLE SCAN TECHNIQUE

- ❑ The crown is cemented in the mouth
- ❑ Notice in the radiograph the Zirconium Oxide core that is supporting the interproximal porcelain



BRIDGES

BRIDGES

BRIDGES ON NATURAL TEETH

- ❑ Same procedures as with single teeth
- ❑ Double scanning soon to be available
- ❑ Computer wax up and computer cut back soon to be available
- ❑ Recommend only one pontic between teeth (i.e. 3 unit bridge, not 4 unit bridge)
- ❑ Can be used for “round house” type bridges

BRIDGES ON NATURAL TEETH

- Pre Treatment
 - Missing 7 and 10



BRIDGES ON NATURAL TEETH

- ❑ Laboratory
 - ❑ For bridges
 - ❑ Trim all dies
 - ❑ Provide pontic ridges
 - ❑ Provide adjacent teeth
 - ❑ Make cast removable from mounting plaster so it can be placed in our scanner



BRIDGES ON NATURAL TEETH

- Laboratory
 - Bridges on dies



BRIDGES ON NATURAL TEETH

□ Final Restorations

