



Salem News Update

Providing Advanced Technology for the Year 2010 and Beyond

Try IPS e.max® Lithium Disilicate From Salem

By now you've likely heard about IPS e.max® Lithium Disilicate crowns. More and more dental practices throughout the country are choosing e.max for their fixed restoration needs. IPS e.max may not have the lengthy track record of some PFMs, but doctors and laboratories have found e.max offers the reliability of more traditional restorations with better esthetics and fewer fractures.



Research from NYU College of Dentistry and impressive clinical results tell a compelling story of improved strength, esthetics and fit. According to the NYU study, **e.max is the most robust all-ceramic material to date.*** The tests were led by NYU researcher Dr. Van Thompson. Crown specimens in the NYU study were subjected to mouth-motion cyclic fatigue testing which is able to mimic the forces found while chewing. Dr. Thompson has tested many materials during his 30 years in biomaterials research including PFM's, zirconia, and IPS Empress.

The weak link in most full coverage porcelain crowns is not the strength of the coping, but rather the porcelain layered on top to give the restoration esthetic appeal, like porcelain-fused-to-metal crowns (PFM's) and porcelain-to-zirconia crowns. In some cases, that porcelain can chip or fracture away from the substructure and ultimately cause the failure of the restoration. Monolithic e.max lithium disilicate has no such weakness. IPS e.max is extremely versatile and is indicated for anterior or posterior crowns and can be cemented or bonded.

e.max provides esthetic durability for your single unit restorations. Give e.max a try and find out why so many doctors around the country are using it in their practice.

*Mouth Motion Fatigue and Durability Study Petra C. Guess 1, Ricardo Zavanelli 2, Nelson Silva and Van P. Thompson, NYU

Top 10 Reasons to Prescribe e.max® Press

10. *Pressed e.max is stronger than the CAD/CAM milled material (blue blocks). Flexural Strength is 400 MPa versus 360 MPa.*
9. *Marginal fit of e.max Press is better than most materials including those that are milled.*
8. *Can be conventionally cemented, or can be bonded when additional strength is desired such as when the tooth preparation lacks retention.*
7. *Can be pressed to full contour then stained and glazed to provide a stronger more robust monolithic crown that meets the esthetic requirement of most posterior teeth; or can be esthetically layered with e.max Ceram for added vitality.*
6. *Predictable fixed cost not affected by the fluctuating precious metals market.*
5. *Insurance reimbursement for an all-ceramic restoration.*
4. *Superior esthetics, even at the minimum thickness of 0.8 mm.*
3. *Most vital natural-looking material since Empress and can be used for veneers as thin as 0.3 mm.*
2. *e.max Press is made of lithium disilicate and is radiolucent.*
1. *An all-ceramic crown that truly has the strength needed without compromising esthetics.*

3 Tips to Gain Case Acceptance for the NTI- tss Plus™

Suggestion alone is often not enough for patients to say "Yes" to NTI.



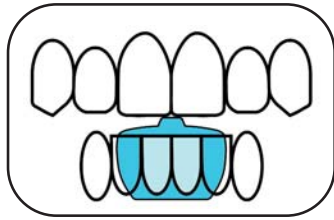
For Migraines/Headache Treatment

Use a First Hand testimonial:

Have a team member who has worn an NTI explain how the device helped them. The most successful NTI practices tell us this can be the single most important thing they do to help convince patients of the benefits of using the NTI-tss.

Mention Clinical Studies:

Headache patients can be skeptical, be sure to include the fact that the NTI-tss is FDA approved. In clinical trials by the FDA, 82% of medically diagnosed migraine sufferers using the NTI had a 77% average reduction of migraine pain attacks within the first eight weeks of use.



For Parafunctional Control/ Attrition

Show them the evidence and outcome:

If a patient has only the early stages of parafunctional symptoms, make sure that they understand that their teeth will get worse without treatment. An NTI can prevent damage that would cost thousands to repair. Show photos of worn teeth and show them the signs of wear on their teeth using a mirror.

Ivocap® Denture Processing Eliminates Shrinkage

Some denture systems take numerous fitting appointments. This costs you valuable time and money and your patients can grow weary of repeated trips to the office. At Salem we have a solution to these situations.

With the IVOCAP® Denture System from Salem you can save you and your patients time and money and provide functional durable dentures.

Research has verified improved dimensional characteristics of the Ivocap Injected Denture compared to regular flasking. Resin is injected under high pressure and begins heat curing immediately for minimized shrinkage. Vertical dimension remains stable since the flask is not open.

Because the material continues curing throughout the process more resin is forced into the flask and that means less porosity and a stronger denture base. The result is a denture base that is void of distortion and one that will fit like the impression.

With the IVOCAP Denture System now you can prescribe dentures with positive results that fit the first time!

Call Salem for more information about how the IVOCAP Denture can save you time and money.