The entire team at Trident Dental Laboratories hopes that 2007 will be a healthy and prosperous one for all of our customers and their patients. In continuing with our tradition to provide quality restorative materials, this issue of Perspectives presents the clinical applications and practice management benefits of the Lasermet RPD laser-designed partial denture.

Building on the clinical success of our Valplast partial dentures, the Lasermet RPD offers an economical method in which to fabricate partial dentures. The laser design and finishing technique provide a more refined, smoother surface with a smaller, lighter framework, while providing greater overall strength. These characteristics will increase patient satisfaction, case acceptance as well as revenue for your practice.

We look forward to receiving your next Lasermet partial denture case. If you have any questions about Lasermet or any of our many product or service offerings, please contact us at 800-221-4831. As always, you can expect high quality, depend on exceptional service, and receive value on every case you send to Trident Dental Laboratories.

Sincerely,

Laurence Fishman
Owner, President
Trident Dental Laboratories
The ability of the dental profession to meet the needs of older adults will continue to be a challenge as evidenced by the aging of the world’s population (Table). In the US alone, the number of adults who are age 65 years and older is expected to nearly double over the next 25 years. Projections also demonstrate that by the year 2050, there will be as many Americans who are 85 years of age or older as those who are 65 to 69 years of age.1

As dentistry has witnessed marked improvements in technologies, methods, and products, patient expectations have increased exponentially. This is a shift that has not gone unnoticed by dental practices that seek to provide superior service for their patients, while setting themselves apart in today’s changing and more demanding dental marketplace.

Since it is the clinician’s responsibility to educate their patients on the technological advancements in restorative therapy, clinicians must be up-to-date on the options available in order to more readily guide their patients in treatment decisions. Uniting with a dental laboratory that offers cutting edge products enables today’s dental practices to provide a host of restorative alternatives for their patients as well as opportunities for their practice growth.

Revolutionary Laser Design Dentures
Despite dramatic improvements in tooth retention, a substantial proportion of older adults have lost their natural teeth; many of these are removable full or partial denture wearers. This population, which approximates 49 million or 1 in 5 adults, presents an opportunity for clinicians to expand their service offerings as well as their profit margin. These offerings should include an expansion of current removable prosthetic options.

Building on the success of the Valplast flexible partial denture, which provides an esthetic, versatile option for partially edentulous patients, Trident Dental Laboratories now offers Lasermet RPD—the most advanced, cost-effective method to fabricate high-quality partial dentures. The new proprietary laser design and finishing technique of the Lasermet RPD afford a precise fit with minimal chairside adjustments. In addition, the smaller and lighter frame with smooth, more refined surfaces enhances patient comfort, thus improving patient acceptance.

Upgrade Dentures and Profits
The addition of new services is also essential for practice productivity and growth. Dentures can play a large part in this growth. Literally tens of thousands of dollars are accessible to most practices using a proven educational program to draw denture wearers.
to the office and/or to encourage them to evaluate new denture materials on a trial basis. Patients should be asked the following questions to determine how they may benefit from new denture materials:  

- Have you avoided certain foods due to difficulty in chewing?  
- Have your teeth and/or dentures caused you to avoid social interaction?  
- Do your dentures provide a comfortable fit or do you often need adhesive?  
- Do your dentures cause you to feel self-conscious?

An affirmative answer to any of the above offers an opportunity to present the patient with new services and get him/her excited about the prospect of “making over” his/her appearance.

In addition, attracting potential patients requires development of informative materials to stimulate patient interest in denture services. These may consist of:

- A sample denture-recall letter that can be placed on office letterhead inviting patients to schedule an appointment for an assessment
- Patient education brochures that provide facts about dentures as well as frequently asked questions and answers
- And in-office models that demonstrate product benefits.

Conclusion
Successful practices must maximize every opportunity for growth by providing needed high-quality services and by consistently targeting potential patients. Dental professionals should take full advantage of growth opportunities that are close at hand, which may be often overlooked. These include advancements in removable prosthetics such as the Lasermet RPD.

References

*International lecturer and author; private practice, Bay Village, Ohio
Complements for Your Partial Denture Patients

David Fishman, DDS

Finally, full service means full service. Imagine a dental laboratory that not only fabricates a partial denture that is stronger, lighter, and smoother, but is economical as well. In addition, a complementary denture bath is provided with every removable case sent. Dental professionals can then decide to offer this to partial denture patients at no cost, or to add an additional charge to the invoice and augment practice revenue.

In addition to the FREE denture bath, a partial denture cleaning solution is available, which lasts up to two months, for less than $10—Now, that’s full service!

Tips for Denture Care
Plaque will form on the denture and food debris may become trapped between the denture and gingival tissue, therefore, dentures should be removed following each meal. Using a soft toothbrush, the gingiva should be lightly brushed as well as the tongue and all sides of the denture. A few helpful hints for patients regarding denture care:

- Dentures are fragile and can break if dropped. It is advisable to clean dentures over a sink filled with a few inches of water, or a folded towel placed over the counter top.
- Dentures may also warp if they become dried out. When the denture is not in the mouth, it should be stored in a denture bath filled with denture cleaner or water.

Tri-Clean®
Tri-Clean is a cold-water dental appliance cleaner that is specially formulated for cleaning Valplast, Lasermet RPD, other partials, dentures, athletic mouthguards, nightguards, TMJ splints, as well as antisnoring and orthodontic appliances. The fast, effervescent formula with the fresh mint flavor removes tartar and stains from any dental appliance in only 15 minutes, resulting in a “like new” feel.

Unlike many of the over-the-counter denture cleaners that recommend the use of warm or hot water, Tri-Clean is specifically designed to clean all thermal plastic appliances in cool water, which prevents the appliance from damage or distortion. It is also available in powder or tablet form.

To order any of these fine products, call 800-221-4831 or order online at www.tridentlab.com.
Trident Dental Laboratories understands the need for products that are not only innovative, but also offer better ways to increase revenue as well as patient satisfaction. The Lasermet RPD accomplishes these objectives as evidenced by the favorable response we’ve received from many of our clients. Perspectives speaks with Frank DeMello, DDS, on his experiences with the Lasermet RPD in his practice in Minneapolis, Minnesota.

Perspectives: Describe some of the clinical indications for the Lasermet RPD partial denture.

DeMello: The clinical indications for the Lasermet RPD are similar to that of any typical partial denture (ie, replacement of absent teeth, assistance in mastication, providing support for lips and cheeks, and esthetics). There are many advantages to the Lasermet, however. In addition to the laser design and finishing, the smaller, lightweight framework offers the utmost strength and comfort.

Perspectives: What would be the ideal patient type for this removable partial denture?

DeMello: The Lasermet RPD could be adopted for all partially edentulous patients, especially in those cases in which rapid fabrication, delivery, and cost effectiveness are primary factors in material selection.

Perspectives: What are some of the benefits of the Lasermet for the patient? In particular, why is it a viable treatment option for partially edentulous patients?

DeMello: The smooth, more refined surface of the denture provides a more comfortable fit, allowing patients to adapt easily to wearing this partial denture. As I mentioned, the smaller, lighter frame is also strong—an important characteristic when presenting this option to patients. Patients can...
Denture—
Dentures is Here!

Then be assured that the denture will not easily break. These features improve case acceptance and improve patient satisfaction, especially for those patients who may already be apprehensive about wearing dentures.

Perspectives: How can the Lasermet RPD benefit the practice?
DeMello: The Lasermet technology combines two important aspects for the dental practice—economics and function. Since our facility is nonprofit and publicly subsidized, economics plays a large part in treatment recommendations, not only for the patient but for the practice as well. If it were not for this prosthetic option, many of our patients would remain partially edentulous.

In addition to cost-effective fabrication, the precision fit of the Lasermet also saves valuable chairtime since major adjustments are not necessary. With the escalating cost of healthcare services and materials, the Lasermet provides a real practical treatment option.

Perspectives: Describe some of the feedback you have received on the Lasermet from your patients.
DeMello: The response has been very positive. Our patients are ecstatic that we can restore their self-esteem and confidence, as well as their oral health at a fee that suits any financial status.

The Lasermet RPD enables our clinicians to offer a cost-effective, high-quality removable prosthetic solution for many of our patients who may otherwise have few treatment alternatives for their edentulous or partially edentulous condition.

Dental practice, Indian Health Board of Minneapolis, Minneapolis, Minnesota.