

Save this Space



with Valplast® Boomer Bridge

In this economy some patients may delay fixed bridge or implant solutions to replace a missing tooth. There is another, less expensive treatment option. The Valplast Boomer Bridge, a functional, esthetic interim prostheses for some, is also durable enough for long term use in both anterior and posterior applications.

Why are we calling this unilateral partial the Boomer Bridge? Baby boomers (people born between

1946 and 1964) make up about 30% of the U.S. population according to the 2000 U.S. census. While they have maintained their teeth longer than any previous generation, they do loose teeth. And for some of these “boomers” the time may not be right for spending on optimal dental treatment. Children in college, weddings, and declining value of homes and retirement savings may temporarily take precedent.

The Boomer Bridge may be the option some patients accept when other choices seem out of reach for the foreseeable future. The unbreakable Valplast material finishes to a very thin, translucent base that provides outstanding esthetics and a natural contour for unrestricted tongue space and comfort.

Keller’s experienced Valplast team will communicate with your office to guide case selection, design and insertion protocol specific to each appliance.

Free Insertion and Adjustment kits that include the tools for minor adjustments and re-polishing when necessary are available. Just give us a call or email us at keller@kellerlab.com. Tips for efficient and predictable insertions are included with every case.

Years of customer service and success with Valplast makes Keller your best choice for processing the “Boomer Bridge” or any design your next Valplast case requires.

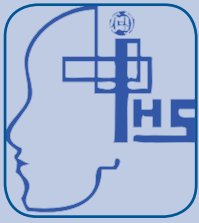
For more information call 1-800-325-3056

Top 5 Reasons to Prescribe a Valplast Boomer Bridge:

- Increase patient acceptance
- Maintain space for future restorations
- No preparation required
- Metal-free esthetics
- Long Term Durability



NTI-tss™ Study Presented at International Conference



Cephalalgia
International Headache Society

Research News: “Chronic Daily Headache Treated with an NTI splint”

A Study was presented at the September 2008 Headache and Migraine Trust International Congress in London. The abstract was published in Cephalalgia, the Journal of International Headaches Society, in January 2009.

Background: Andrew Blumenfeld, M.D, Director of The Headache Center of Southern California, presented the results from a study of 20 chronic daily headache patients, all of whom scored “severe and disabling” on their HIT-6 (Headache Impact Test). All patients were fitted with an NTI device and wore it nightly for 9 months. Follow-up HIT’s were completed at 4 weeks, 8 weeks, and 9 months after the initial fitting.

Results – By the fourth week of nocturnal NTI use, nearly 75% reported significant positive improvements in their HIT-6 scores. By the second month all HIT-6 scores had stabilized. Following seven months of continual Nocturnal NTI use, 50% reported considerable improvement in the quality of their lives, with half of those reporting that their headaches no longer had impact on their lives.

Conclusions—The considerable long-term improvement on the lives of the majority of patients with severe and disabling intractable Chronic Daily Headache over a nine-month period, well after the cessation of placebo effect as a confounding factor, suggests that intense nocturnal jaw clenching and resultant nociceptive input to the trigeminal sensory nucleus should be considered as a perpetuating co-factor of CDH attack frequency and severity. An NTI device, provided by an experienced and knowledgeable practitioner should be considered an important non-pharmacologic prescribed therapeutic option for improving the quality of life of severe headache patients.

Contact Keller for a copy of the published poster at 800-325-3056 or keller@kellerlab.com.

3 Options from Keller to Protect Patients While They Sleep

TAP®:

- FDA Approved treatment of sleep apnea
- 96% effective at eliminating snoring

NTI-tss Plus™

- FDA Approved to prevent migraine headaches
- Reduces intensity of parafunction

ThermoFit™:

- Self adjusting full coverage splint
- Easy to seat



Keller is a Premium Certified Valplast Laboratory.
Metal is Hard. Valplast is Easy.



Extend the life of Valplast® Partials

Valplast® appliances are durable and designed for long term performance under normal usage. However, many dentists end up having to make repairs and adjustments to the appliance simply because patients do not follow proper care methods. Taking the time to educate the patient can save time and money.

To keep the Valplast looking new it should be cleaned at least three times per week. Instruct the patient to always rinse the Valplast dental appliance after eating to remove any food particles. Sonic Cleaners with Retainer Brite tablets are the best option for cleaning, but



Make sure the patient knows not to clean with bleach, peroxide or a similar cleaning agent.

taking care of Valplast is as simple as rinsing it with warm water and wiping with a soft cloth.

Valplast should never be cleaned with a toothbrush. Brushing a Valplast may remove the polish and roughen the surface over time. Using a toothbrush on natural teeth and gums: Good. Using a toothbrush on Valplast: Bad.

Make sure the patient knows not to clean with bleach, peroxide or a similar cleaning agent as those substances will affect the color of the Valplast appliance. Any alcohol free denture cleaner is the preferred sanitary solution.

We realize it is not always easy to tell if a cleaner contains alcohol. That is another good reason to suggest a sonic cleaner. We now provide a sample of Retainer Brite tablets and ordering info on all Valplast cases. Just call us if you need some.

Recommend that the patient handle the Valplast with care. Small accidents such as dropping the appliance in the sink or on the floor will not damage the Valplast, but may cause the teeth to fracture. If necessary, Keller can reline and repair Valplast. If a reline is indicated take a wash impression and pick up impression and we'll take care of the rest.

To adjust the Valplast clasps the patient can immerse the appliance in hot water. Because the clasps will naturally return to their original position, it is important to "over bend" them slightly.

You can order Retainer Brite tablets or Sonic Cleaners from Keller by contacting us at 1-800-325-3056.

Keller Locations

(800) 325-3056 St. Louis, Missouri
(800) 292-1894 Louisville, Kentucky
(800) 325-3056 Indianapolis, Indiana
(800) 821-3107 Kansas City, Missouri

Customer Relations Tips

A down Economy is a Great Time to Renew the Focus on Customers

Everyone knows that customer service is important to the success of any business. But how often do we forget about the “little things” when there is so much to be done? We found this article by the Chicago Dental Society to be a great reminder of how BIG those “little things” really are:

“Patients do not have the scientific-background to appreciate all the hard work you put into their mouths,” says Marvin Berman, D.D.S., a pediatric dentist. “So they focus on areas in the practice they can understand -- like whether the receptionist is friendly, whether the dentist is friendly, whether they are kept waiting too long in the waiting room, etc.”

According to the Center for Professional Development, Scottsdale, Ariz., 15 percent of success in a dental office is attributed to clinical skills; 25 percent is related to management and organization; and 60 percent is related to a dentist’s ability to communicate with patients. “The bottom line is that the most successful dentists are good communicators,” says Dr. Berman. “They like people and being around people.”

A poll was conducted that measured attitudes of 14,444 patients in Washington, Oregon, Colorado, Idaho and Utah regarding their perceptions of the dental office. The poll, published in AGD Impact, provides dentists with 10 suggestions to implement in their offices:

- **The receptionist must be friendly on the phone and at the front desk.**
- **Be prompt and do not keep patients waiting.**
- **Do not let dental assistants do very much without first explaining things to the patient.**
- **Be willing to work out more flexible financial plans.**
- **Give patients personal attention and don’t make them feel rushed.**
- **Tell patients what is being done before charging them.**
- **Call and remind patients of their dental appointments.**
- **The office must look, feel and smell clean.**
- **Be more helpful in processing dental insurance.**
- **Explain sterilization standards practiced in the office.**

**Written by the Chicago Dental Society*



Save a Bundle!

When you ship multiple cases to Keller in one box, you save on shipping charges with our “Inbound Bundling” program. Include 2 or more cases in one box (using one shipping label) and we will charge the usual \$14 round-trip shipping charge. For every other case in the same box we will charge only \$2.

TAP[®] Study Receives Media Attention



*by Jason Tierney
TAP Communications
Leader*

Dr. Paul McLornan, an assistant Professor at the University of Texas Health Science Center's Dental School, recently completed an 18 month study of the effects of the Thornton Adjustable Positioner (TAP[®]) on sleep apnea. The study demonstrated symptomatic improvement of obstructive sleep apnea by those using the TAP device.

The TAP is an adjustable oral appliance that treats sleep apnea by opening the airway through mandibular advancement. McLornan told the San Antonio Express News that his study showed the TAP to be a suitable alternative to Continuous Positive Airway Pressure (CPAP) machines.* CPAP machines blow a constant stream of air through the patient's mouth and nose during sleep.

CPAP is effective at treating sleep apnea but many find it cumbersome and unnatural. McLornan's study indicated the TAP received better patient compliance than the CPAP machine.

Obstructive sleep apnea is the most common form of sleep apnea. It occurs when the soft tissue of the throat relaxes during sleep and collapses the airway. This causes a temporary cessation of breathing that occurs repeatedly

throughout the night. Apnea-related disturbances result in the restriction of oxygen to the brain and bloodstream. Untreated sleep apnea is a catalyst for high blood pressure and other cardiovascular disease, headaches, memory loss, increased appetite and impotency. The restless sleep caused by apnea can be responsible for decreased focus and drowsy driving.

The TAP is FDA approved for the treatment of snoring and obstructive sleep apnea. More than 96% of patients using the appliance have stopped snoring**.

Your patient could be a candidate for a TAP appliance. Screening for symptoms of sleep apnea is a great way to improve the quality of life for patients and to expand your practice.

When sending a TAP case we require full upper and lower PVS impressions (we recommend Alginot[™] from Kerr or Position[™] Penta[™] from 3M). It is necessary to include a centric bite, and a maximum protrusive measurement.

Call Keller to learn more about TAP.

* View the news story at www.kellerlab.com

** Chest. 1999; Vol. 116, pages 1501-1503

"Treatment of Sleep Apnea" by Peretz Lavie, PhD



Scientists project that one in five Americans will have some degree of snoring or sleep apnea by 2020.

Improve Health and Esthetics With Collar Free PFMs

Due to increasing requests from customers for no metal collars on their Porcelain-Fused-to-Metal restorations, Keller is changing the default design for all PFM's to the 'A' design for anteriors and the 'G' design for posteriors. Patients requesting esthetic or metal-free restorations are the main reasons dentists cite for the change.

We have already called many of you to let you know of the modification. If you prefer to continue to have metal collars on your PFM's just give us call and we will make sure your Crown & Bridge preferences default to your chosen design.

