

Essentials of Clinic Planning and Construction



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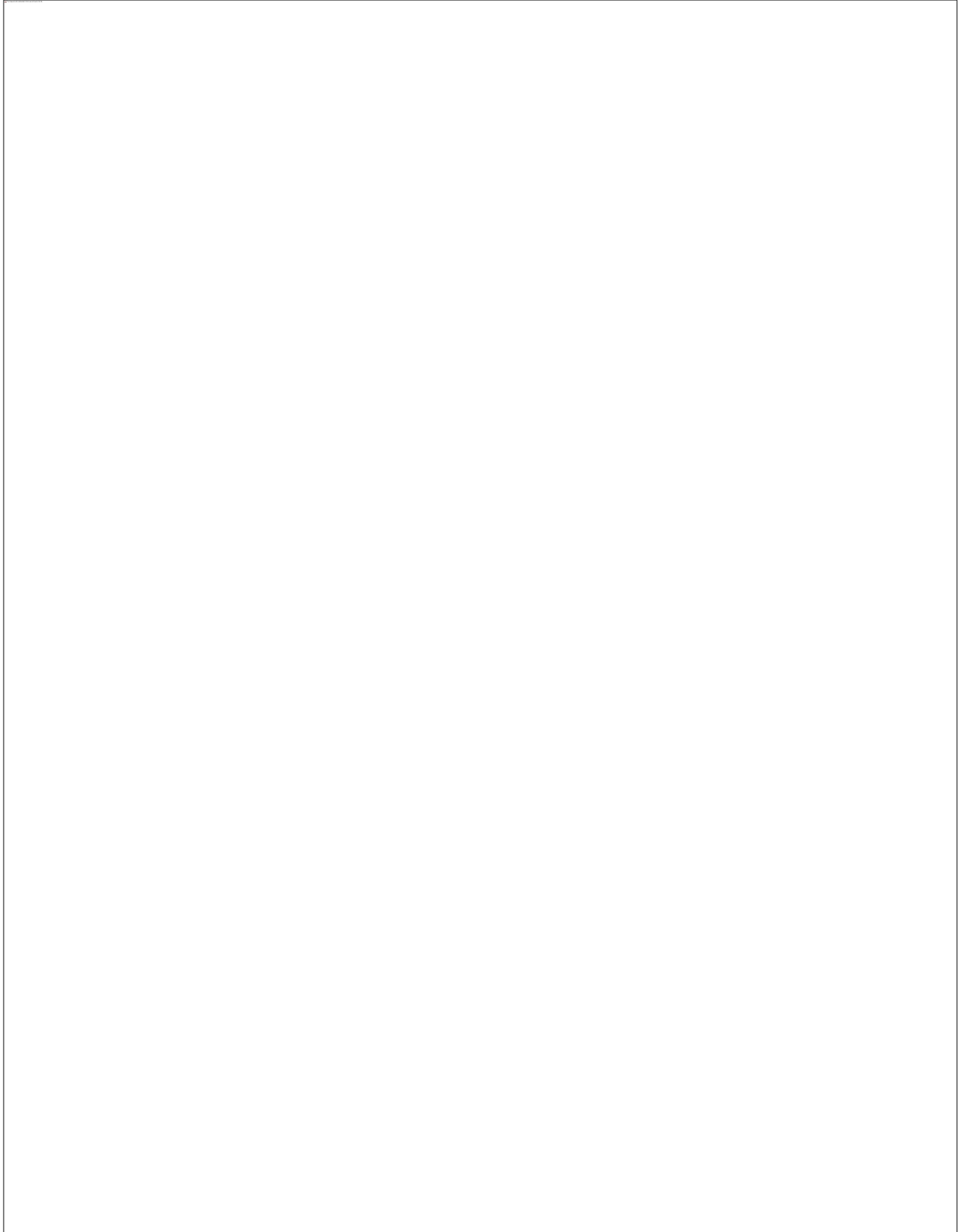
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A stylized, handwritten signature in black ink that reads "Hal".

Hal Muller
President
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Your Decision To Build a Dental Office

Needs Assessment

Who are you trying to help?

The segment of the population you will work with, or your *target population*, is often dictated by the demographics of your service area. The oral health care needs of low income, minority, rural and other vulnerable population groups are often much greater than those of the general population. How you will specifically address those needs will depend on which of these groups predominates in your region.

What do they really need?

How will your target population be healthier as a result of the implementation of your dental component? Consider the following outcomes as you answer this question:

- Elimination of active oral disease
- Reduction of early childhood caries
- Decrease in the risk of disease complications related to periodontal disease, such as pre-term birth, heart disease, and diabetes management.
- Restoration of aesthetics and function



As you consider the *oral health status* of your specific target population, you can begin to define the services it needs most. This will determine the extent and volume of the work you expect to perform and you will be better able to decide how large an office you need and how you should plan for future growth.

Remember: Within budget limitations, the people you are helping and their needs should always dictate the location, size, and equipment of your new dental office.

Defining Your Plan: Oral Health Outcomes vs. Scope of Service

What procedures do we need?

The services you decide to provide to your patients are called your *scope of practice*. Determining the scope of practice as it compares to your desired oral health outcomes will not only allow you to determine what spaces you need, but their layouts, functions and the types of equipment and materials required.

General dental services are typically divided into five areas:

<i>Diagnosis</i>	Examination and x-rays
<i>Prevention</i>	Cleanings, fluoride applications, sealants, education
<i>Restoration</i>	Fillings, root canal therapy
<i>Prosthetics</i>	Crowns and dentures
<i>Surgical</i>	Extractions

Procedures vs. equipment

As you review the procedures that will meet your scope based on your patients' needs, you can determine the equipment you will require to support that activity. By eliminating equipment that sounds useful but provides no real support to your activities, you can be much more cost effective.

For example, when you consider whether or not you will support prosthetics in your clinic, ask yourself how much lab work you will really need to do in-house? What types of lab procedures need to happen in the clinic and what can you send out to be done? You may need to take impressions for dentures, pour up study models for difficult cases, or orthodontics. You may want to do simple denture repairs, or, depending on the volume of work you have, it may be less expensive for you to send all of your work to an outside lab for construction of dentures, crowns, space maintainers, etc. The size of the lab and type of equipment will vary accordingly.

Working with a Budget

Setting your own limits

It's very important that you set your budget parameters in advance. Know them well and stick to them. Few things compare to the stress of having taken the time and effort to plan a beautiful new clinic out to the last detail, only to find yourself cutting out item after item because "we can't afford it."

Of course, to arrive at your final budget you will have to consider how all of the components discussed in this planning guide will work for you. Even so, an initial budget with limitations clearly defined will help manage expectations and focus contributors on viable choices for your situation.

If you have a limited budget but need to start somewhere, consider a strategic plan that implements your needs in stages that build on each other. This requires care and some forward thinking to make sure that you do not invest in areas that will become redundant very quickly.

What do you really need?

Some elements you may consider as you choose your equipment include:

- Cost-effectiveness
- Reliability
- Warranty
- Ergonomic soundness
- Promotion of productivity
- Appearance
- Design and features for the procedures you plan to provide and the patients you plan to serve.
- Ease of left/right-hand adaptation to operator-handedness
- Evaluation and application of new and emerging technologies

Even so, equipment costs do not exist in a vacuum. For example, your dentist's salary is the single most expensive part of your budget. If your dentist must wait between patients for room clean up, x-rays to be taken or for anesthesia to be effective, you are losing productivity. Having the right number of operatories and the equipment you need allows your dentist to be scheduled with a patient at all times during clinical time.

Who needs to know?

Your Directors, Administrators and others involved in grant application and foundation funding certainly require your input into the budget. Once initial limits are established, it is important to communicate your budget restrictions to everyone involved in the decision-making process for that area of the plan, from Directors to Vendors. Without this knowledge, planners and providers may be wasting time with unnecessary or overly expensive proposals and find themselves re-working those proposals resulting in reduced lead-time and increased cost and stress.



Nuts and Bolts

Dental Design Elements

As we begin planning and designing our new office space, let's look at four *key design elements* that will affect our choices:

- *Accessibility* – The ability of staff, patients, including disabled persons to easily use the dental facility
- *Function* - How well the office provides an environment for performing tasks and effectively supports your desired oral health outcome.
- *Compliance* - More than just ADA accessibility requirements, compliance includes adherence to the State, Federal and local rules and regulations that govern the practice of dentistry.
- *Aesthetics* - Creation of visual appeal - how staff and visitors respond emotionally to the clinic space.

Now, let's look at each of these four elements in a little more detail.



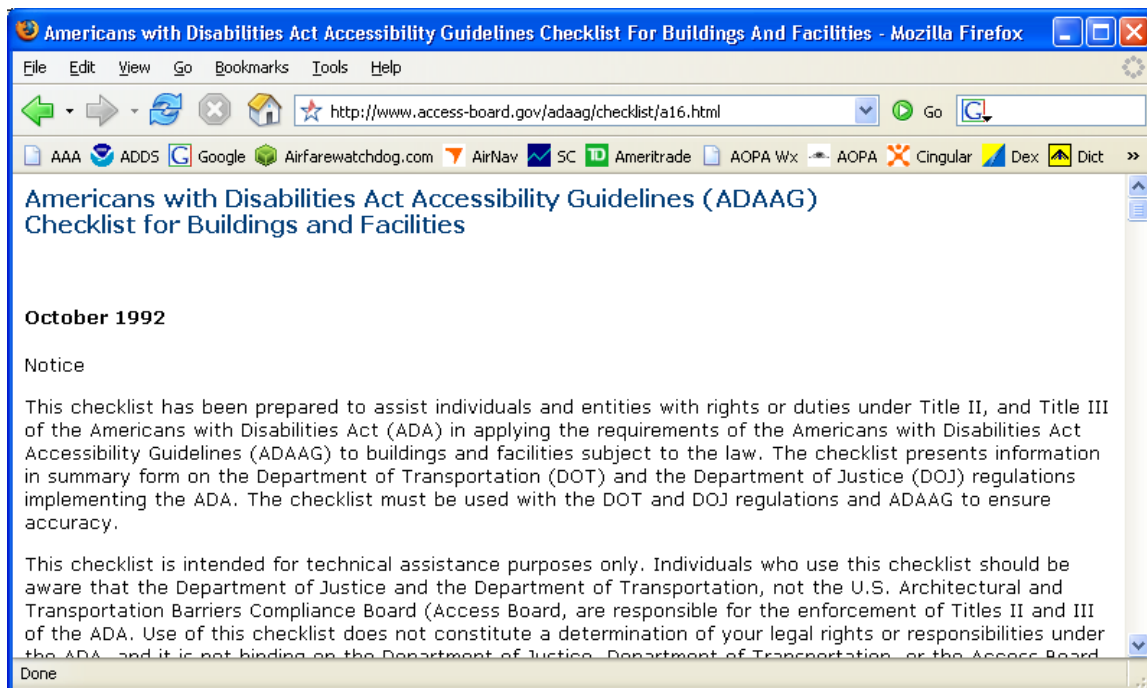
Accessibility

ADA (Americans with Disabilities Act)

Certainly, an important aspect of accessibility is to assure compliance to standards mandated by Americans with Disabilities Act (ADA). The Act specifies requirements such as wheelchair access to sidewalks, restrooms, telephones, and drinking fountains.

In fact, the ADA has many requirements that are specifically related to accessibility to healthcare facilities. These range from stipulating parking requirements (10% of parking must be suitably located and designated for disabled/handicapped patrons) to the space between the opening of the operatory and the dental chair (32").

As of this writing, the ADA provides a very complete checklist online at **<http://www.access-board.gov/adaag/checklist/a16.html>**. In addition, you may contact the ADA directly for consultation, if needed.



Getting physical

While ADA is what most people think of when they think "accessible," there are a lot of other considerations beyond ease of movement in and around the clinic. Just as important as the layout of your clinic is the physical location of your office. It's essential to evaluate how suitable your intended site is to your target population. Think about these questions:

- Is the site located on (or within very easy walking distance of) bus or train routes? In urban areas expect that 40% to 60% of patients will be at least somewhat dependent on public transportation.
- Are the access roads to the site in good condition?

- Is the clinic centrally positioned for your target population? Surveys of Medicaid beneficiaries in urban areas indicate that they prefer services located within 3 miles of home.
- Is the site easily described with driving directions, or will patients need a map and compass to find it?
- Will signage be easily visible from the road?
- What complementary services are co-located with your dental clinic or in close proximity? (Consider medical, pharmacy, mental health, social services, banks, grocery stores, and other shopping).
- Is the neighborhood relatively safe or will patients feel that it and neighboring businesses are potentially intimidating?

To build or not to build...

Whether you are building a new facility or converting an existing building space, it is important that you have an economical and efficient result. As you weigh the various options in your target area, think about how readily the site will accept conversion into a dental office. If you are considering an existing building, you will benefit from expert evaluation of the site to determine how cost-effectively a suitable conversion can be done.

For new construction

- Do the building codes and zoning permit a dental clinic?
- Are all necessary utilities readily available: water, electrical, natural gas, telephone?
- Is Internet access available for the site?
- Does the property have physical features: steep grade, need to remove trees or structures that will add cost to the construction?
- Will there be ample parking for staff and patients?
- Will the parking allow easy access to the clinic?
- Are signs allowed?
- Is there room for growth?
- How attractive are the surroundings?
- Will your landlord adequately maintain gardens, lawns, parking, snow removal, lighting and the exterior condition of the building?

For existing buildings

- Will the cost of the renovation be so high that the benefit of a low-cost lease is eliminated?
- Existing walls impact design. You need to identify weight bearing and shear walls and whether your design can be efficient with the existing configuration of those walls. If you must compromise your workflow and efficiency in order to make the space work, you may want to keep looking.
- Older buildings may contain asbestos in their construction. Whatever abatement plan is implemented, the process can be very expensive.
- The impact of the floor type of an existing building is always a concern. Air, water and vacuum lines must connect the chairs to the vacuum and compressor. Floors with basement or crawl spaces allow easier placement of utility lines from the utility closet to the dental chairs. If the floor is concrete, trenching is possible, but expensive. Running lines through a false floor placed over the concrete or along walls to the operatories may be possible instead of trenching.
- Plumbing and electrical lines may need to be completely upgraded in an older building. Water lines must be reliable, clean and free of debris.
- Electrical service is needed to support all of the clinic activities.
- Will you share the building? If so, other businesses, their type and their parking requirements should be compatible with your operation.
- How economically can the building be heated in winter and cooled in summer?

Function

Let's think about the *function* of our clinic. By "function" we mean, "how easily we can get our jobs done." If an operator is too small, or if the supplies or equipment we need are in the wrong place it can make it difficult to complete our tasks. The outcome we're looking for could be compromised. What can we do to assure that our workspace is just right for the job we need to do?

What spaces do we need in our dental office?

The first thing we need to know is what spaces we really need in our clinic. Some spaces are absolutely necessary, while others may not be required. Whether you include them in your planning and design will depend on your mission, budget, scope of service and organization. Let's look at some *essential* vs. *non-essential spaces* in the dental clinic.

Essential spaces

- The *operator* is the room where patients receive treatment.
- *Waiting rooms* should be large enough for patients to be comfortable, entertained, and give flow to movement around the space.
- The *reception area* allows for patient check-in, scheduling and phone answering as well as many other important patient management functions.
- Unless you plan to use a completely paperless system, your *record storage* area will need a space adequate for the volume of paper you anticipate.
- Your *business office* can vary from office to office. Some programs centralize the business office to one site that handles the functions for a group of offices, while others prefer to keep business functions separate in each office.
- You'll need adequate availability of *patient restrooms* for your patient base.
- The *utility closet* houses two very essential but noisy equipment items: the vacuum and compressor.
- The *storage room* provides a place to store your extra equipment and disposable inventory.
- The *sterilization bay* is where dirty instruments and other tools are cleaned, sterilized and prepared for re-use. It is the pivotal space of the clinical area.
- *Lab facilities* are where various prosthetic-related items, such as study models, mouth guards and space maintainers are produced.
- Even if you cannot afford a panorex right now, allow for a *panorex space* so that you have the option to have that resource in the future.
- *Treatment consultation office*. If you can add or find the room, this space is very valuable. It can be separate or shared with the education office (non-essential space list). In an open-design clinic, the consultation room allows the providers to discuss and present complex treatment options to patients or to discuss sensitive medical histories.
- The *treatment consultation office* can also function well for initial examination of infants and young children for *caries risk assessment and anticipatory guidance*.

- Last but not least, your dentist needs a *doctor's office*, a confidential space for records review, phone calls, patient discussions, and storage of reference materials and personal items.

Non-essential spaces

- Employees should have a *break room* - a place to eat and rest. This space does not need to be large and can be equipped with a small sink, microwave and fridge. Break rooms often double as a staff training and conference room.
- Staff members often prefer to have *separate staff restrooms*. Staff restrooms can also provide private clothing change areas.
- You may need a *dark room* for developing traditional film x-rays. You can eliminate the need for a dark room if you use a daylight loader on your x-ray processor or by implementing digital radiography.
- As you determine health outcomes for your patients, you may find that designating a small *patient education office* can enhance the impact of your preventive program and free up the more expensive operatory space for treatment procedures.
- If you are inconveniently located to outside services or your office is large, a *laundry* may help you to cost-effectively and quickly clean towels, and personal protective equipment (PPE). It is not a necessary space if you contract with an outside service or use disposable PPE.
- Especially in a large office, a *locker room* enables staff to change in and out of PPE quickly and to securely store personal belongings.
- If your practice will experience a high volume of pediatric patients or children accompanying parents to appointments, a *children's play area* is worthwhile, keeping play segregated and reducing stress.
- If the assistants are very actively involved in follow-up calls to patients, ordering supplies, or other administrative activities, an *assistant desk/work area* equipped with a phone and computer is useful and productive.
- If you plan to have *medical gases* built into your office, you will need a designated secure space to store them and connect them to your delivery system.

How big should the office be?

Now you have established your budget restrictions, your patient base and your plan to improve its oral health status, we can begin to evaluate the optimum clinic capacity necessary to meet your goals.

Operatories

The *operatory* holds the dental chair, light and delivery unit, work surfaces and some storage. It should have access to an intraoral x-ray machine, ultrasonic scaler and curing light. The well-equipped 21st century operatory also has computer monitors, digital radiography equipment and may have an intraoral camera. **Hand-washing stations** will be in the operatory or near to the operatory opening (located in the hall and shared by two or three operatories if necessary). The treatment rooms should be large enough for the dental equipment and provide sufficient space to allow for wheelchair access and ease of task completion.

We recommend that each operatory be 10' wide by 11' deep and no less than 9'8" wide if side cabinets will be used. A simple operatory design can be 9' wide by 10' deep if necessary. Please remember that to comply with ADA wheelchair accessibility requirements, treatment rooms must have a minimum 32" (36" recommended) clear entrance to allow the patient to transfer from the wheelchair to the treatment chair. If both right-and-left-handed dentists will use the operatory, then you must have the same amount of clearance on *both* sides of the dental chair.



The number of operatories depends on how many dentists you need. HRSA has an established expectation that a dentist can treat 1.7 patients on average per hour. In fact an experienced dentist with 2 assistants and optimal equipment and workspaces may readily treat 2.2 patients per hour depending on the age, tolerances of the patient and work to be done. To achieve the standard, each dentist needs 3 operatories. While it is feasible for a dentist to manage satisfactorily with only two operatories, three operatories can provide significantly improved workflow (*See table below*).

<i>Improved Workflow – Multiple Operatories</i>	
Operator 1	Large appointments and complex procedures.
Operator 2	Overlap the beginning and end of each appointment in Operator 1 with a smaller, simpler procedure such as a simple extraction of a deciduous tooth, a small filling, denture adjustments, initial impressions for dentures, suture removals.
Operator 3	Urgent work-in patients such as post-operative complications, toothaches, trauma, denture repairs.

Since the dentist's salary is the largest individual expense in your annual budget, your dentist should be scheduled with a patient at all times during clinical time. Strategic use of your operatories will help the staff avoid getting irretrievably behind on their schedule and patients from waiting unnecessarily. If a dentist is waiting between patients for a room to be cleaned, x-rays to be taken, or for anesthesia to be effective you are losing productivity. More operatories will also reduce stress when the unforeseen happens - fillings that break at the end of the appointment and have to be replaced; simple extractions that become surgical; difficult patients.

Ask yourself "how many hygienists will I need?" Hygienists are most productive if they have access to two operatories. The hygienist can move from one patient to the next while an assistant cleans and prepares the used operatory.

How the operatory is designed, equipped and located is one of the most significant decisions you will make. This is because of how it impacts workflow, the employees' and patients' experience as well as their well being. **Locate the sterilization area as centrally to the operatories as possible.** If your clinic has windows, a design that incorporates them into the operatories improves the experience for the patient and provides natural light for the dentist. Natural light aids the accurate choice of composite and tooth shades.

Standardize operatories to one style and layout for all. The only exception should be if you choose to add closing doors to an operatory for the purpose of special treatment requirements. Doors on standard operatories are not necessary, and add to construction costs. Poorly placed, they can impede operatory access by staff. An operatory with a door should therefore be larger.

We recommend one of the following operatory layouts depending on your needs and budget:

- A simple and less costly operatory design uses a 'T' wall with a 4'-5' opening in the center of the operatory wall that has the hall access. A pass-thru cabinet in one operatory wall houses the x-ray machine for use between adjoining operatories.
- An ergonomically sound and efficient recommendation, is an operatory with access from the hallway on either side of a '12:00 o'clock' cabinet. This type of design allows the dentist and support staff to readily enter and leave the space without interfering with activity. The 12:00 o'clock cabinet is ideally positioned to accommodate operatory equipment and the dental delivery system. From an ergonomic standpoint, this position is superior.
- Adjoining operatories can share center island cabinetry. The cabinetry comes in many designs and provides storage, writing spaces, handwashing stations and x-ray machine housing.

Sterilization Bay

The *sterilization bay* is perhaps the most critical support area in a dental facility. Contaminated instruments can infect patients and staff with life-threatening diseases. That's why dental offices need dedicated sterilizing areas where instruments can be thoroughly cleaned, packaged and sterilized, and stored after each use. To comply with standards established by the CDC and to promote efficiency, the sterilization area design should flow from the intake of contaminated instruments and trays, to their storage upon completion of sterilization.



First, the *intake area* needs a surface for unloading trays, disposal of non-reusable sharps in sharps containers, and used cotton rolls and gauze in a biohazard container. The containers can be placed under the counter accessed by a hole for disposal through the counter or a foot tap to open trash storage below the counter.

The next area is for *removal of debris* from instruments and trays. A space for an ultrasonic cleaner or an under-counter instrument washer (such as a Hydrim) can increase safety by reducing handling during the processing of contaminants.

Next a *sink* is required for rinsing instruments and other dirty items, and for washing hands. It is also a suitable place to locate an eyewash station. Some sterilization centers can be equipped with suction to clean water from surfaces or to empty out containers with ease.

The next area is for *packaging* of instruments or wrapping of instrument cassettes. Proper organization requires space for wrapping of cassettes or bagging of instruments with ready access to the necessary tools.

The actual *sterilization* space must be separated in such a way that contaminants will not splatter on to cleaned and sterilized items during early processing. Your office may need a place for cold-sterilization of items that are reusable but which will not tolerate heat or steam sterilization and disinfecting of the procedure trays and lids. Key to this area is placement of one or two sterilizers with easy and safe access not just to the sterilization chamber but the reservoirs and areas that require maintenance. Some sterilization centers come with a built-in vacuum for cleaning of water reservoirs and spills around the sterilizers.

The last component of the actual sterilization process is the *storage of sterilized items* where they will not be subject to contamination from processing activities.

Your sterilization bay may also benefit from additional counter space for restocking procedure trays, procedure tubs and bur holders with items necessary for the categories of procedures you will provide. The space must be adequate for the volume of work it receives. Drawers and cabinetry to organize materials and items by function or procedure can greatly enhance speed and productivity. For instance, many offices benefit from a column of drawers organized to hold surgical instruments.

Instruments should be divided by order of use and category starting with surgical curettes, then elevators, also grouped by type, forceps grouped by type, scissors, hemostats, and so on. The same organization process is effective for organizing other types of procedures such as endodontics, crown and bridge and dentures.

To assist with efficient and effective sterilization spaces that comply with CDC standards, manufacturers now produce *sterilization centers* that meet all the requirements.

Waiting Room

To determine the space you need, a simple method is to allow 120 square feet for the first 6 patients and an additional 10 square feet per patient thereafter. This includes seating, walking spaces, entrance door, and access to the front reception desk.

Many factors can increase your seating requirements. For example, you may have patients who arrive early to their appointments. Emergency patients who come to your office planning to wait until they can be worked in to see the dentists will also add to capacity. Many low-income families cannot afford child-care, so visiting the dentist can be a family outing. Allow for room for additional family members in your space requirements.

As we mentioned earlier, if your practice will accept a high percentage of pediatric patients a separate play area in the waiting room may help to entertain them and reduce the impact of their normal exuberance on other adult patients. It keeps rambunctious activity within specified confines, promotes a positive experience for the child visiting the dentist, and reduces stress for child, the parent, and other patients.

Patient Restrooms

Patients need to have a sufficient number of restroom facilities available to them. ADA requirements specify minimum sizes for wheelchair access - typically a stall that has a 60" turning radius. Locate restrooms near the waiting room area.

Reception Area

This area will require space for patient intake, check-out, initial creation of patient records, patient scheduling, answering phones, accepting patient payments, printing walk-out statements, and checking patient eligibility for services, insurance coverage and sliding fee scales. Allow for a reception desk with room for patients to check-in and out in separate sections to promote good workflow. Allow desk space for computer monitors as well as work areas. You will need room for easy storage and access of forms and for a photocopier, printer, and fax. The functions you designate for the area will determine the size.

Business Office

Plan space that allows for efficient task performance and sufficient counter or desktop space for computer placement and paper management. Business functions include insurance billing, collections, accounting and bookkeeping, purchasing, accounts receivable, human resources management, employee interviews, private discussions, maintenance and storage of compliance records and policies, and employee records.

Chart Room

The type and style of patient record you use and the quantity of records you will keep on hand will determine the size of the *record* or *chart room*. If you are staying with paper records, allow for growth. Locate the records' room with easy access from reception, but not such that patients readily stray into the space. Your *record storage* area must be secure. This means that only authorized users should be able to access the room to protect the confidentiality of your patient records. Remember: your records room needs to hold all your *active* patient files, but it also needs to hold *inactive* files for at least a year or two, just in case the patient returns to your clinic. After that, you can archive your files offsite. Most states require that records be retained for a minimum of 7 years.

Utility Closet

The minimum size should be 4'x6'. Its location should allow for efficient connection of lines to the operatory equipment; but not permit loud noise to be an impact.

Storage Room

This space must be large enough to allow you to store similar items together. If you split your inventory up to store it, tracking that inventory becomes very difficult. Henry Schein accurately delivers orders within one to two days of placement, so enough storage for about two weeks of supplies should be more than sufficient. If you choose to not have a storage room, you'll need enough cabinetry in other parts of the office to accommodate all your supplies.

Panoramic X-ray Machine

Needs 5'x5' feet of clear floor-space. It is often efficient to locate the panorex space near the front of the clinical area, close to the entrance from the waiting room.

Dark Room

Unless you use an X-ray processor with a daylight loader, you will need a dark room approximately 4' x 6'. Place this space as close and as central as possible to the operatory area to reduce running and increase efficiency.

Doctor's Office

This space does not need to be large, but give it enough room for a desk, computer equipment, chair, reference materials, and storage of personal items. The office should be close to the clinical area, but away from the usual route of patients entering and leaving the clinic. This will give privacy and security to the space.

Lab

Study models and initial impressions are poured up, custom trays, temporo-mandibular joint (TMJ) splints, mouthguards and space-maintainers are made, broken dentures repaired, and a variety of other adjunct functions occur. You may decide to do many of these activities yourself or just very basic ones and use the space to ship and receive projects to and from a professional lab. Your space requirements and equipment needs will depend on what activities you keep "in house."

A good minimum is 5'x7' with one countertop with a small sink along the short wall. The lab is part of the clinical space; but can be out of the main path of activity.

Compliance

Many regulations - federal, state, local and program specific - govern the building and operation of a dental office. A design that facilitates compliance to all of these standards creates a more positive work environment that reduces risk and increases quality of care.

OSHA (Occupational Safety and Health Administration)

These are regulations that govern a safe work place. Perhaps the most important of these are the rules regarding *bloodborne pathogens*. This information is available as of this writing at <http://www.osha.gov/SLTC/bloodbornepathogens/index.html>

The screenshot shows a Mozilla Firefox browser window displaying the OSHA website. The address bar shows the URL: <http://www.osha.gov/SLTC/bloodbornepathogens/index.html>. The page header includes the U.S. Department of Labor logo and the text "Occupational Safety & Health Administration" and "www.osha.gov". The main content area is titled "Safety and Health Topics" and "Bloodborne Pathogens and Needlestick Prevention". It features a section "In Focus" with a yellow background, containing text about the risk of exposure to bloodborne pathogens and a list of links for "Updated U.S. Public Health Service Guidelines...Post-exposure Prophylaxis" and "Updated U.S. Public Health Service Guidelines ... Recommendations for Postexposure Prophylaxis". To the right, there is a sidebar with a blue background titled "Safety and Health Topics" and "Bloodborne Pathogens and Needlestick Prevention", listing various topics like "OSHA Standards", "Hazard Recognition", "Possible Solutions", "Post-exposure Evaluation", "Additional Information", "Credits", "Related Safety and Health Topics", "Dentistry", "Healthcare Facilities", and "Medical and First Aid". The page also includes a search bar and a "GO" button.

Infection control encompasses both employee safety and patient protection. Let's discuss a few key considerations related to the impact of *infection control* in your new office design. Acceptable employee behaviors and work functions are very specifically defined.

- Employees must not eat, apply make-up or perform other personal care activities in these infection control areas. In the same way, employees cannot wear PPE to lunch or in break rooms.
- Employees must change into and out of PPE before entering and when leaving infection control areas. To minimize negative impact, it's easier to group areas subject to the rule together (Operatories, lab, sterilization, x-ray etc).
- If employees must cross a non-infection control area to get from one infection control area to another, the design is faulty.
- Employees should not have to break rules in order to function effectively, e.g. change out of PPE in the break room.
- Spaces and equipment must allow for effective decontamination and sterilization. The CDC (www.cdc.gov) specifies divisions for correct layout of sterilization bays. Consider investing in a *sterilization center*.
- Choose equipment that readily accepts barriers with non-critical surfaces that will not be damaged by disinfectant.
- Choose equipment features that allow sterilization over disinfecting.
- Many equipment choices will improve adherence to infection control, as well as efficiency and safety: instrument washers, cassette systems that reduce handling of contaminated sharps while increasing processing speed.
- Have adequate hand-washing stations.

Americans with Disabilities Act (ADA)

ADA compliance, as we have previously discussed, relates to providing access for disabled persons. If you have additional questions, the ADA website can provide resources.

Radiation Control

Place x-ray equipment where radiation exposure is limited to the patient requiring the radiograph. Simple things such as installing remote exposure switches in hallways instead of operatories, and digital conversion can improve compliance.

Medical Gases

Built in systems must comply with strict standards to pass inspection. If you are using a portable nitrous system, make sure it is secured and that all replacement tanks are not only locked up but secured so they cannot fall over.

HIPAA

Compliance with HIPAA includes workspaces and systems that do not easily permit the disclosure of protected health information. Open operatories are acceptable even though a patient may on occasion hear something about another patient's treatment, however if you must discuss sensitive medical information, you will need a confidential space to do so. Modern software systems allow for more ready compliance by limiting access and establishing increased security. As we mentioned earlier, chart/record rooms need to be secured. In addition, offices where records are used for administrative functions should not readily allow unauthorized access.

Security

Making a workplace safe is important. Your design can facilitate improved security and response in emergencies. Examples of good security planning would be such things as a locking door with a buzzer or code between the waiting room and the clinical area and a back exit from the clinic for emergencies. Other possibilities include:

- Private access to the clinic for staff members.
- Places for employees to secure personal items.
- The implementation of a communication system to inform staff of patient readiness, but which may also be used for emergencies or coded responses.
- Building security with key codes at employee entrances.
- Locked storage with authorized access.
- Medication storage with a secure cupboard for all medications and a double-lock for controlled substances.
- Adequate building and parking lot lighting.

JCAHO

Compliance to standards is an essential factor in obtaining the honor of JCAHO accreditation. (www.jointcommission.org or www.jcrinc.org) Your office design and equipment choices can enhance your ability to attain this honor.

Additional Resources

Other resources include the American Dental Association (<http://www.ada.org>), and the national Library of Medicine and the National Institutes of Health (www.ncbi.nlm.nih.gov).

Going 'Green' : Environmentally Friendly Concepts

Environmentally friendly resources for dental facilities now abound and can encompass a comprehensive LEED (Leadership in Energy and Environmental Design) certified facility or simply add enhancements and improvements to an existing program.

The 'Leed' Certified Office

This is a complex but rewarding undertaking. Begin by hiring an architect certified in 'LEED' design. A 'LEED' certified building includes many aspects from how the building is placed and faced on a building lot, to types of materials that are sustainable, limit environmental toxins and/or promote energy efficiency (go to the U.S. Green Building Council, usgbc.org for additional details)

Certain materials and approaches in an environmentally sound design will require additional investment however there are materials, resources and strategies that will work with your budget. Going *Green* does not have to break the bank.

Our Henry Schein Design Team along with our local team will work with your architect and your Community Health Center leaders to provide expertise and resources that support your green approach.

If you have an existing facility or are expanding or upgrading, there are some simple green steps that you can also take:

- Consider painting walls with 'green' certified paint. There are several good choices.
- Suitable flooring alternatives include recycled materials and sustainable hardwoods.
- Use Energy efficient building lighting. There are many choices. T-5 fluorescent bulbs are the most energy efficient on the market and also reduce carbon dioxide emissions.
- Office chairs and furnishings now come made in sustainable, recycled, non-toxic and natural materials.
- Develop a recycling plan for office waste.
- Recycle cell phone batteries, printer and toner cartridges and other tools.
- Eliminate or reduce paper and energy consumption. Provide website access for employees for human resource information, policies and procedures, training (supplement training with Henry Schein's DRC- Dental Resource Center: online learning and resource tool for clinicians and dental assistants). Even provide personal pay information on-line and ask employees to enroll in direct deposit. Ask employees to consider what can be read or shared online without printing on paper.
- Turn out the lights when not in use.
- Turn off computers when not in use.

Dental Specific Resources to Help you with your Green Goals:

- Clinical dental cabinetry: Ask your local equipment specialist about 'green alternatives'. There are now efficiently designed, beautiful and sustainable choices just for clinical areas.
- Dry vacuum: As you know the dental vacuum is an essential part of your utility room. The dry vacuum requires slightly higher initial investment but will save you hundreds of gallons of water a day: good for your utility costs and great for water conservation. Dry vacuums perform very well and reliably.
- Water Recycler for Wet Ring Vacuum: if you must use a wet-ring vacuum, you can achieve good water savings by adding a recycler.
- Dental Practice Management Software: Perhaps the single most important change you can make to your community health center that will improve efficiency, accuracy, productivity and at the same time, reduce storage requirements and use of paper. This is truly a 'win' for your clinic and the environment.
- Digital radiography: Traditional film requires the use and disposal of toxic chemicals and metals. Implementing digital radiography is about as important as an electronic record in how it will positively impact how you effectively deliver care while achieving great things for the environment.

- Steam sterilizers (autoclaves): These not only provide consistent sterilization results when used correctly but do not require toxic and potentially carcinogenic chemicals that turn into gases or require disposal.
- Dental Light: There is now an energy efficient dental light alternative that also provides superior illumination of the patient's mouth during treatment.
- Amalgam Separator: if you are going to provide amalgam (silver fillings) restorations to your patients, adding an amalgam separator will help improve the quality of waste that enters the sewer system.
- Composite restorations: Consider ***wherever appropriate for patient care***, the use of composite restorations for repairing decayed teeth instead of the traditional amalgam filling. Manufacturers now provide sophisticated and well researched products that may work well in your setting and for many of your patients.
- Cleaning materials: Henry Schein offers a line of 'green' cleaning and infection control products. You can review these on-line or in the Henry Schein catalog.
- Recycling Programs: Dental products arrive in packages and containers that are often recyclable. Developing a plan to recycle the appropriate paper, plastics, metals and glass is a simple inexpensive step your program can take.
- Online Dental Catalog: Access the Schein catalog online. It provides detailed information about products and frequently includes pictures. Online ordering is fast, accurate and efficient. The Schein system allows for management approval of orders submitted by dental staff before transmission to Schein for fulfillment. Your office can also access invoices and reports on-line. If you would like to learn more about ordering and reporting capabilities made available to you, please ask to schedule training.

Aesthetics

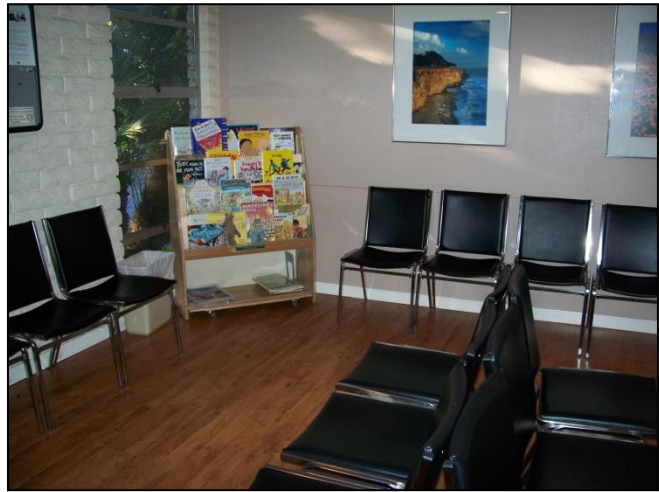
We at Henry Schein are proud of our ability to "think outside the box." We have had the opportunity to produce some of the most creative and attractive dental environments in the business. We listen carefully to your ideas, and work within your budget to create the best possible design for your program. The result is an office that flows well and has a look and feel that reflects your program's vision. The professionals in our Interior Design Group can help to carry your concept through by specifying harmonious color schemes, carpeting, wall coverings, accents, and furnishings.

Even if your budget is very limited, we can implement many strategies to make your office a pleasant and welcoming environment for patients and staff alike.



A few ideas:

- Choose furnishings that resist wear and deterioration.
- Use a washable paint on the walls.
- Install chair rails in the waiting room. These can prevent wall damage.
- Many studies confirm that color impacts our emotions. Some colors are calming and reassuring. Choosing relaxing and inviting colors helps patients and staff to feel better. Our design team is ready to help you choose and coordinate palettes and materials.
- For waiting room chairs choose fabrics that resist tears, disguise stains, or can be scrubbed clean. Avoid broadloom carpet. One stain can ruin the whole look of the waiting area. Use carpet squares that can be moved and replaced to spread wear and hide stains.
- Consider tile with easily cleaned mats at entry doors to reduce mud and dirt transfer onto other surfaces.
- Use artwork designed to relax and distract the patient not only in the waiting room but in the operatories as well. Operatories with window views can also distract patients waiting for treatment.
- Where signage is necessary, use framed signs, rather than notices taped to walls, to greatly improve appearance.
- Floor coverings such as vinyl tile with a scattered pattern in clinical areas create eye movement that helps distract the vision from scuffmarks on the floor.
- Dental chair upholstery fabrics in colors that disguise wear and scuff marks from shoes.
- Children's toys that are age appropriate, clean and kept in a specific part of the reception area in storage containers.
- Plants add color and interest: If you are afraid that children will eat them, use silk.
- Place protective strips on corners of walls to prevent bumping and chipping.
- Avoid wallpaper. Repainting is more cost-effective and keeps walls clean and looking new.
- Engage students from a local art school to create a dramatic and appropriate mural – something that reflects your community.





Dental Equipment

What do you have to have?

You've probably noticed that there is a wide variety of dental equipment available today. What equipment do you need? What will work best for your program and your budget? Do you really need the highest priced item, or will a less expensive alternative provide the features and reliability for less money? Your Henry Schein representative can help.

The best time to discuss how various types and brands of equipment will fit into your plan is in the earliest stages of your planning. To help you start to decide what will work best for your program, let's first look at a list of elements you should consider as you choose equipment and talk about some specific items you'll probably need.

When you consider purchasing equipment, what should you think about? Cost effectiveness? Of course! Reliability? Certainly! What else should be on your list?

- Warranty – longer is better.
- Ergonomic soundness – is the equipment comfortable and easy to use?
- Is it easy to adapt the equipment to left or right-handedness?
- Promotion of productivity – do your employees want to use the equipment, or do they avoid using it?
- Appearance – does the equipment "fit" in your design scheme?
- Design and features for the procedures you plan to provide and the patients you plan to serve.
- Evaluation and application of new and emerging technologies.

Operatory Equipment Chair

The “dental chair” is an adjustable seat in which patients receive treatment. Dental chairs are hydraulically or electrically operated by foot controls or touch keypads. They can be positioned at every possible angle from fully upright to fully reclined. The major function of the chair is to situate the patient so that the dentist has comfortable, unobstructed access to the oral cavity from all angles.

When choosing a dental chair, individuals often seat themselves in the chair to test its comfort. While patient comfort is important, the real purpose of the dental chair is to position the patient so that the dentist can provide treatment. It is better to sit on an operator stool and simulate normal treatment position. This will help you to determine the suitability of the chair for the particular practice. Consider the following elements when looking at your dental chair:



- Does the chair enable the operator to sit with back in neutral position with no more than a 20-degree angle to the head to view the oral cavity?
- Does the back width and shape of the chair allow the operator to position as closely as needed to the patient?
- Can the patient’s head be adjusted easily and safely for better access? Does the chair have an articulating headrest that is narrow enough to permit access to the patient, but which cannot be easily knocked or loosened? If the headrest is not stable, it may allow the patient’s head to drop suddenly – possibly resulting in neck injury.
- Will the chair support your patients arms in such a way that they will not feel like they are falling out of the chair?
- Does the design allow for access by disabled or wheelchair bound patients?
- Does the style allow for easy cleaning and maintenance?
- Are the materials durable?
- For patient positioning, will a *touch pad* on the side of the chair work best or will a *foot control* better suit operators?
- Does the appearance of the chair appeal to you?
- What kind of warranty does the manufacturer provide: 1 year, 2 years, 5 years? Dental chairs involve many components. The more extensive the warranty, the better.
- Is your decision wholly brand driven? Consider whether an equally reliable, but less expensive brand might be able to serve your needs just as well.

Delivery Unit

The *delivery unit* refers to the suite of powered instruments used by the dentist to provide treatment. The instruments, or *handpieces*, are attached to a movable platform by flexible tubes containing air, water, fiber optic and electrical lines. While the delivery unit primarily

involves handpiece control, many other components can comprise the delivery unit. The minimum components of a typical delivery unit are two slow-speed handpiece positions, one high-speed hand-piece position (usually with a fiber optic light-source), and one air/water syringe. You can also add a built-in *scaler*, *curing light* and *intraoral camera* to some delivery units.

The delivery unit also includes a component called the *assistant's instrumentation*. These are tools the assistant uses to clean and dry the mouth and to assist the dentist with visibility and access. The assistant's instruments are located on a separate arm and should include two *high-volume evacuators* (HVE), one *low-volume evacuator* for saliva ejector attachments, and one air/water syringe.



Dentists are no different from anyone else when it comes to displaying individual style. Three distinct types of delivery systems have evolved to accommodate the various ways in which a dentist positions and uses handpieces: *over-the-patient* (OTP), *side delivery*, and *rear delivery*. As you determine what is most appropriate for your program, consider choosing delivery systems that can adapt to the broadest range of providers that may work for your office.

OTP Delivery

This very common style of delivery system places the dental hand-pieces on a movable tray attached to a post on the dental chair. This attachment can be fixed on the side of the chair opposite the operator's seat. Such positioning is right or left-handed specific and requires a technician's assistance to change from one side to another. The chair-mounted unit is often the best choice for small operatories because of its simple, integrated design.

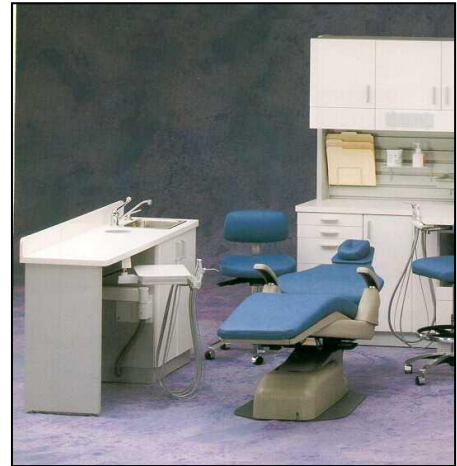


OTP units may also mount from under the bottom of the seat of the chair and readily swing from left to right depending on the handedness of the operator. This style can be a very cost-effective choice in a staff-model program. Manufacturers may call styles that readily change (or swing) from left to right *swing*, *orbital*, *radius*, or *elliptical* units. Swing units also provide ease of use to the handpieces, with potentially positive ergonomic impact. However, the same features that provide ease of access

may also present a more 'cluttered' and intimidating appearance to the patient and the close proximity of the instruments may make some patients anxious.

Side Delivery

Side delivery places the unit on an arm mounted within an accessory cabinet. The arm may be pulled out of the cabinet for use. Side delivery allows for a clean-uncluttered look to the operatory and hides the instruments from patient view as they enter the room. Side delivery units cannot be converted once installed so they are dedicated to right or left-handed use. To avoid discomfort or possible injury, operators must remember not to twist the torso when reaching from the patient to the unit to position it for use.



Rear Delivery

Rear delivery places all the instrumentation out of the patient's view and facilitates the smooth transfer of



of instruments between assistant and doctor. It also provides for easy left/right-hand conversion. Rear delivery does require deeper operatories and sometimes a greater operatory width depending on the size of the rear cabinet or wall to which the unit is mounted.

A variation of rear delivery is *rear-mounted side delivery*. This system provides much greater left-right flexibility due to a convertible pull-out arm mounted on the rear wall. The doctor's and assistant's instrumentation can be positioned virtually anywhere behind or to the side of the patient. Rear delivery provides the best potential ergonomic positioning for both dentist and assistant.

Dentists working alone should remember not to twist the torso when accessing rear-mounted instrumentation.

Handpiece



The *handpiece* is an air or electrically powered rotary instrument used by the dentist in cutting and polishing operations. Handpieces may be high or low-speed, electric or air driven. They hold a wide range of tips, called *burs*, to adapt to the requirements for various dental procedures. *High-speed handpieces* fitted with a *fiber-optic light source* provide better visibility and access for tooth preparation. You'll need to have a sufficient number of both high- and low-speed handpieces to allow for use with each patient. Remember that when scheduling it is necessary to plan for the time required to process and sterilize the handpieces between uses.

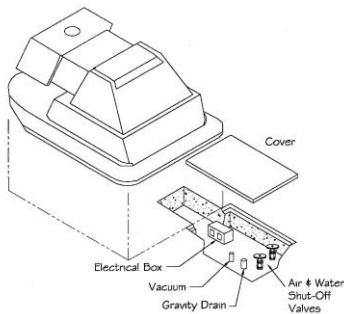
More and more manufacturers are trying to balance function and ergonomics. Since the use of handpieces is very a repetitive activity, ergonomically designed handpieces can help reduce stress and wear to the joints and connective tissue of the hand. Electric handpieces lead this field.

Fiber Optic Light Source

This is a system that transfers light along tubes to the head of the high-speed handpiece. The light helps the dentist better view the area of the tooth that is being prepared, and is a specific supplement to the patient light which provides general illumination to the mouth. Several very cost-effective brands exist. For better visibility and operator positioning, we highly recommend adding fiber optics to your delivery unit.

Intraoral Camera

The intraoral camera enables the dentist to record and show the patient the actual condition of the mouth and teeth. The camera is the size of a toothbrush and can be easily moved around the mouth to capture various angles of the teeth and tissue. Intraoral camera images enhance the patient's ability to understand and accept the need for treatment while documenting the justification for treatment recommendations and decisions. Some insurance companies now require such images as documentation for requests for prior authorization for treatment and proof of treatment.



Junction Box

The *junction box*, *J-Box* or *utility center* is the termination point for all of the utilities (compressed air, fresh water, electricity, central vacuum system and drain) needed to operate dental equipment in the treatment room. It is located under the foot of the chair if the delivery unit is mounted to the chair or in cabinetry for rear or side-delivery systems.

Dental Light

The dental light is for creating optimum visibility of the oral cavity. Some dental lights are designed with reflective prisms to assure good lighting even when partially blocked by the dentist's head during treatment. Dental lights can be attached to the dental chair on a swing or traditional mounting, attached to side cabinetry, attached directly to the ceiling or track-mounted to the ceiling. You will need to know the height of the ceiling in order to choose the right track-mounted light.



Computer Monitor and Mount

As dental offices begin to make the transition to digital radiography and practice management systems, the design of the operator should now comprehend how placement of a computer monitor and mount will best suit its operation. You can mount a monitor to the chair, to a side cabinet or a rear cabinet. For an office where the handedness of the operator may change, you should be able to adjust the position to right or left-handed.



Laser Caries Detector (Diagnodent)



DIAGNOdent aids in the detections of caries. Even very small lesions are detected at the earliest stage, enabling the dentist to protect and preserve the tooth substance.

Intraoral X-ray Machine

The intraoral x-ray machine supplies the radiation for both digital and traditional film systems. It is therefore a key component of the dental office. You can install one intraoral x-ray machine between two operatories in a cabinet, called a 'pass through'. This permits two operatories to use the same machine and improves cost-effectiveness while maintaining productivity.

As you consider the type of intraoral machine you need for your program and how many you will need, consider the reach of the arm from the wall or wall cabinet to the dental or x-ray chair. The unit must be able to be positioned to accommodate all of your patients.



X-ray machines may be powered AC or DC and while both types can take traditional film or digital images by adjusting the level of exposure, DC-powered machines are more appropriate for digital imaging. They maintain constant potential kilovolt output during exposure and more shades of gray in the image.

Curing Light



The *curing light* cures or 'hardens' filling materials such as composites and sealants. The curing light can be built in to the delivery unit or it can be a separate piece of equipment that can be moved from room to room. Some are cordless and rechargeable and others require direct connection to an electrical outlet. This is a necessary item and there is a suitable style for every budget.

Scaler

Scalers make the removal of adhesions to the teeth, such as tartar (or *calculus*), fast, easy and effective. There are several types of scalers. Scalers can be special tips that connect to handpieces, they can be built into the delivery system or they can be portable scaler systems that can be moved from room to room. It is an important tool in the treatment of periodontal (gum) disease and using a scaler reduces joint stress to the operator over the repetitive motions of hand scaling. Your practice patient requirements and your budget will determine the most appropriate choice.



Sterilization Equipment

Sterilizers are essential clinical items. Instruments are placed into a chamber or container and pathogens are eliminated through various means. There are four types to consider:

Steam Sterilizers



This type of sterilizer replaces the air in the instrument chamber with steam using heat and pressure. This is the most common type of sterilizer found in the dental office. Steam sterilizers have a long history of reliability and effectiveness in achieving consistent results. Instruments must first be cleaned of debris and dried before sterilization, which typically takes 20 to 30 minutes and should be followed by a drying cycle. Steam sterilizers use distilled water and come in many sizes from quite small to very large capacity. Choose a sterilizer suitable for the volume of instruments your program will use. There are several very reliable, safe brands on the market with various features. Sterilizers may vary in time to achieve sterilization; degree of

computerization and automation; and steps required for operation.

Statim Sterilizers

These are steam sterilizers but they are designed with a cassette that slides into the machine and which holds the instruments. Once again, this system replaces air with steam and pressure to sterilize, but Statim sterilizers achieve this with greater speed than any other type of sterilizer. They can process



instruments in just a few minutes. Because of this, Statim sterilizers are very useful for sterilization of handpieces and items that require quick turnaround. It should be noted however that Statim sterilizers are sensitive to many factors from the purity of the distilled water used to the care with which cassettes are inserted into the machine. As a result, careless use of a Statim can result in expensive repairs and they are best used as an adjunct to a larger sterilizer.

Dry Heat Sterilizers

Frequently used for orthodontic offices where instruments require quick processing between use and for the prevention of the formation of rust on instruments. There are several brands with varying sizes available.

Chemical Sterilizers (Chemclave)

As the name states, *chemical sterilizers* or *Chemclaves* use chemicals as well as heat to kill pathogens. If you choose to use a chemical sterilizer, it is important to assure good ventilation and minimally irritant sterilizing solutions to prevent respiratory irritation and injury in employees who use it. Chemical sterilizers come in various sizes and are very effective in achieving sterilization of instruments. They require varying amounts of time to achieve sterilization, but can be faster than most steam sterilizers.



Instrument Washer (Hydrim)

A *Hydrim* is a large washer in which contaminated instruments can be completely cleaned prior to sterilization. In recent years there has been a greater focus on the risks of exposure to injury from contaminated sharp instruments. The Needlestick Safety Act of 2001 states that where safety sharps or safer methods exist to reduce risk of employee exposure to contaminated sharps those methods must be implemented. The Hydrim instrument washer is an effective tool to achieve this outcome. When coupled with instruments packaged for processing and subsequent use in cassettes, this process eliminates the individual handling and cleaning of contaminated instruments, while increasing speed and productivity. Hand-scrubbing debris, rinsing, sorting and packaging stages are no longer necessary.



Handpiece Maintenance

Several small machines allow for simple cleaning and lubrication of the inside of the handpieces. This extends the life of the handpiece.

Ultrasonic Cleaner

An *ultrasonic cleaner* uses vibrations to remove debris from instruments. Using an ultrasonic cleaner also reduces or eliminates the need to hand-scrub instruments before



sterilization. Contaminated instruments are placed in a basket that is lowered into a bath inside the ultrasonic cleaner and then processed for about 15 minutes before removal, rinsing and packaging for sterilization.

Lab Equipment

It is easier to contract with a dental lab for more extensive processes, but most labs will need, at least, a lathe, a model trimmer, a vibrator, a portable torch and plaster bins. The following is a summary of commonly used lab equipment and their typical purposes:



Lathe. Typically used for polishing dentures, crowns and other items with a variety of attachments.



Plaster Trap. Attaches to the plumbing under the laboratory sink to keep drain lines clean and free from plaster residue.



Model Trimmer. Used to neatly provide finish work and trim to study models, plaster and stone impressions of the mouth, as well as custom trays.



Electric Handpiece. Only necessary for detailed and sophisticated cutting.



Vacuformer. Used for making plastic impressions of the teeth for prosthetic work, mouth guards and splints.



Vibrator. A small machine that simply eliminates air bubbles when pouring plaster or stone impressions.

Additional Laboratory Equipment

Depending on how comprehensive your lab services will be, you may require some additional equipment.

Sandblaster. Used for cleaning cement or other hard deposits from items.

Plaster Bins. Storage of plaster and stone powders.

Curing Unit. For curing of acrylic prosthetics such as partials and dentures.

Sandblaster. Removal of cement and other adhesions from crowns and prosthetics.

Burner. There are a variety of burners from built in systems to stand-alone Bunsen burners. These provide flame and heat to melt and manipulate various dental materials, such as waxes in the making of dentures. Most dental offices that provide dentures and partials do well with a simple, stand-alone torch.

Radiography

Diagnostic radiography describes the use of x-rays to create images of interior body structures. There are three types of diagnostic radiographs taken in today's dental office: intraoral (bitewings and periapical views), panoramic and cephalometric images.

Intraoral Radiographs

Intraoral x-rays require placing a sensor, plate, or film card inside the patient's mouth. The operator then positions the cone of an intraoral x-ray machine at the point of insertion and exposes it to a small amount of radiation. The image may be of a whole tooth including the root and surrounding tissue (*periapical*) or of a section of three to five teeth, angled to view the crown of the tooth and the connecting areas between the teeth (*bitewing*). Both periapical and bitewing images are ways to diagnose disease present in individual teeth and surrounding tissues. *Occlusal x-rays* are larger and highlight tooth development and placement. On each occlusal radiograph, nearly the full arch of teeth in either the upper or lower jaw is shown. These x-rays are taken with the x-ray machine either pointing straight down from near the nose (to take pictures of the upper jaw and teeth), or straight up from under the chin (to take pictures of the lower jaw and teeth).



Panoramic ("pan")

Pan x-rays generate a 5" X 11" (15cmX30cm) wrap-around image of the patient's mouth. This is useful for studying the patient's jaw, the position of the teeth relative to one another, facial and jaw injuries, and even arterial blockages to the head. The pan machine usually occupies its own small alcove in the dental office.



Cephalometric ("ceph")

Ceph x-rays capture a radiographic image of the entire head, usually in profile.



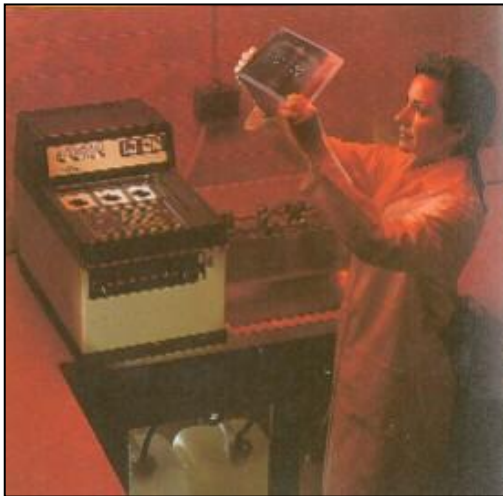
Orthodontists use these images most frequently for diagnosing misalignment of teeth and bite problems. Ceph images require a panoramic machine outfitted with a *cephalometric arm* mounted off to one side. When you decide on a ceph machine, you will need to choose whether the ceph arm needs right or left positioning. Some panoramic machines may be upgraded to accommodate a ceph arm while others cannot. If you are considering growing your program over time but plan to only start with a pan machine, make sure that your panograph can be upgraded to ceph capability in the future.

Imaging Systems

While the basic process to obtain x-rays is the same, the images created for viewing may be produced in a number of ways. *Traditional film x-rays*, *direct digital*, and *phosphor plate* technologies all have a place in today's dental office.

Conventional Radiography

Conventional or *traditional film radiography* requires photographic style film that is chemically developed after exposure. In order to obtain an image from traditional film, you

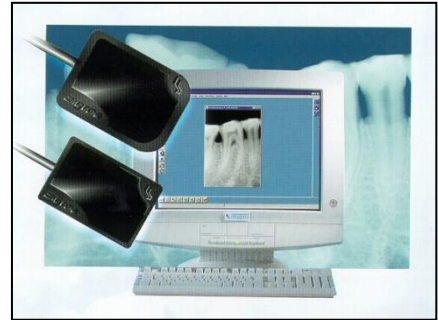


must develop the film in a dark room with chemicals, just like photographic film. The film processor automatically times and dips the film into a developer solution, rinses the film with water, times and dips the film into a fixer solution, rinses the film again and dries it. Since the film must be processed in complete darkness, the processor must either sit in a dark room specifically built for it, or have a *daylight attachment* eliminating the need for a darkroom. Some processors require plumbing access for water replenishment.

The use of conventional radiography is well established in the dental community but has the disadvantage of requiring special equipment and chemicals to process the images, including the resultant space requirements for the storage of supplies and equipment.

Digital Radiography

Technology has progressed to the point of offering another option for processing x-ray images: *digital imaging*. Digital radiography electronically captures, loads, stores and enhances diagnostic images. There are two types of digital radiography: direct digital and phosphor plate.



A *direct digital* system uses wired sensors, which are placed in the mouth in lieu of film. The sensors connect directly to the computer system and give an instant image, without any need to develop the image first. When taking a full mouth series, the same sensor is moved from one position to the next in the patient's mouth, without any need to change or erase the sensor. Direct sensors come in sizes that approximate traditional film, but they are a bit bulkier in width and require practice to master the technique. Some patients do not tolerate the bulkiness well.

Direct digital pan machines instantly acquire the image and then transfers it to the designated computer monitor to be viewed. Patients will notice no difference in how they experience the process. Staff no longer needs to take steps to load the machine or develop the image. If you already have a traditional pan machine, you may be able to purchase a digital upgrade kit to convert it to direct digital imaging.

Phosphor plates handle much like traditional film but are a stiffer and require no chemistry for development of the image. They are easier to place in the mouth than sensors, but

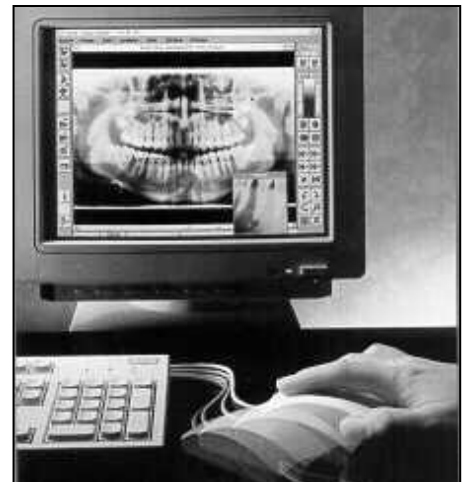


require processing and erasing in a box. The photo at left shows a sampling of imaging plates, two cylindrical plate holders, and the box-like scanner that holds the cylinders and reads the images as the cylinders spin inside. The process takes a few seconds before the image is sent to the computer monitor. Phosphor plates require careful handling to extend their life. They can be reused until they are too damaged or scratched to produce a diagnostic quality image. Patient tolerance is approximately equal to the use of traditional film.

It is possible to convert a traditional film-based pan machine to a phosphor plate system.

Phosphor plates require loading into the machine and processing in a special box. They can be reused until they are too damaged to produce a diagnostic quality image

Whether, your program benefits more from direct digital, phosphor plate or a combination system that



uses both processes, moving to digital radiography will eliminate the need for a dark room or any chemistry for developing images. Besides the obvious benefits in terms of saving space, this also means the need to dispose of used chemicals no longer applies.

Using digital radiography will increase your efficiency and productivity both in taking x-ray images and their immediate accessibility to the dentist. Software programs that accompany digital systems allow for additional efficiencies in radiograph organization and storage and the manipulation of images to enhance diagnosis. Patients benefit from being able to review their x-rays with the dentist with images the size of an entire computer monitor rather than the tiny images of traditional films. With image and record management software and regular backups, the digital images will never be lost and the need to search for records will be eliminated. Digital radiography improves the ease of compliance to HIPAA standards while enabling easy transfer of images to specialty referrals and insurance companies for review.

Radiography is essential to the diagnostic process. Whether you are thinking film-based or digital, be sure to consider

- Reliability
- Ease of use
- Simple positioning instructions that allow the staff to learn quickly how to achieve optimum results
- Wheelchair access and adjustments for very short, very tall, or disabled patients.
- How frequently will your staff use the machine? Will you take 5 or 50 images each day? Is your choice suited to that type of use?

Utility Closet Equipment

The utility closet is the heart of your office. The equipment located here is absolutely essential to your office's operation, but is often noisy and bulky. Separated from the remaining areas of the clinic in its own special area, your utility equipment can function in the background without interfering with your normal daily routine.

Vacuum

Simply put, a *vacuum* suctions away water and debris during the performance of procedures on the patient. The vacuum is connected by lines that typically run under the surface of the floor from the utility room to the junction box in the operator and then along the lines in the chair to the high volume evacuators and saliva ejector. If the vacuum fails, dental treatment comes to a halt in the entire office.

Vacuums come in many sizes and types. The size of the vacuum required for your office is dependent on the number of operatories you will have and the number of anticipated simultaneous users of the system. There are several considerations when looking at vacuum systems



Twin Head Vacuums

These provide the extra assurance of continuous performance. The life and performance of a twin head vacuum benefits from a vacuum equalizer alternating the use of the vacuum heads.

Vacuum Equalizer

Useful to extend the life of twin head vacuums by alternating use of the heads and wear.

Wet Ring Vacuums

Use large amounts of water to operate; but provide excellent suctioning results and proven reliability.

Hydromiser

Can be added to a wet-ring vacuum to reduce water consumption by as much as 60%.

Dry Vacuums

Provide suctioning but do not need water to operate.

Sound Reducing Cover

To help reduce the noise of the vacuum if it is located in a closet near the work area.

Amalgam Separator

Required in many communities to remove the amalgam and thus the mercury from wastewater entering the sewerage system.

Compressor

Used throughout the office to propel handpieces, dry teeth, clean out hand-held instruments before sterilization and for lab work, The *compressor* is the other essential and critical item found in the utility closet. If the compressor fails, treatment comes to a halt. A reliable compressor is therefore a worthwhile investment. The compressor is connected by ½ inch copper lines which typically run under the surface of the floor to the operatory and other parts of the office.



Just as with the vacuum, the size of the compressor is dependent on the number of operatories and simultaneous users your office will have. Some options to consider:

Lubricated Compressors

There are several highly effective and reliable brands that are oil-lubricated. Lubricated compressors are generally quieter than oil-less compressors and have a longer life.

Oil-less Compressors

Often easier to maintain and can be cleaner than lubricated compressors, but may wear out faster.

Remote Air Intake

Pulls clean air from a remote location and can help make the system quieter.

Remote Control Panel

Remote on/off controls for the vacuum and compressor can help staff to remember to turn off the equipment at the end of the day, and eliminate the need to enter the utility closet to turn equipment on and off.

Additional considerations for your utility room include a 'slop sink' for handling cleaning supplies such as filling and emptying wash buckets; and HVAC (heating, ventilation, air-conditioning) space.

Medical Gases

Dental clinics frequently use various medical gases in the provision of treatment and the managing of emergencies. These gases normally originate from a cylinder storage closet or *tank room* and are delivered to the treatment rooms through a network of 1/2" and 3/8" copper tubing.

Nitrous Oxide

Nitrous or "laughing gas" is a sedation option that dentists can offer to help calm nervous or excitable patients. Nitrous also helps to relax patients during long appointments. The patient wears a nasal mask and breathes a carefully metered blend of nitrous oxide and oxygen during treatment. Where nitrous oxide will be frequently used, built in systems are more cost-effective. If your program will only use nitrous oxide on special occasions, a portable system will work well.

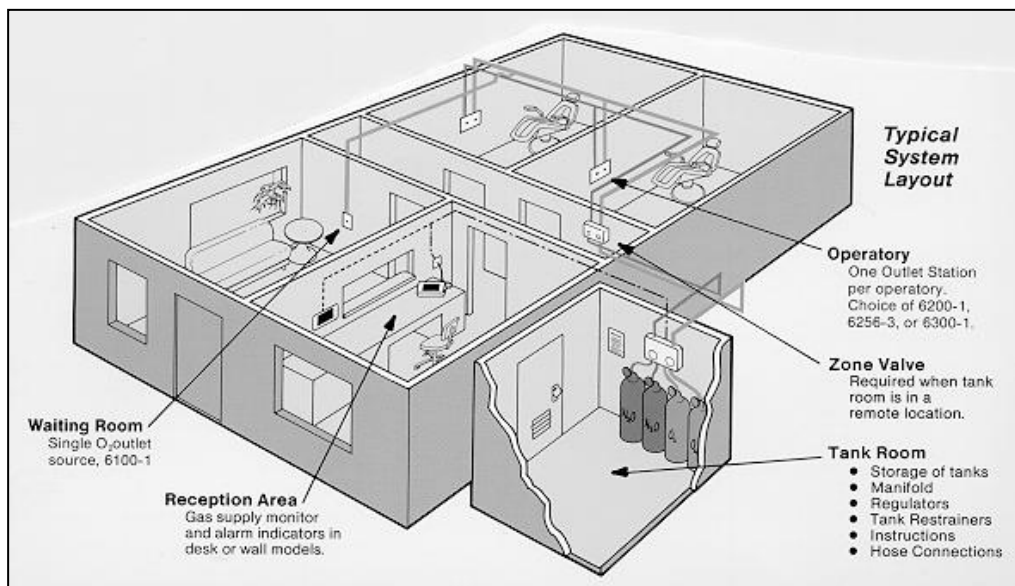


Nitrogen

Nitrogen is often used in lieu of compressed air in oral surgeons' offices. Compressed ambient air may contain bacterial contaminants that raise the risk of infection while operating handpieces.

Oxygen

If you decide not to have a built-in nitrous system that includes oxygen, your office will need portable oxygen to respond to medical emergencies.



Additional Equipment Considerations

Soft-Tissue Lasers

Soft tissue lasers are effective tools for any practice that frequently performs oral surgeries, biopsies, crown lengthening or other procedures where the soft tissue requires incisions or excisions. The soft tissue laser manages bleeding and limits trauma to tissue thus promoting prompt healing and limiting post-operative complications.

Water Treatment System

Purity of water for the protection and longevity of equipment is an important issue in a dental clinic. During treatment the dentist, hygienist or assistant will flush the patient's mouth with fresh water. Water also flows through the handpiece to providing cooling during preparation of cavities for fillings. Steam sterilizers also require pure water in order to function. Many dental chair systems now come with a plastic bottle mount to provide purified water for treatment. The office can keep a supply of distilled water on hand for use around the office. However, a more efficient approach is a built-in water treatment system that purifies community water before it travels to the dental unit and for filling of sterilizer reservoirs.

Intra-Office Communication System

There are several systems that can help the front desk/reception area communicate with the clinical area and the provider office. The simplest are light systems coded to represent patient arrival or readiness. More advanced system display messages on computer monitors. These help staff to know what is happening and to convey information without having to leave their work-posts or current patients. Such systems improve accuracy and speed and reduce frustration.

Cabinetry

Dentists have two options when purchasing new cabinetry for their offices. They can either buy commercially manufactured dental cabinets or they can hire local cabinetmakers to design and build according to their specifications. There are advantages and disadvantages to each approach.

Manufactured Cabinetry

Advantages

- Readily available from several companies
- Wide variety of price ranges and options on the market
- Standard cabinetry designs handle a majority of needs in the treatment room and support areas
- Aseptically designed for easy cleaning and long life under harsh conditions
- 'Name' brands may have better resale value
- Most manufacturers will customize within reason
- Can be moved if practice relocates or expands
- Purchased cabinets are considered capital investments rather than leasehold improvements, thereby accelerating the purchaser's tax deductions
- Divider consoles offer economy. Shared sinks and pass-through cabinets for x-ray machines reduce equipment and installation costs



Disadvantages

- May not fit unusually shaped rooms
- Cost may be higher than custom cabinetry
- Last-minute design changes may be expensive or inconvenient to make

Custom Cabinetry

Advantages

- Depending on builder, may be less expensive than purchased cabinets
- Unlimited choice of colors and finish materials
- Doctor can be actively involved in design process and can monitor progress of job

Disadvantages

- May not be aseptically designed, and may not withstand long-term hard use.
- Difficult to move
- Built-in cabinets are considered leasehold improvements, not capital equipment, so they are not tax deductible
- As leasehold improvements, these cabinets usually become a permanent part of the building and cannot be removed if the doctor relocates.
- Limited resale value
- Specialty materials can greatly increase cost
- Smaller shops may have trouble meeting deadlines if job is delayed by problems in production or obtaining materials



- Custom cabinets may not necessarily be build in a modular style, and may not allow for easy future expansion or modification

General Office

These are not dental specific definitions, simply lists for your consideration.

Front Desk/Reception

- Work Desks
- Computers
- File cabinets
- Fax machine
- Printer
- Chairs
- Safe
- Cash register
- Phone

Waiting Room

- Patient Chairs
- Brochure holders
- End tables
- Television/videos
- Appropriate games and children's toys
- Plants
- Artwork
- Water fountain

Chart Room

- File cabinets or shelves

Business Office

- Computers
- Desks
- File cabinets
- Printer
- Phone

Provider Office

- Desk
- Computer
- Book shelves
- Phone

Used Dental Equipment- A Good Idea?

Dental equipment is expensive. Repairs are costly. One dilemma you may face as you decide how to build and sustain your new office is whether you should purchase new equipment or take advantage of offers of donated equipment. New equipment will have warranties and require few if any repairs but require a large initial investment. Used or donated equipment may eliminate the purchase cost completely and be a wonderful boon or which may be out-dated and may ultimately cost you more in lost productivity due to breakdowns and increase irritation and costs with frequent repairs.



The right decision for you depends on how you will address certain specific issues. Dental equipment requires utility connections that match. As you choose equipment, the utility lines and functions need to not only match that equipment but equipment that may replace it in the future. The utility requirements of certain older equipment may not match new equipment now on the market. Verify compatibility.

X-ray machines must be registered and disposed of legally whether or not they are usable in your practice, or even work at all. Do not accept x-ray dinosaurs. Because of your not-for-profit status, your program benefits from manufacturer discounts and special pricing from Henry Schein to help you afford new, reliable equipment. You can likely find a very affordable brand of new equipment that will serve you better.

If your budget is such that you truly cannot afford to purchase all of your equipment new, strategically use donated equipment in places where breakdowns will not shut down your office. Before you accept donations have a knowledgeable person, such as a qualified technician, examine the equipment for you. This person should tell you if the donated equipment is suitable for a modern practice, how long it is likely to last, whether utility connections will work, and if replacement parts are still available.

Occasionally supply companies such as Henry Schein learn of high-quality used equipment that a dentist plans to replace with new. Ask your local Henry Schein center to let you know if that happens. This way the equipment is already evaluated for you as being suitable.

Donations from dentists in private practice benefit the dentist with tax credits, a way to dispose of large items, and a good feeling about helping. These donations may not provide as great a benefit to you. What seems like a great way to save a little money up front, may ultimately become a nightmare for your program.



Dental Supplies

Dental Supplies and Instruments

"All human errors are impatience, a premature breaking off of methodical procedure..."

Franz Kafka

The list of available dental instruments and supplies is staggering. But there's hope: choosing which dental supplies and instruments you'll need depends on the *procedures* you will perform and the services you will provide to achieve your desired oral health outcome.

To help you decide, here's a list of a number of procedures common to public health settings. There are many alternatives, variations and sub-categories for the items we're describing. We're sure you will want to include procedures in addition to these, so you'll need different materials than those listed here.

Procedures?

Dental procedures are very dependent on having all of the necessary materials and instruments on hand. The absence of just one item can result in having to delay a procedure and rescheduling your patient.

You can however standardize your procedures with one specific product identified for each specific purpose. You don't need to have different products for each doctor and in fact, if you don't standardize your inventory, your costs will likely increase.

Our field sales consultants can help you identify the best products for your purposes, and place those in your own personal shopping guide in our automated internet ordering system. They can also show you how Schein's *Private Label* products can increase your savings while still maintaining the quality you need.

Let's start our list of procedures with the very first clinical contact your office will have with the patient. For *every* procedure you typically need the following as a standard:

- Procedure tray with lid, or instrument cassette
- Paper tray cover
- 2x2 gauze
- Front-surface mouth mirror
- Explorer
- Cotton pliers
- Air/water syringe tip
- High volume suction tip (HVE)
- Infection Control barriers to prevent contamination on handles, chair, lights etc.
- Patient bib
- Protective eye shield for patient
- Bib chain
- Post-operative instructions (completion of visit)

To this initial list you should add the following for *each* procedure:

Initial Examination and Diagnosis including Emergency Visits:

- Perio-explorer
- X-ray film (for traditional radiographs)
- Phosphor plates or sensors (for digital radiographs)
- X-ray positioning system, snap-a-rays and bitewing tabs
- Lead shield
- Film mounts

Prophy

- Prophy paste(fine, medium, coarse)
- Saliva ejector
- Floss
- Floss threader
- Prophy cup
- Slow speed handpiece
- Topical fluoride application(varnish or gel)
- Fluoride trays(if using gel)
- 2x2 gauze additional
- Disposable dish to hold prophy paste or dampen dish

Scaling (Prophy III or Prophy IV)

- Irrigation Syringe
- Peridex
- Saliva ejector
- Cavitron or other electronic scaler and one or more of the following hand instruments:
 - Universal curette
 - Jacquette
 - Gracey
 - McCalls
 - Columbia

Sealants

- Sealant
- Etch
- Cotton rolls
- Saliva ejector
- Sealant applicator brush
- Disposable container for sealant

Local Anesthesia

- Long or short disposable needle
- Aspirating syringe
- Topical anesthetic
- Cotton tip applicator
- Local anesthetic carpules (lidocaine, carbocaine, marcaine etc)

Amalgam Restoration

- High speed handpiece burs (330, 557 etc)
- Low speed handpiece burs (round 2,4,6,8 etc)
- High and low speed handpieces
- Amalgam carrier
- Amalgam condenser (small, large)
- Amalgam carver(s) (Hollenback, discoid cleoid etc)
- Amalgam burnisher (acorn, football, round)
- Matrix holder (Tofflemire or other)
- Matrix bands
- Wooden Wedges
- Floss
- Amalgam well
- Amalgam capsules
- Articulating paper
- Articulating paper forceps
- Dri-aids
- Cotton rolls
- 2x2s
- Lining materials for deep cavities

- Pin retention for large restorations

Composite or Resin Restorations

- High speed burs(cutting and finishing the restoration)
- Low speed burs (cavity preparation and finishing disks)
- High and low speed handpieces
- 2x2s
- Cotton rolls
- Dri-aids
- Matrix bands
- Wedges
- Etch
- Bond
- Lining material
- Composite to match the shade of the patient's tooth
- Finishing disks
- Articulating paper
- Articulating forceps
- Floss
- Plastic instrument
- Disposable holders
- Lining materials if cavity is deep
- Retention pins if restoration is large

Temporary Filling

- Glass mixing slab
- Spatula
- Cement liquid and powder
- 2x2s
- Cotton rolls
- Plastic instrument

Extractions-Simple

- Surgical curette
- Straight elevators (small, medium, large)
- Forceps (most commonly preferred are 150 for upper and 151 for lower. 150s and 151s are for deciduous teeth)
- Irrigation syringe
- Sterile saline solution
- Sterile gauze packets
- Surgical suction tip

Extractions-Surgical

In addition to the above you will need certain of the following, depending on the situation:

- Surgical handpiece
- Surgical burs
- Periosteal elevator
- Selection of various elevators to handle particular situation
- Root tip picks
- Selection of various forceps to handle particular situation
- Disposable scalpel and blade
- Hemostats
- Surgical scissors
- Suture material
- Needle holders
- Tissue forceps
- Rongeurs
- Bone file
- Hemostatic gel sponges

Denture Work- Make, Repair and Reline

- Impression trays (various sizes)
- Alginate
- flexible mixing bowls
- Mixing spatulas
- Wax knife
- Alcohol torch
- Bite registration materials
- Waxes (baseplate, boxing, bite wafers etc)
- Color transfer applicators
- Stone or plaster
- Repair acrylic
- Soft reline materials
- Hard reline materials
- Tissue conditioner
- Custom tray acrylics
- Impression materials
- Shade guide
- Plaster knife
- Boley gauge
- Calipers

Pulpotomy or Pulpectomy

- High speed handpiece
- High speed burs
- Low speed handpiece
- Low speed burs

- 2x2s
- Cotton rolls
- Formocresol or other agent
- Endodontic files
- Cotton pellets
- Temporary filling material
- Plastic instrument
- Irrigation syringe
- Irrigation solution
- Glass slab
- Spatula

Rubber Dam Placement

- Rubber dam
- Rubber dam frame
- Rubber dam forceps
- Rubber dam clamps (selection of sizes and types)
- Rubber dam punch
- Floss

Root Canal Therapy

- High speed handpiece
- High speed burs
- Low speed handpiece
- Low speed burs
- X-ray film or digital sensors
- Endo handpiece and attachments
- Obturators
- Root canal preparation medicaments(RC-prep, Eugenol, Endo Gel, Calcium Hydroxide, various)
- Endo files (hand or mechanical)
- Endo stops
- Endo ring
- Endo ruler
- Endo explorer
- Apex locator
- Irrigating syringe
- Paper points
- Root canal sealer
- Lentulo spiral fillers
- Gutta percha
- Endo spreaders
- Temporary filling cement
- Cotton pellets
- Cotton rolls

- 2x2s

Stainless Steel Crowns

- High speed handpiece
- High speed burs
- Low speed handpiece
- Low speed burs
- Set of stainless steel crowns(various sizes)
- Post and core materials if necessary(posts of different sizes, build up material)
- Crimping forceps
- Cement
- Mixing slab or pad
- Mixing spatula
- Plastic instrument
- Articulating forceps
- Articulating paper
- Floss

Dry Socket Treatment

- Dry socket paste
- Dry socket gauze
- Scissors
- Spatula
- Irrigation syringe
- Sterile saline solution

Functions

These *functions* accompany the procedures we've listed and include supplies and equipment of their own:

Developing Traditional X-rays

- Fixer
- Developer
- Processor cleaning solutions and supplies

Sterilization and Infection Control

- Sharps containers
- Biohazard bags and containers
- Surface disinfectants rated for the function
- Disposable barriers
- Ultrasonic cleaner solution
- Distilled water
- Sterilization pouches(various sizes) or
- IMS cassette system
- Instrument wrap and tape

- Sterilization indicators
- Sterilization forceps
- Sterilization trays
- Towels
- Cold sterile tub
- Cold sterile solution
- Sterilizer cleaning and maintenance materials
- Evacuation cleaning solution
- Disposable evacuation traps
- 4x4 gauze
- Storage containers
- Selection of cleaning brushes for decontamination of instruments, suction tips etc.
- Hand cleaner
- Nail brush
- Paper towels

Personal Protective Equipment (PPE)

- Face Masks rated for the purpose used
- Face shields
- Eye protection
- Disposable gowns or fabric gowns or jackets(with laundering process in place)
- Disposable gloves (various sizes and types including latex and nitrile)
- Disposable hair and foot covers (if needed).



Practice Management Software

Is Software Really All That Hard?

Dental Practice Management Software

Modern *dental practice management software* has become more and more common in dental clinics over the past few decades. It has helped to significantly improve efficiencies and reduce the workload normally associated with mundane but essential accounting and marketing tasks. It has also been instrumental in electronically automating tasks that, until just a few years ago, were often done manually on paper:

- Patient record keeping
- Accessibility and security of patient records
- Inventory Control
- Appointment scheduling
- Charting
- Patient billing
- Insurance claims
- Patient recalls
- Custom reporting

Newer systems are now able to integrate the images produced with digital radiography systems directly into patient records. Patient information can be securely shared over enterprise systems that permit review and diagnosis without the need to physically transport records to the consulting professional.

Are you ready?

A new software system means changing the way you do things – for the better. Many practices rely heavily on paper systems that are very different and much less efficient than a software system. Switching to a new system can require some adjustment, but a great software system will increase efficiency, minimize liability, and reduce the need for staff members directly involved in administrative functions, freeing them for more important clinical work.

When considering a dental software system, ask yourself a few questions:

- Is the system logical and intuitive?
- Is the system flexible?
- Can the system be networked to centralize functions and share information?
- Can the system collect all the data you need and provide reports?
- Will the system help you to comply effectively with governing rules and regulations?

Things to look for in software

There are many systems available on the market, but not all of them function the same way. As you compare the systems that interest you, you should look for those functions that will have the greatest effect in increasing your program efficiencies.

HL7 (Health Level 7) Interface

The purpose is to allow disparate healthcare applications to exchange key sets of clinical and administrative data. Put simply, it means your center's medical software and your dental practice management software can talk to each other.

DICOM (Digital Imaging and Communication in Medical) Compliance

This is the ability of software to manage and communicate both digital images and written material.

Schedule for Maximum Efficiency

Your schedule is the heart of daily operations. Truly superior software is not only easy and fast to use, but allows the user freedom of judgment to insert patient appointments in any way that maximizes time management and workflow. With that, searching for scheduled appointments as well as open time-blocks for treatment, should be instantaneous and allow multiple users to access the schedule at the same time in 'real time'.

Prescription Management

You are able to identify the prescriptions you most commonly write, print them instantly and save them into patient charts.

Operative Notes

Any time you do a procedure, how you do it and what you tell the patient is instantly recorded.

Postoperative Instructions

Postoperative instructions should be standardized and be able to print out on the patient's walkout statement.

Integrated Patient Information

Patient information should integrate from the initial family record to the treatment records to the billing records. Data should be entered into the system only once.

Alerts

Alerts should flash on the monitor when the patient arrives, making your staff aware of special situations such as emergencies, payment requirements and allergies.

Custom Features

Your system should allow customizable features. An example of a custom feature would be the ability to program key assignments with standard diagnostic codes so that patient diagnosis and treatment can be entered into the patient record with a single keystroke.

Data collection capability (UDS requirements)

The system should collect patient statistical data for use in grant applications and reporting.

Security features

One of the most useful features of modern software systems is controlled access to records. A high level of security is required by current stringent HIPAA standards.

Insurance claims

Your system should accept multiple insurance and co-payment schedules. It automatically accumulates the insurance information from the treatment record and batches it for submission to insurance carriers.

Productivity

It should produce reports that verify accurate treatment and calculate daily production and revenue.

Revenue and collections

The system should keep track of payments from patient and insurance claims and provide you detailed reports so you can stay on top of your revenue.

Reports

Once data is collected, a superior software program allows you access to it in the most meaningful ways. This does not just include treatment and financial information, but demographics, patient and treatment profiles. Such functions should never have to be manual functions that waste precious staff time.

DENTRIX[®] ENTERPRISE

Dental Practice Management Software for Community Health Centers

Electronic Dental Record (EDR) Made Simple

Whether your Community Health Center is in the market for a complete practice management system with a fully integrated EDR, or simply an EDR interfaced with your medical practice management/EHR system, the DENTRIX Enterprise platform has many key features that help Community Health Centers and Federal Qualified Health Centers (FQHC) meet their unique requirements:

- Complete integrated Electronic Dental Record
- FQHC reporting capabilities
- Comprehensive Health Level 7 (HL7) interface integration with any HL7 compliant medical program, including most medical and Electronic Health Record systems used by Community Health Centers
- HIPAA compliant
- Comprehensive UDS reporting, including a wide range of reports, e.g. tables 3A, 3B, 4, 5, 6 and 9, required both at the local and federal level on patient Ethnicity/Race, Language, Poverty Level, Homeless Status, Veteran Status and Migrant Status
- Multi-site logic and reporting for multi-site practices
- Microsoft[®] SQL database for secure and robust data integration
- The leading electronic restorative and periodontal charting system with a fully integrated imaging system
- Financial Class/Payor feature that provides a wide range of reports based on payor source including Cash, Private Pay, United Way, Medicaid, and Sliding Fee
- Ability to charge procedures at the standard service fees, with the option to automatically adjust/slide fees, based on a patient's poverty level
- Encounter-based reports and encounter-based requirements for HL7 functionality

HL7 Medical and Dental Data Collaboration

DENTRIX Enterprise offers a comprehensive HL7 (Health Level 7) Interface—the industry standard for passing data between different medical software packages. If your clinic currently provides medical and dental services and is operating on an HL7-compliant Practice Management System, then DENTRIX Enterprise can fully integrate with your medical system making Dentrix Enterprise the ideal EDR solution for your center.

Community Health Centers, Hospital Based Dental Clinics, and multi-disciplined health centers are able to share demographic data, charges and procedures, appointment data,

and clinical data with other HL7 systems. Both one-way and two-way interfaces are possible, depending on the capabilities of your medical software. Sharing patient and practice information will streamline your data flow and decrease redundant data entry, dramatically increasing your clinic efficiency. And, because DENTRIX Enterprise is designed to handle any number of clinics and workstations, all tasks can be centralized, paving the way for increased clinic efficiency.

***DENTRIX* ENTERPRISE**

IT'S ALL ABOUT INTEGRATION

DENTRIX Enterprise currently interfaces with the following systems via HL7:



Industrial Strength Security

DENTRIX Enterprise was designed from the ground up with health care security in mind. It is fully HIPAA compliant and includes data, employee security and reporting features that help you stay confident in your compliance.

DENTRIX Enterprise has powerful, yet flexible security options that let you decide how you will secure your organization's operations. Password protection and user rights can be assigned for more than 200 practice functions. A comprehensive audit trail tracks who edited what and when, as well as other pertinent data necessary to ensure the integrity of your data and finances.

HIPAA Compliance

- National Information Services (the Henry Schein company that integrates eServices with DENTRIX Enterprise) is compliant with *Standards for Electronic Data Interchange (EDI) HIPAA* standards.
- DENTRIX Enterprise is fully compliant with *Standards for Privacy HIPAA* standard.
- DENTRIX Enterprise is fully compliant with the *Standards for Security HIPAA* standard.
- DENTRIX Enterprise is compliant with the *National Provider Identifier (NPI) HIPAA* standard.

Tight Control

With all transactions happening real time on one main server, management can have instant access to every user's usage of the system. Each user is assigned one "user sign-in" no matter how many locations this user may work at, allowing you to easily audit user activity and restrict a user's features by location. The secure passwords in DENTRIX Enterprise provide higher levels of complexity for user password acceptance, and users are locked out after a predetermined number of failed login attempts.

Patient Privacy

Patient privacy requests allow you to flag patients who do not accept phone calls or mail solicitations and automatically removes them from call and mail lists.

Limit Access to Reporting Data

High-level security for reports allows you to make staff responsible for running specific reports without giving them access to all your data. For example, you may give a doctor the ability to run a production report for his/her production only. If a user asks for a production report of "all providers" they will only have access to provider data they are allowed to see. This is the same for running reports for "all locations."

Secure Passwords

Secure passwords allow you to enable exactly the amount of security you need, exactly where you need it without creating undue burden in areas where tight security measures aren't required. You can assign individual and group passwords at any level—from an individual workstation to the entire system.

Backup Data Security

With only one database, you only need to do one nightly backup. No need to worry if 15 locations are properly maintaining and backing up their data—and you don't have to worry about people walking away without a system backup.

Streamlined Office Automation

Data entered into DENTRIX Enterprise immediately becomes available to the entire system including your medical PM/EHR program. For example, when a procedure is posted to a patient's chart at chair side, that information is instantly available to the front desk for billing, insurance estimation and more, for a streamlined data flow.

DENTRIX Enterprise's scalable features mean it can easily be configured to match your Community Health Center's operations model, which will increase efficiency and patient safety in your practice with robust reporting functionality.

Call **1.800.459.8067** or visit www.dentrixenterprise.com to make an appointment for a demonstration, and experience the benefits DENTRIX Enterprise has to offer to help you create a better tomorrow.

Henry Schein OATS - Office Automation and Technology Solutions



OFFICE AUTOMATION & TECHNOLOGY SOLUTIONS

Office automation is a wide range of technology solutions and require multiple planning sessions to organize how the computer equipment and dental technology products will work together seamlessly from the front desk to the treatment rooms. Organizing a technology workflow path is critical in maximizing the energies and efforts spent by the dental staff.

Office Automation includes:

- Project planning and management services
- Data connectivity between facilities
- Telephone Communication Systems
- Audio and video distribution
- Low-Voltage wiring
- Dental technology integration
- Certified installation personal
- Certified training

Project Planning and Management Services

Project planning involves reviewing the building plans, practice management software review, dental technology product presentations, computer and monitor placement, technology layouts in the treatment rooms, low voltage wiring diagrams, patient entertainment product review, and establishing installation and training timelines.

Data Connectivity

Data communication between clinic facilities is often overlooked but the most important piece to a complete workflow and centralization of patient's electronic records. In today's data communication market there are multiple types of services to consider and each has its own costs and benefits. Your phone line provider is the first company to talk to in regards to data, internet, and phone line services. The most common data and phone lines are T1 circuits. Although these are most affordable and standard, there are other data connectivity types to consider. Fiber optic and cable services are a fast growing technology and there is a nation wide push to run fiber optic lines to all business and residential locations. Fiber optics is the fastest and most reliable for running centralized EDR, Electronic Dental Records, which includes patient's demographics, charting, and digital image records. Having the correct data communication is the most important backbone to your computer infrastructure.

Telephone Communication Systems

There are many telephone systems on the market for businesses. These types include analog, digital, and VOIP systems. If you are planning a multi-site clinic, VOIP systems will allow the best and simplest means of inter-office phone communication. VOIP stands for Voice-Over-IP which means your phones are part of your computer network and your voice travels over your secured internet connections.

Audio and Video Distribution

Having the right ambiance in your clinic is necessary to provide a relaxing environment for your patients and employees. Central stereo and video systems can be installed to transmit relaxing and appropriate music and video. In the reception room, a LCD TV can be preprogrammed to play patient education material, appropriate movies for all ages, or relaxing nature and music videos for patient entertainment. In the treatment rooms, computer monitors can be purchased with built in TV compatibility. They can be linked to the same video channels as the reception area to have a uniform video selection throughout your facility. For audio, speakers can be installed in the ceiling tiles and walls for a quite background noise to help distract from the noises often feared in the dental office.

Low-Voltage Wiring and Rack Installation

Low-Voltage wiring includes cabling for computer data networks, phone systems, audio and video networks, dental communication devices, and security systems. Running the proper cabling through the ceiling and walls is another critical piece of the installation. If improper wiring was run, new building inspections will not pass and/or your computer and phone services may not work properly. Wiring must be hung with hooks from ceiling braces and conduit needs to be installed in the walls with proper wall plates to pass fire codes. Plenum coated wiring should be used for all new building projects to ensure the fire and building code inspections will pass.

All wiring should track to a central closet where a rack unit is installed. Rack units are designed to hold the wiring patch panels, routers, switches, servers, battery back up units, and cooling systems for proper ventilation.

Dental Technology Integration

After choosing which computer and monitor package, digital radiography, practice management, and intra-oral cameras you are going to use, proper placement in the treatment rooms is essential for the proper workflow and care of the equipment. Computers are typically placed in the 12 o'clock cabinet. However, positioning a sensor in the rear cabinet can interrupt the workflow of taking x-rays. Digital sensors are typically attached with a wire that will stretch between the cabinet and the patient chart over the area where the staff walks through during the x-ray process. This can result in staff stepping on or pulling the equipment off the cabinet and breaking the sensor. Therefore, reviewing which cabinets the computers and equipment are going to be installed into is important for a proper configuration and work area.

Certified Installation

Computer technicians are often compared to car mechanics. Most people don't know how to work on a car and it seems when we take our car into the shop, it comes out with more problems than we took it in for. Not all computer technicians are alike. Dental technology equipment and software has specific requirements for installation and networking. If these are not followed properly, it could result in software crashes, product failure, and more importantly, frustrated staff and clinicians. Please review the technical certifications and experiences before hiring them for installation services on your dental technology equipment.

Certified Training

Now that we have all our computers installed and working properly, the most important service is the training. Like computer technicians, matching a trainer up with your dental staff is very important for the proper utilization of your equipment. Learning how to properly maintain and disinfect computer equipment can improve the life span. Not all

digital radiograph technology is built the same way and having the manufacturer trainer on site is critical to the staff and patients comfort with the technology. For a multi-site clinic, if the facilities are close in proximity, then the training can be combined at one location to minimize cost and time the clinics has to be closed. Not having patients walk through the facility and answering phones is very important. Schedule the recommended time and close the facility during that time to ensure everyone has time with the product and is trained properly. The number reason for complaints with the equipment is traced back to lack or disorganized training time.

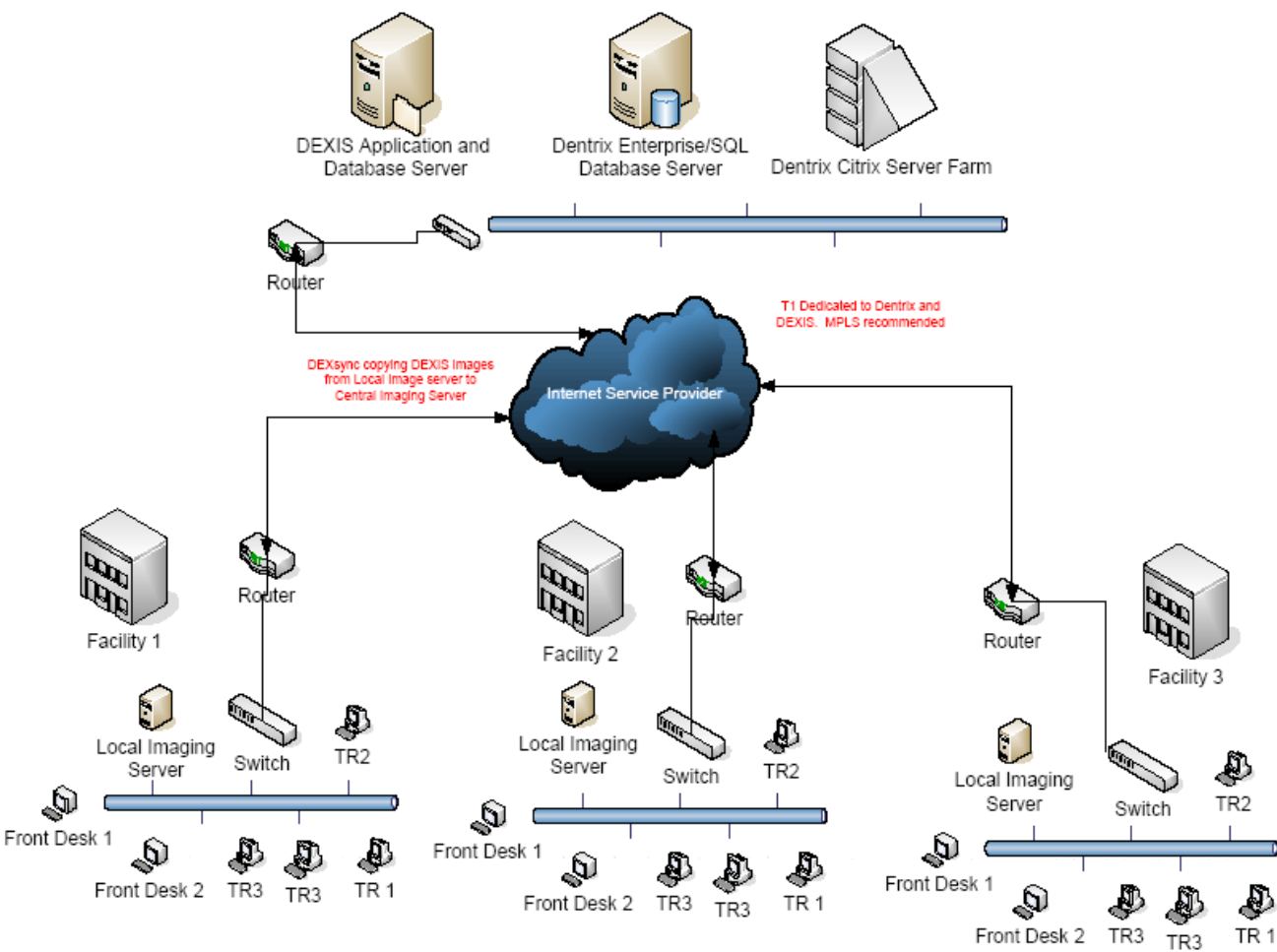
Henry Schein OATS supports all these solutions except for Data connectivity. Your facility will enjoy increased efficiency, greater productivity, and enhanced patient satisfaction as the result of a successfully managed project that fully supports and integrates within your Health care center. We can further support your needs with:

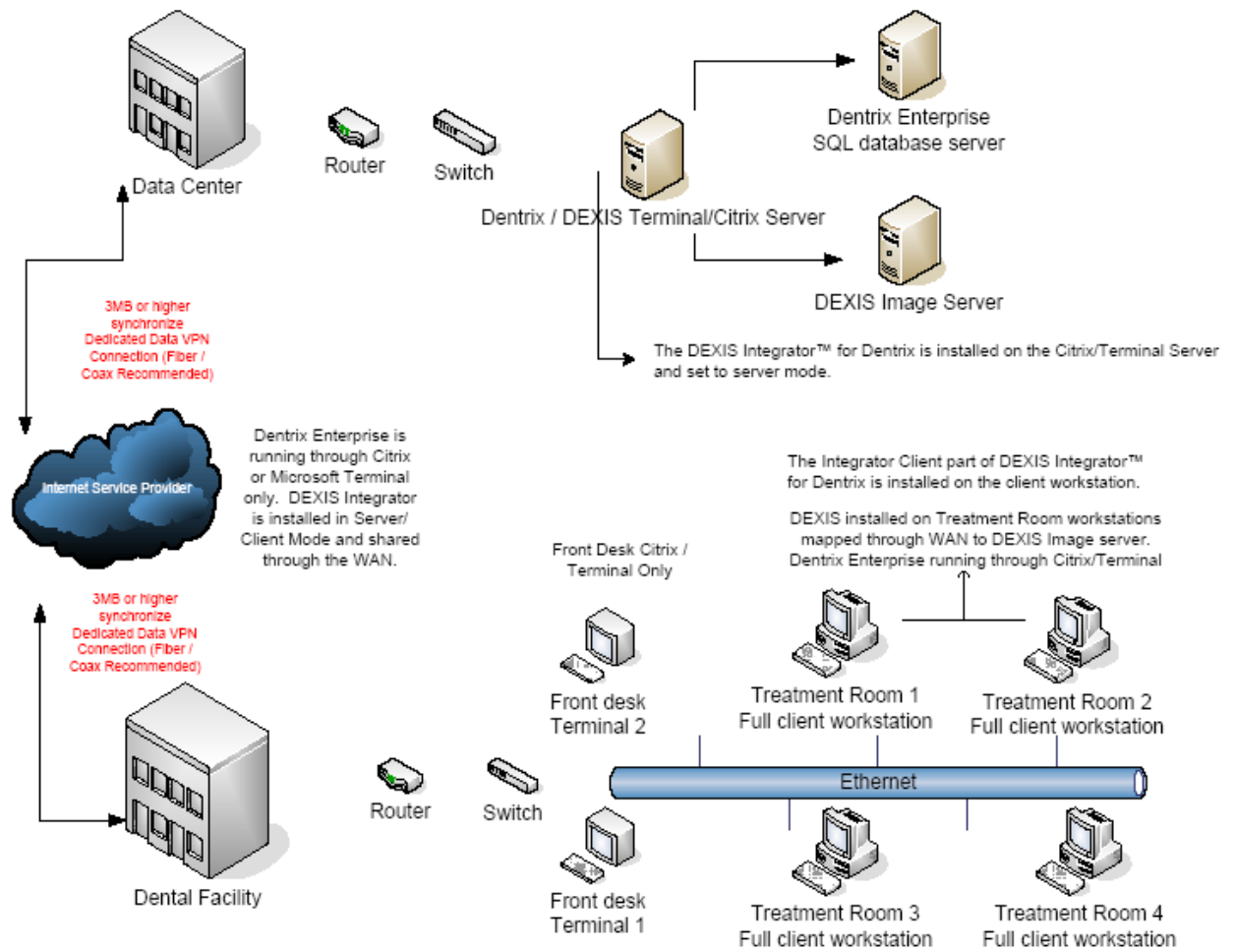
- Remote Assistance
- Onsite Assistance
- Managed Triage
- Developmental Avoidance & Recovery
- Disaster Avoidance & Recovery
- Technology Lifecycle

And remember, you will have all the support, solutions, and benefits of doing business with Henry Schein, Inc., a FORTUNE 500® company with a reputation for great service and value.

Network Layouts and Configurations

The following diagrams will help in explaining the proper computer layout and design.





Dentrix Enterprise Citrix/Terminal with DEXIS Integrator for Dentrix installed through the WAN in Server/Client mode.



Implementation Strategy

Now that we've had an opportunity to discuss the various parts that make up the clinic plan, the next step is to put all those parts in order. Since it can be hard to keep everything straight as we pull it all together, let's look at a checklist of the typical things we need to consider.

Item	Action	Henry Schein Partnership
<input type="checkbox"/> New Office	Determine: <input type="checkbox"/> Service Area <input type="checkbox"/> Type of Practice <input type="checkbox"/> Size	Special Markets <input type="checkbox"/> Consultation and Advice
<input type="checkbox"/> Budget	Establish and Identify <input type="checkbox"/> Limitations Requirements: <input type="checkbox"/> Short-term <input type="checkbox"/> Long-term	Special Markets <input type="checkbox"/> Help identify budget considerations
<input type="checkbox"/> Funding	<input type="checkbox"/> Grant Application <input type="checkbox"/> Financing	<input type="checkbox"/> Equipment/Supply details <input type="checkbox"/> Financing Alternatives
<input type="checkbox"/> Site	Identify Suitable Site <input type="checkbox"/> New Build <input type="checkbox"/> Renovation <input type="checkbox"/> Purchase <input type="checkbox"/> Lease	Local Schein Team <input type="checkbox"/> Local Properties avail?
<input type="checkbox"/> Site Lease Negotiations	<input type="checkbox"/> Attorney <input type="checkbox"/> Rates <input type="checkbox"/> Tenant Improvement Allowance <input type="checkbox"/> Term and Renewal	

	<input type="checkbox"/> Hours of Access <input type="checkbox"/> Rent Abatement (Construction period) <input type="checkbox"/> Landlord Obligations	
<input type="checkbox"/> Office Design	<input type="checkbox"/> Meet with Henry Schein to establish requirements	<input type="checkbox"/> Provide expert design service
<input type="checkbox"/> Architect	<input type="checkbox"/> Develop blueprints – Assure compliance with applicable codes, regulations, standards	<input type="checkbox"/> Provide equipment templates, assist with electrical and plumbing specifications (X-ray, J-box, Utility Room, Sterilization, Operatory, Tank Room)
<input type="checkbox"/> Contractor	<input type="checkbox"/> Identify contractor with dental clinic experience <input type="checkbox"/> Obtain bids as needed <input type="checkbox"/> Attorney review of contract	<input type="checkbox"/> Assist in bid review <input type="checkbox"/> Identify addl needs <input type="checkbox"/> Acquainted with Contractor?
<input type="checkbox"/> Permits	<input type="checkbox"/> Contractor responsibility <input type="checkbox"/> Time restrictions? <input type="checkbox"/> Assign one liaison person	
<input type="checkbox"/> Pre-construction Meeting	<input type="checkbox"/> Review plans <input type="checkbox"/> Review requirements (Subs) <input type="checkbox"/> Review schedule	<input type="checkbox"/> Include Schein ES as resource.
<input type="checkbox"/> Construction	<input type="checkbox"/> Verify plumbing before floor poured/placed <input type="checkbox"/> Layout before wall installation <input type="checkbox"/> Verify electrical before walls are finished <input type="checkbox"/> Plan regular 'walk-through' inspections to monitor progress/identify problems	<input type="checkbox"/> Schein ES regularly review/meet with contractor to assure accuracy
<input type="checkbox"/> Aesthetics/Furniture	Choose: <input type="checkbox"/> Color scheme <input type="checkbox"/> Finish materials <input type="checkbox"/> Floor coverings <input type="checkbox"/> Window coverings <input type="checkbox"/> Furnishings <input type="checkbox"/> Other: _____	Henry Schein <input type="checkbox"/> Design Team – assist with plan <input type="checkbox"/> Provide furniture options
<input type="checkbox"/> Computer/Communications	Design/Layout	Schein

	<input type="checkbox"/> Computer Terminals <input type="checkbox"/> Printer/Monitor locations <input type="checkbox"/> Communication system <input type="checkbox"/> Telecommunications	<input type="checkbox"/> IT Dept – solutions
<input type="checkbox"/> Equipment	<input type="checkbox"/> Develop final equipment list <input type="checkbox"/> Place order 4-6 wks advance	<input type="checkbox"/> Assist with choices to meet need and budget <input type="checkbox"/> Place and monitor order with equipment manufacturers <input type="checkbox"/> Store equipment until installation
<input type="checkbox"/> Merchandise/Small Equip	<input type="checkbox"/> Place order 2 wks advance	<input type="checkbox"/> Field sales consultant helps create/complete initial order
<input type="checkbox"/> Staffing	<input type="checkbox"/> Hire qualified staff well in advance to complete required training	<input type="checkbox"/> If aware of referrals/resources provide assistance
<input type="checkbox"/> Signs	<input type="checkbox"/> Determine and order at least 4-6 weeks in advance external/internal signage requirements	
<input type="checkbox"/> Equipment Installation	<input type="checkbox"/> Schedule installation to occur on completion of construction	<input type="checkbox"/> Skilled technicians install equipment and provide training
<input type="checkbox"/> Allied Services	<input type="checkbox"/> Prosthetics laboratory – Price and determine delivery schedule <input type="checkbox"/> Janitorial if not included in lease. Specify requirements for health care facility <input type="checkbox"/> Start utilities <input type="checkbox"/> Biohazard disposal <input type="checkbox"/> Regular purchase of dental supplies <input type="checkbox"/> Chemical disposal <input type="checkbox"/> Trash disposal <input type="checkbox"/> Equipment service/maintenance agreement <input type="checkbox"/> Medical gas supply <input type="checkbox"/> Mail Delivery <input type="checkbox"/> Office supplies	<input type="checkbox"/> Service and maintenance program <input type="checkbox"/> Special purchasing program for merchandise/office supplies <input type="checkbox"/> Provide ordering tools to manage, track, control order process
<input type="checkbox"/> Radiation Control	<input type="checkbox"/> Register x-ray machines	<input type="checkbox"/> Provide dosimetry monitoring resources

	<input type="checkbox"/> Contract for dosimetry badges and monitoring	
<input type="checkbox"/> Business License	<input type="checkbox"/> Verify requirement	
<input type="checkbox"/> Practice Management	<input type="checkbox"/> Paper forms and records <input type="checkbox"/> Practice Management Software	<input type="checkbox"/> Provide resources for both
<input type="checkbox"/> Announcements	<input type="checkbox"/> Inform community of availability	<input type="checkbox"/> Possible contact information
<input type="checkbox"/> Move In	<input type="checkbox"/> Allow min one week <input type="checkbox"/> Move-in and organize <input type="checkbox"/> Sterilize new instruments <input type="checkbox"/> Sanitize treatment areas	<input type="checkbox"/> Local team members available to assist
<input type="checkbox"/> GRAND OPENING	Invite <input type="checkbox"/> Community leaders <input type="checkbox"/> Partners <input type="checkbox"/> Patients	Henry Schein <input type="checkbox"/> WE LOVE A PARTY!



You Can Make It Happen!

Ready to go?

You have a plan and a target population. You have the resources and the desire to do great things in your community. You are ready to succeed.

We at Henry Schein Dental believe in you and your goals. We're here to support your success. We want to be a part of your team, to be your true partner, and we look forward to the opportunity to be involved with your program and your community.

Let's succeed together!



Appendices

Appendix A
Contacts for Merchandise Orders and Information

Appendix B
Quick Financing Application

Appendix C
Current Merchandise Price List as of 11/02/2009

Appendix D
Sample Equipment Budgets Four Operatory Clinic

Appendix E
Sample Clinic Layouts

Appendix A

Contacts for Merchandise Orders and Information

Primary Tele-sales Contacts

Western Region
Heidi Vargas & Katrina Garr
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splmkt@henryschein.com
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Eastern & Central Regions
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Casey Silvas
Regional Sales Manager
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Special Markets Equipment Team

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Director of Equipment Sales – Special Markets
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West Allis, WI 53227
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Fax: 800-305-7130
Chuck.Jenkins@henryschein.com

Jay Stewart
Central Regional Equipment Manager
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Jules Paoletti
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Southeast Regional Equipment Manager
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Fax: 800-586-1524
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Technology Manager
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Fax: 877-974-3396
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Special Markets Equipment Administrative Asst
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Fax: 800-305-7130
Jessica.Casarez@henryschein.com

Randy Kofron
Southwest Regional Equipment Manager
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Phoenix, AZ 85044
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Fax: 480-759-9519
Fax (Center): 480-317-0075
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Northwest Regional Equipment Manager
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Fax: 888-370-8590
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Bill Reminga
Government Equipment Manager
265 Leonard, NW
Grand Rapids, MI 49504
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Cell: 616-299-1328
Fax: 616-454-6330
Bill.Reminga@henryschein.com

SM Corporate Equipment Support
(DPMs Equipment Orders)
CES@Henryschein.com
Fax: 800-953-4947

Appendix B



Quick Application

135 Duryea Road, Melville, NY 11747
T: 800-853-9493
F: 800-542-4502
hsfs@henryschein.com

Company Information

Business Name _____
Business Address _____
City _____ State _____ Zip _____
Business Phone _____ Business Fax _____
Cell Phone _____ E-mail Address _____
Years in Business _____
Type of Business ☐ Corporation ☐ Sole Proprietor ☐ Partnership ☐ LLC

Personal Information

Doctor's Name _____ Social Security # _____
Business Phone _____ Business Fax _____
Cell Phone _____ E-mail Address _____

Equipment Information

Equipment Description _____
Amount Requested _____
Henry Schein Representative _____

Declaration/Authorization

You, the "Applicant" (which term includes the above business entity or entities as well as the undersigned individual(s)), certify to use that Applicant is applying for credit for business reasons, and not for personal, family or household purposes. Henry Schein, Inc., its assigns and/or its designees (such designees being funding sources which Henry Schein, Inc. is attempting to secure as a lessor or lender to Applicant) (each of which may be referred to herein as "Creditor"), is authorized to obtain information from others concerning Applicant's credit and trade standing and other relevant information impacting this Application and provide to others information about its transaction and experiences with Applicant. Creditor may obtain credit reports, including consumer credit reports, in connection with the Application, and at Applicant's request, will tell Applicant whether a credit report was obtained and, if so, the name and address of the reporting agency which provided it. Provided credit is granted, Creditor may, without further notice to Applicant, use or request subsequent credit bureau reports (1) to update Creditor's information, (2) in connection with a renewal or extension, and/or (3) in connection with Applicant's request for additional services. Applicant agrees that Creditor may get or share credit information with its agents, assignees, and its designees regarding the Applicant, Guarantor(s) or Applicant owners in connection with the Applicant's Application. Except as otherwise prohibited by law, Applicant agrees and consents that Creditor may share with affiliates and others all information about Applicant that Creditor has or may obtain for, among other things, the purpose of evaluating credit applications or offering Applicant products or services that Creditor believes may be of interest to Applicant. Applicant represents that it has reviewed this document and the information herein is true, correct and complete.

THE APPLICANT HAS A RIGHT TO A STATEMENT OF THE SPECIFIC REASON IF AN ADVERSE ACTION HAS BEEN TAKEN. TO REQUEST THIS INFORMATION, CONTACT HENRY SCHEIN'S ECOA COMPLIANCE DEPARTMENT WITHIN SIXTY (60) DAYS OF RECEIPT OF AN ADVERSE ACTION NOTIFICATION. THE DEPARTMENT CAN BE REACHED BY WRITING TO [INSERT HS ADDRESS]. WHEN CONTACTING THE DEPARTMENT, PLEASE INCLUDE A COPY OF YOUR CREDIT APPLICATION TO ASSIST US IN LOCATING YOUR FILE. HENRY SCHEIN, INC. WILL PROVIDE APPLICANT WITH A STATEMENT OF THE SPECIFIC REASONS FOR THE ADVERSE ACTION WITHIN THIRTY (30) DAYS AFTER HENRY SCHEIN, INC. HAS RECEIVED APPLICANT'S REQUEST FOR ADDITIONAL REQUEST. NOTICE: THE FEDERAL EQUAL CREDIT OPPORTUNITY ACT PROHIBITS CREDITORS FROM DISCRIMINATING AGAINST CREDIT APPLICANTS ON THE BASIS OF RACE, COLOR, RELIGION, NATIONAL ORIGIN, SEX, MARITAL STATUS, AGE (PROVIDED THE APPLICANT HAS THE CAPACITY TO ENTER INTO A BINDING CONTRACT); BECAUSE ALL OR PART OF THE APPLICANT'S INCOME DERIVES FROM ANY PUBLIC ASSISTANCE PROGRAM; OR BECAUSE THE APPLICANT THE APPLICANT HAS IN GOOD FAITH EXERCISED ANY RIGHT UNDER THE CONSUMER CREDIT PROTECTION ACT. THE FEDERAL AGENCY THAT ADMINISTERS COMPLIANCE WITH THIS LAW CONCERNING THIS CREDITOR IS THE FEDERAL TRADE COMMISSION, EQUAL CREDIT OPPORTUNITY, WASHINGTON, D.C. 20580 APPLICANT HEREBY AUTHORIZES CREDITOR OR ANY CREDIT BUREAU OR OTHER INVESTIGATIVE AGENCY EMPLOYED BY CREDITOR TO INVESTIGATE THE REFERENCES HEREIN LISTED OR STATEMENTS OR OTHER DATA OBTAINED FROM APPLICANT OR FROM ANY OTHER PERSON PERTAINING TO APPLICANT'S CREDIT AND FINANCIAL RESPONSIBILITY.

Each of the undersigned is applying for joint credit.

Signature of Applicant's Representative	Title	Submission Date	Signature of Principal or Co-applicant	Submission Date
Signature of Principal or Co-applicant	Title	Submission Date	Signature of Principal or Co-applicant	Submission Date

09YS2026_Dental

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Appendix C

Merchandise Price List

ITEM#	DESCRIPTION	SIZE	PHC PRICE 10/09
<u>ABRASIVES</u>			
1701686	Aluminum Oxide 50 Micron	1l	\$8.68
1005775	Lab Pumice Coarse	1lb/Ea	\$11.63
1001454	Lab Pumice Coarse	5lb/Ea	\$14.55
1004774	Lab Pumice Fine	1lb/Ea	\$11.70
1005836	Lab Pumice Flour	1lb/Ea	\$11.84
1008129	Lab Pumice Medium	5lb/Ea	\$14.43
1005147	Lab Pumice Medium	1lb/Ea	\$11.71
2217191	Lathe Wheels Brown 304M	Ea	\$11.45
5571572	Preppies Pumice	100/Bx	\$27.18
1019943	Stone Grinding Wheels	Ea	\$8.29
<u>ACRYLICS</u>			
3336151	Coe Comfort Professional Pk	6oz/Ea	\$91.53
3333842	Coe-Soft Professional Pkg	6oz/Ea	\$92.82
3337167	GC Reline Standard Pk	Ea	\$102.69
1256401	Jet Repair Acrylic Liquid	118MI/Bt	\$13.36
3337765	Kooliner Reline Complete	Ea	\$64.14
2229374	Lynal Tissue Conditioner	Ea	\$131.19
1007946	Tissue Conditioner	Ea	\$30.95
1027977	Tray Material Light Cure	50/Bx	\$44.71
1024955	Tray Material Light Cure	50/Bx	\$44.91
1171947	Visco-gel Tissue Conditioner &	Pk	\$104.27
<u>ALLOYS</u>			
1001803	Amalgam Well	Ea	\$10.28
5557010	Dispersalloy Capsule Fast Set	50/Bx	\$96.01
1000225	Ionosphere Caps Reg Set	50/Jr	\$29.75
1003946	Ionosphere Caps Reg Set	50/Jr	\$34.00
1002850	Stratosphere Caps Fst Set	50/Jr	\$40.80
1007721	Stratosphere Caps Reg set	50/Jr	\$40.80
1007532	Troposphere Caps	50/Jr	\$40.80
1009246	Troposphere Caps	500/Jr	\$355.31
1230675	Tylin Caps Reg Set	50/Jr	\$100.66
1231075	Tylin Caps Reg Set	500/Jr	\$599.14
2224957	Valiant Ph.D.Capsule	50/Bx	\$91.62
<u>ANTIBIOTICS</u>			
1100709	Amoxicillin Capsules	100/Bt	\$39.70
1106497	Amoxicillin Capsules	500/Bt	\$161.02
1105783	Amoxicillin Capsules	500/Bt	\$113.05
4204150	Amoxicillin Capsules	50/Bt	\$12.75
1089886	Amoxicillin Suspension	100mL/Bt	\$9.68
1119132	Azithromycin Dose Pack Tablets	3x3Ud/Pk	\$24.29

1118894	Ciprofloxacin Hcl Tablets	100/Bt	\$9.00
1082533	Clindamycin HCL Capsules	100/Bt	\$44.03
1089668	Penicillin VK Pwdr f/Solution	100mL/Bt	\$5.98
1089408	Penicillin VK Tablets	100/Bt	\$30.01

ARTICULATORS, FACEBROWS, ACCESS

1120105	Articulator Maxillo	Ea	\$915.21
1120082	Articulator Ulti-Mate	Ea	\$152.46
1128097	Bitefork-Dentulous Use	Ea	\$22.11
2421611	Curved Disc F/Mag Artic	6/Pk	\$5.36
3162974	Full Arch #2 Articulator	Ea	\$6.94
1019939	Full Arch A-2 Articulator	Ea	\$9.08
1127278	Hanau Model Mate	Ea	\$203.81
2420080	K-Brass Articulator	Ea	\$12.08
2426009	Precision Articulator	Ea	\$45.81
1126353	Reference Plane Locator	Ea	\$5.76

BRUSHES & BUFFS

1000417	Brush Lab Wheel B23	Ea	\$5.92
1010972	Felt Cone Pointed Small	Ea	\$1.81
9004215	Muslin Buff	Ea	\$2.36
9004216	Muslin Buff	Ea	\$2.99
9004218	Muslin Buff	Ea	\$2.20
9004217	Muslin Buff	Ea	\$2.36
3650916	Muslin Buff 2x30 PLY	EA	\$1.57
2282176	Muslin Rag Wheel	12/Pk	\$14.45
2284279	Natural Bristle Brushes	12/Pk	\$8.68
1611566	Pure Buff Foam Wheels	48/Bg	\$26.85

CARDIOVASCULAR DRUGS

1813332	Furosemide Inj SDV Non-Return	2mL/VI	\$2.18
1025014	Lisinopril Tablets	100/Bt	\$14.24
1026142	Lisinopril Tablets	100/Bt	\$8.45
1123549	Nitroglycerin Sub Tabs	100/BT	\$23.08
1123560	Nitroglycerin Sub Tabs	4x25/Pk	\$36.45
1123563	Nitroglycerin Sub Tabs	100/Bt	\$23.08
3213802	Nitrostat Sublingual Tablets	100/Bt	\$21.18
3211193	Nitrostat Sublingual Tablets	100/Bt	\$26.59
3212072	Nitrostat Tabs Unit-Dose	4x25/Pk	\$44.93

CEMENTS - LINERS - BASES

3784404	Cavit G	28gm/Jr	\$13.46
1121236	Copalite Varnish	1/2oz/Bt	\$14.13
2220566	Dycal Standard Package	Ea	\$37.24
2229788	Dycal Standard Package	Ea	\$37.12
3333242	FujiCem Automix Refill	Ea	\$135.99
2224179	IRM Caps	50/Bx	\$69.08
2221135	IRM Complete Package Ivory	Ea	\$46.67
2225856	IRM Powder Ivory	38gm/Bt	\$32.01
7772647	Vitrebond Introductory	Ea	\$178.34
7773947	Vitrebond Liquid	5.5ml/Bt	\$93.68

CHEMICAL MATERIALS

3337894	Coe-Sep	Qt/Ea	\$25.87
1016939	Debubblizer	8 oz/Bt	\$7.10
1236241	Debubblizer Pump Spray	8oz/Bt	\$19.74
2421974	Diamond D Ultra Sep	1Gl/Bt	\$32.38
1328142	Glycerine USP	Each	\$12.63
2289144	Isofix 2000 & Spray Bottle	Ea	\$29.22
1616963	Surfactant	8 Oz.	\$10.66
8773225	Val-Clean	10/Bx	\$9.87
8774584	V-Sep Gallon	Ea	\$47.39
5100210	WonderFill	Ea	\$37.12

COMPOSITE MATERIALS

1675487	Triad Accessory Package	Ea	\$47.39
1674466	Triad Air Barrier Coating	5oz/Bt	\$10.50
1671617	Triad Denture Base Material	30/Pk	\$106.81
1671250	Triad Denture Base Material	30/Pk	\$106.64
1670950	Triad Denture Base Material	6/Pk	\$35.94
1679748	Triad Denture Base Material	6/Pk	\$35.94
1679272	Triad Transheet	24/Pk	\$121.65
1674552	Triad VLC Bonding Agent	Ea	\$9.87
1674984	Triad VLC Custom Tray Material	30/Pk	\$66.99
1676290	Triad VLC Provisional Material	6/Pk	\$28.59

CROWN & BRIDGE

7778030	3M Crowns SS 1st Prim Mol	5/Bx	\$32.17
7773651	3M Crowns SS 1st Prim Mol	5/Bx	\$32.17
7770550	3M Crowns SS 1st Prim Mol	5/Bx	\$32.12
7771753	3M Crowns SS 1st Prim Mol	5/Bx	\$32.24
7775599	3M Crowns SS 1st Prim Mol	5/Bx	\$32.22
7775679	3M Crowns SS 1st Prim Mol	5/Bx	\$32.23
7778055	3M Crowns SS 1st Prim Mol	5/Bx	\$32.17
7771639	3M Crowns SS 1st Prim Mol	5/Bx	\$32.17
7772571	3M Crowns SS 2nd Prim Mol	5/Bx	\$32.20
7770244	3M Crowns SS 2nd Prim Mol	5/Bx	\$32.21

DENTAL: ANESTHETIC

1019442	Benzo-Jel Topical Anesthetic	1oz/Jr	\$5.26
1011993	Benzo-Jel Topical Anesthetic	1oz/Jr	\$5.26
8567167	Cook-Waite Carbocaine 3%	50/Bx	\$30.14
8564621	Lidocaine HCl 2% & Epinephrine	50/Bx	\$25.15
4651205	Lidocaine HCL 2% W/EPI	50/Bx	\$17.58
4673005	Mepivacaine HCL 3%	50/Bx	\$19.31
1945141	Monoject Needles 30 GA Short	100/Bx	\$9.37
9001887	Premium Needle Plastic Hub Blu	100/Bx	\$9.91
2288210	Septocaine Cart 4% w/EPI	50/Bx	\$33.95
2280944	Septocaine Cart 4% w/EPI	50/Bx	\$33.98

DENTAL: HAND INSTRUMENTS

1000726	Calcium Hydroxide Placement	Ea	\$5.75
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1003313	Cotton Plier 317 College	Ea	\$2.96
1008008	Explorer DE #5	Ea	\$8.25
1003620	Explorer SE #23	Ea	\$6.68
1042350	Mirror Cone Socket FS #4	12/Bx	\$12.97
6004442	Mirror Handle Cone Socket	Ea	\$12.41
1002081	Mirror Handle Deluxe Octagonal	Ea	\$2.70
1001146	Mirror Handle Deluxe Round	Ea	\$2.91
1006633	Mirror Handle Deluxe Round	Ea	\$2.79
1006367	Mouth Props Black Rubber	2/Bx	\$12.29

DENTAL: LAB EQUIPMENT

1005837	Chuck Taper	Ea	\$10.16
1013463	Disp Plaster Trap Refill	Ea	\$20.34
1019233	Dispos-A-Trap/Complete	Ea	\$39.76
6122272	Model Trimmer 1/3 Hp 10in	Ea	\$424.20
1001748	Plaster Trap Liner	Ea	\$4.86
1013433	Super Belt 6'6	Ea	\$14.66
7707699	Therm-Bath Disposable Liner	Ea	\$3.20
3655404	Trap-Eze Refill	Ea	\$17.99
1006234	Vacuum Forming Machine	Ea	\$262.25
3653554	Vibrator PowerRite #1A	Ea	\$65.99

DENTAL: MISC

1005648	Articulating Paper Forcep	Ea	\$7.06
1002876	Articulating Paper Thin	12Bks/Bx	\$3.57
1027377	Denture Boxes	12/Pk	\$8.56
2423943	Pressure Indicator Paste	12/Pk	\$10.57
1003556	Tofflemire Matrix Bands	12/Pk	\$0.98
1003050	Tofflemire Matrix Bands	12/Pk	\$0.98
1003574	Tofflemire Matrix Bands	12/Pk	\$0.99
1001394	Tofflemire Matrix Bands	144/Pk	\$9.36
1009547	Tofflemire Matrix Retainer	Ea	\$9.41
1009413	Ultra-Thin Matrix Bands .001	12/Pk	\$1.52

DENTAL: SMALL EQUIPMENT

1028413	Acclean Ultrasonic Inserts	Ea	\$76.62
1674743	Cavitron 30K FSI SLI-10S	Ea	\$124.49
1670916	Cavitron 30k FSI-1000	Ea	\$133.70
1671630	Cavitron Insert 30K	Ea	\$137.50
1670095	Cavitron THINsert Ultrasonic	Ea	\$146.12
1002532	HS-1 Amalgamator Hi Speed	Ea	\$249.46
1004669	Illuminator White Plastic	1/Ca	\$79.59
6008467	Satin Swivel Direct Flw Ultras	Ea	\$143.75
6005407	Streamline Triple Blend Insert	Ea	\$104.90
6004097	Universal Streamline Insert	Ea	\$104.72

DENTAL: TOOTH WHITENING

9004451	Natural Elegance Plus Maintnce	Ea	\$9.47
1024951	Natural Elegance Tch-Up	Ea	\$11.05
5552064	Nupro White Gold Patient Kit	Ea	\$34.14
3784832	Perfecta Rev Pack	Ea	\$11.84

1640003	Pola Day Kit Mini	Ea	\$11.84
5256347	Press & Fit Wax Bleaching Tray	4/Pk	\$2.76
1906307	Sapphire Take Home Kit Mint	Ea	\$32.38
1002882	Superoxol Bleaching Agent	1oz/Bt	\$16.11
5430864	Visible White Full Kit	Ea	\$26.99
5434549	Visible White Touch Up Kt	Ea	\$13.49

DENTURE ACCESSORIES

3659241	Acrilustre Polish	1Lb	\$17.54
9225597	Baseplates Regular Pink	45/Bx	\$15.86
9227842	Baseplates Regular Pink	45/Bx	\$15.86
1004342	Cellophane Sheets 4x4	1000/Pk	\$11.84
1327373	Diamond Polishing Paste	Ea	\$15.79
1675993	Fox Occlusal Plane Plate	Ea	\$22.11
3618711	Identure Kit W/Reserve Sealant	Ea	\$47.39
1015179	Moldent Buffing Agent	Lb	\$9.47
5755091	Perform Tooth Sieve	Ea	\$50.55
3657033	Tripoli Cake	Lb	\$4.73

DIAGNOSTIC EQUIPMENT

8610185	Auto Digital BP Monitor	Ea	\$100.47
6350739	Portable Wrist BP Monitor	Ea	\$67.89
1943810	Probe Cover for Genius 2	96/Bx	\$7.46
8402661	Probe Cover SureTemp	250/Bx	\$10.40
1019395	Schein Thermometer Digital	Ea	\$5.86
1018334	Sphygmomanometer Bulb & Valve	Ea	\$5.03
1017469	Sphygmomanometer Latex Safe	Ea	\$24.60
1017528	Stethoscope Nurse	Ea	\$4.62
1009361	Thermometer Sheath Digital	100/Bx	\$3.39
6782442	Thermoscan Probe Cover Pro4000	200/Bx	\$15.16

DIAGNOSTIC TESTS

4379659	Alcohol Isopropyl 99%	Ea	\$14.70
1479303	Bayer's Contour Blood Glucose	50/Bx	\$34.40
3487480	Binax Now Influenza A&B Kit	10/Kt	\$137.10
1475913	Multistix 10 SG	100/Bt	\$44.57
1074050	One Step+ Strep A Dipstick	25/Bx	\$40.39
2247320	OSOM Strep A 50 Test	50/kit	\$96.44
2276481	QuickVue One Step HCG Non Retu	25/Bx	\$44.69
1204787	Selective Strep Culture Plates	10/Pk	\$10.26
2241056	Taxo A Discs (Bacitracin)	50/TB	\$8.06
1022285	Urispec 11-Way	100/Bt	\$29.13

DIE & MODEL FABRICATION

1320160	Bottle Plastic Empty w/Spray	Ea	\$2.76
2442863	Endowels	50/Bx	\$20.53
1045563	Glue Fast Setting	1oz/Bt	\$9.47
2422490	Keybond Adhesive	Ea	\$12.63
1045722	Model Base Molds Large Arch	Ea	\$7.73
1045721	Model Base Molds Medium Arch	Ea	\$7.73
2574701	Model Formers	2/Set	\$41.07

2577219	Model Formers	2/Set	\$41.07
2576813	Model Formers	2/Set	\$40.28
1078647	Study Model Base Former	2Bx	\$19.74

DISPOSABLES

1007265	Dri-Gard Towel 2Ply+Poly	500/Ca	\$20.19
1009276	Dri-Gard Towel 2Ply+Poly	500/Ca	\$20.15
1010476	Dri-Gard Towel 2Ply+Poly	500/Ca	\$20.13
1733810	Dry Tips Adult	50/Bx	\$10.26
1733061	Dry Tips Child	50/Bx	\$10.26
9004214	Facial Tissue	100/Bx	\$1.72
1002649	Kleenex Facial Tissue	100/Bx	\$1.66
1000580	Medicine Cups Graduated	100/Pk	\$1.52
1008229	Napkin Holder w/Plastic Sleeve	Ea	\$3.42
1000934	Tray Cover 8.5"x12.25"	1000/Bx	\$15.20

EMERGENCY MEDICAL SUPPLY PROD

7079793	Ammonia Inhalants	10/Pk	\$7.67
6923769	CPR Assistance Pack	Ea	\$2.63
2998731	CPR Life Mask Compact Barrier	Ea	\$5.94
3729613	CPR Microshield Breather	Ea	\$4.54
1721052	Micromask Replace Valve w/Case	Ea	\$5.94
1511925	Mini Paramedic Sheers 5.5"	Ea	\$5.35
1207139	Oxygen Mask Non-Rebreath	Ea	\$3.08
4224993	Safetec Biohand Antiseptic	Ea	\$6.37
4996431	Spur Resuscitator W/Mask Resv	Ea	\$13.25
4993940	Spur Resuscitator W/Mask Resv	Ea	\$10.62

ENDOCRINE DRUGS

9085362	Depo-Medrol Inj SDV W/Pres	1ml/VI	\$13.10
2581970	Dexamethasone Sod Pho MDV	30mL/Ea	\$12.90
3750168	Dexamethasone Sodphos SDV	25x1ml	\$40.08
1047167	Flumazenil Injection MDV	10ml/VI	\$93.82
1960545	Kenalog-10 Inj	5ml/VI	\$15.32
1969429	Kenalog-40 Inj	10ml/VI	\$73.89
1961737	Kenalog-40 Inj	5ml/VI	\$62.98
1081376	Methylprednisolone Acet MDV	5ml VI	\$53.48
4080037	Prednisone Tablet	100/Bt	\$6.07
9084986	Solu-Cortef Act-O-Vial SDV	2ml/VI	\$11.39

ENDODONTIC PRODUCTS

1002563	Absorbent Points Cell Pk #504	200/Bx	\$6.76
1008170	Absorbent Points Cell Pk #504	200/Bx	\$6.74
1005312	Dry Socket Paste	Ea	\$62.40
5472070	Endo Ice Spray	Ea	\$17.23
1009709	Endoflex K-Files 21mm	6/Bx	\$6.05
1029994	Formo Cresol	Ea	\$29.15
1009439	K-Files 25mm	6/Bx	\$7.75
1005269	K-Files 25mm	6/Bx	\$7.80
3784499	RC Prep	Ea	\$25.13
1007562	Sodium Hypochlorite Solution	Ea	\$23.69

EVACUATION PRODUCTS

1029023	Aspirator Tip Surgical Green	25/Pk	\$9.33
1012270	Aspirator Tip Surgical White	25/Pk	\$9.36
9004272	BCA Saliva Ejectors Pink	100/Bg	\$3.49
1004568	Evacuator Tips Non-Vented	50/Bg	\$2.46
1014856	Evacuator Tips Vented	50/Bg	\$3.66
1026316	Or-Evac Evacuation	32oz/Bt	\$12.81
1077388	Premium Salivia Ejector Clear	100/Pk	\$5.47
1004092	Saliva Ejector Clear	100/Pk	\$2.40
6423625	Saliva Ejector Tip	Ea	\$2.64
1005205	Saliva Ejector White Opaque	100/Pk	\$2.41

EYE, EAR, NOSE DRUGS

1106170	ColyMycin S Otic Sol	5mL/Bt	\$63.07
8903692	Cortisporin-TC 10mL	10ml/Bt	\$109.05
4080068	Fluorescein/Benox Ophth Sol	5ml	\$15.19
1045670	Fluorescein/Propar Ophth	5ml/Bt	\$11.20
2455094	Fluress Ophthalmic Solution	Ea	\$16.33
1043735	Ful-Glo Ophth Strips	100/Bx	\$21.37
3321182	Naphcon-A Eye Drops	15ml/Bt	\$12.15
5547033	Neo-Synephrine Spray Mild	15ml/Bt	\$5.31
5542421	Neo-Synephrine Spray Reg Stren	15ml/Bt	\$6.17
4730172	Tetrasine Eye Drops	15ml/Bt	\$1.99

FINISHING & POLISHING

1950590	Brownie FG Mini Point	12/Bx	\$19.62
1951823	Dura-White Stones FG	12/Bx	\$16.25
1955811	Dura-White Stones FG	12/Bx	\$16.35
1959167	Dura-White Stones FG	12/Bx	\$16.27
2228109	Enhance Finishing Refill	40/Bx	\$68.16
2220278	Enhance Finishing Refill Cups	40/Bx	\$68.34
1002860	Gapped Strips Dual Purpose	150/Bx	\$10.92
1008311	Glossy Polishing Paste	4gm/Ea	\$8.85
7773622	Sof-Lex Pop-On Mandrel	3/Pk	\$21.08
1422853	White Arkansas Stones FG 3	12/Bx	\$16.89

FLU VACCINE

1815001	FluLaval 5mL Vial CAG	5mL/VI	\$77.48
5469002	Fluvirin 5mL Vial CAG	5mL/VI	\$77.11
5469001	Fluvirin 5mL Vial PB	5mL/VI	\$77.50

GARMETS

3272070	Embroidery Charge P/Ln Script	Ea	\$3.25
3278406	Lab Coat Ladies Tradtion White	Ea	\$24.23
3271180	Pants Scrub Unisex Navy Blue	Ea	\$9.50
1000808	Patient Apron Plastic Knee	Ea	\$10.66
1810737	Shirt Scrub Unisex Navy Blue	Ea	\$7.25
4239787	Unisex Protective Coat	Ea	\$31.54
3272319	Unisex Protective Coat	Ea	\$31.23
3278184	Unisex Protective Coat	Ea	\$31.75

3275914	Unisex Protective Coat	Ea	\$31.33
3271990	Unisex Protective Coat	Ea	\$31.15

GASTRO-INTESTINAL

1044798	Antacid Liquid	12oz/Bt	\$2.75
2489762	Carafate Suspension	14oz/Bt	\$69.98
1118915	Diphenoxylate/Atropine Tablets	100/Bt	\$169.85
1101108	Loperamide Capsules	100/Bt	\$6.45
1119201	Loperamide Hcl Caplets	12/Bt	\$3.79
1101347	Omeprazole Er Capsules	100/Bt	\$28.38
1118892	Ranitidine Hcl Tablets	100/Bt	\$3.95

GLOVES

1025355	Criterion CL PF Ltx Glove Exm	100/Bx	\$4.86
1028296	Criterion CL PF Ltx Glove Exm	100/Bx	\$4.87
1025419	Criterion PC PF Ltx Glove Exm	100/Bx	\$4.70
1025421	Criterion PC PF Ltx Glove Exm	100/Bx	\$4.69
1033301	Elastex Nitrile PF Glove Exam	100/Bx	\$7.22
1033302	Elastex Nitrile PF Glove Exam	100/Bx	\$7.21
1042056	Illusion PF Bubble Gum Glove	100/Bx	\$7.07
1032507	Pure Grip PF Latex Glove Exam	100/Bx	\$4.36
1032504	Pure Grip PF Latex Glove Exam	100/Bx	\$4.37
1032523	Pure Grip PF Latex Glove Exam	100/Bx	\$4.35

GYP SUM

5571991	Buffstone	1/Ca	\$21.32
3184100	CoeCal Dental Stone	25LB	\$19.74
5697266	Denstone	50lb	\$31.37
5693164	Denstone White	Ea	\$22.90
5698553	Denstone Yellow	Each	\$22.70
9004031	Gibraltar Labstone	25Lb/Ea	\$17.11
9004036	Gibraltar Plaster	25Lb/Ea	\$11.74
5691826	Labstone	25lb	\$19.74
5695820	Labstone	50lb	\$28.26
5690087	Model Plaster	25Lb	\$20.90

HAND PIECES

6288839	20E Intramatic E Handpiece	Ea	\$400.02
1005848	Contra Angle 20,000 RPM	Ea	\$24.71
1005290	Handpiece Gasket 4 Hole	Ea	\$6.91
6282232	Kavo Spray w/o Nozzle	Ea	\$39.84
6282596	Mira Lux 635B MFlex Hp FO	Ea	\$417.17
6288832	Multiflex Lux Bulbs	2/Pk	\$66.43
7726728	Push Button Low Speed Angle	Ea	\$218.60
6289277	Quattrocare Spray	500mL/Bt	\$40.25
7721553	Shorty/Rhino Contra Angle	Ea	\$156.05
1028721	Spray & Clean 6oz Can	Ea	\$12.52

HEALTH & BEAUTY AIDS

5561420	Advil Tabs Industrial Pkg	50x2/Bx	\$10.83
9509171	Distilled Water	4/Ca	\$6.31

3210200	Efferdent Tablets	90/Bx	\$6.71
1088152	Ethyl Alcohol	16oz/Bt	\$2.44
1656449	Fixodent Denture Adhesive	2.4oz/Tb	\$7.31
1108289	Fixodent Dumpbin	50/Ca	\$27.22
1023516	Hydrogen Peroxide	16oz/Bt	\$0.81
1024799	Isopropyl Alcohol	Gal/Bt	\$9.27
1024716	Isopropyl Alcohol 70%	16oz/Bt	\$1.40
1049637	Lubricating Jelly, HSI	4oz/Tube	\$0.97

HYPODERMIC SUPPLIES

9872645	Eclipse Needle Blood 22GX	48/BX	\$24.34
9876956	Eclipse Needle Blood Collect	48/Bx	\$22.75
9879348	Integra Safety Syr w/Ndl 3ml	100/Bx	\$56.09
9870029	Needle Disposable	100/Bx	\$9.48
5479480	Safe-T-Fill EDTA Purple	50/Pk	\$30.54
3150434	Safety Wing Blood Collection	50/Bx	\$54.39
9875905	Safetyglide Syringe 3cc	50/Bx	\$21.82
9871301	Safety-Lok Blood Collection	50/Bx	\$55.15
3156628	Sur-Vet 1cc Syr w25gx5/8"	100/bx	\$11.60
9872059	TB Syringes w/Needle Slip 1cc	100/Bx	\$19.57

IMPRESSION PRODUCTS

1023597	Blu-Bite HP Fast Set	2/Bx	\$21.32
1024779	Blu-Bite HP Fast Set	2/Bx	\$21.07
9000766	HP Mixing Tips Large Green	48/Bg	\$28.33
2225589	Jeltrate Fast Set	Each	\$12.52
2223864	Jeltrate Plus Fast Set	1Lb	\$12.57
1941135	Monoject 412 Syringe Curved	50/Bx	\$20.82
1002880	Poly Pad Mix Pad 3"x3"	Ea	\$2.32
1012587	Schein Alginate Dustless	Lb	\$9.15
1005455	Schein Alginate Fast Set	1Lb	\$8.02
1027791	Syringe Utility Curved	50/Bx	\$18.87

INCONTINENCE PRODUCTS

1073932	Diapers Baby Medium	Ca	\$24.64
9674918	Durasorb Plus Underpad 23x36	75/CA	\$31.36
8901859	Durasorb Plus Underpads Lt.BI	75/Ca	\$33.31
8909493	Durasorb Underpad Fluff-Fill	300/Ca	\$39.00
8902730	Peri Pads	20x12/Ca	\$35.95
8906296	Surecare Underpad	36/Bg	\$11.40
8906517	Tendersorb Underpad Large	150/Ca	\$39.69
8959884	Underpads Fluff Filled Poly	300/Ca	\$47.17

INFECTION PRODUCTS

6408482	CaviWipes Towelettes	66/Cn	\$10.05
6402805	CaviWipes Towelettes Disinfect	160/Cn	\$7.98
1043809	Earloop Face Masks	50/Bx	\$5.14
1046611	Earloop Face Masks	50/Bx	\$5.15
1066794	Maxiwipe Germicid Cloth	160/Cn	\$6.68
1089627	Sterilization Pouch Self	200/Bx	\$8.20
1083319	Sterilization Pouch Self	200/Bx	\$8.47

1089121	Sterilization Pouch Self	200/Bx	\$11.83
1086275	Sterilization Pouch Self	200/Bx	\$8.68
1083723	Sterilization Pouch Self	500/Bx	\$19.45

IV PRODUCTS

5075300	Sodium Chl 0.9% Irrig Plas Bt	EA	\$1.87
5075201	Sodium Chloride 0.9% Irrig	EA	\$1.81
1537411	Sodium Chloride 0.9% Irrig	BT	\$1.94
1531042	Sodium Chloride 0.9% Irrig	BT	\$4.98
1531434	Sodium Chloride 0.9% Irrig	EA	\$2.23
1537468	Sodium Chloride Solution	250ml/Bg	\$2.06
5075000	Sterile Water For Irrigation	1000ml	\$1.86
1536483	Sterile Water For Irrigation	250ml/Bt	\$5.36
5075001	Sterile Water For Irrigation	500ml/Bt	\$1.69
1530577	Sterile Water For Irrigation	1000ml	\$7.53

LABORATORY

1003312	Capillary Tube Micro-Cal Hep	100/Bt	\$7.19
8425311	Glucose 201 Micro Cuvette	100/Bx	\$106.75
1109167	HB201 Microcuvettes	100/Bx	\$181.79
1205747	Lancet Haemolance Pink Sterile	150/Bx	\$49.04
1065174	Lancet Mctnr Purple Sterile	200/Bx	\$46.79
4966428	Lancet Surgilance Gray	100/Bx	\$16.16
1008362	Lens Paper 4"x6"	50/Pk	\$1.34
2464196	Prestige Glucose Strip Test	50/BT	\$35.63
2703884	Tourniquet L/F	25/Bx	\$12.50
9875421	Vacutainer Tube EDTA Lav 13x75	100/Bx	\$32.39

LARGE EQUIPMENT ACCESSORIES

1048066	Autoclavable Syringe Tips	6/Pk	\$30.75
1019517	Bulb Overhead A-Dec	Ea	\$10.40
7171676	DenOptix Barrier Envelope	100/Pk	\$15.88
5501295	Optime Barriers& Cvrs,Sz.2	500/Bx	\$91.95
1071079	Personal Inhaler Plus Small	24/Pk	\$73.36
6986948	ScanX Barrier Envelopes	300/Bx	\$39.90
6986943	ScanX Barrier Envelopes	100/Bx	\$15.54
6986944	ScanX Barrier Envelopes	100/Bx	\$15.53
6987347	ScanX Phosphor Plates	4 ea	\$94.97
6983171	ScanX Phosphor Plates	2/Bx	\$45.92

MED/VET INSTRUMENTS

1207185	Ear Curette FlexLoop White	50/Bx	\$43.09
9536054	Keyes Biopsy Punch Disposable	Ea	\$2.54
1045531	Needle Holder Mayo-Hegar	Ea	\$31.44
4997957	Vaginal Specula 590 Series	24/Bx	\$42.11
4993427	Vaginal Specula 590 Series	24/Bx	\$42.37
1029422	Vaginal Speculum Dispos HSI	10/Pk	\$8.75
1025396	Vaginal Speculum Dispos HSI	10/Pk	\$7.56
1025397	Vaginal Speculum Dispos HSI	10/Pk	\$6.74
1199517	Vaginal Speculum Disposable	10/Pk	\$7.34
1195305	Vaginal Speculum Disposable	10/Pk	\$7.22

MEDICAL EQUIPMENT

1534320	Cannula Nasal Tubing	Ea	\$1.18
1201455	CardioSens/Ultra Electrode	100/Bg	\$8.93
1190702	Electrode Resting Tab	100/Bg	\$5.03
1028339	Electrode Tab Resting HSI	100/Pk	\$5.13
6358667	Finger Cots Latex	144/Bx	\$4.32
1531914	Misty-Neb Nebulizer 7'Tube	Ea	\$1.89
1530192	Misty-Neb w/T Adapter M P 7'TU	Ea	\$1.29
1413558	Nebulizer Mask w/Tubing	Ea	\$2.87
1203172	Nebulizer Micro Mist	Ea	\$1.03
1014598	Penlight Clip Switch w/2 AAA	Ea	\$2.51

MERCHANDISE: GENERAL LAB

1018361	Mouthguard Blue Mouth	12/Pk	\$10.26
1017962	Mouthguard Reg/Clear .060	12/Pk	\$7.89
1001199	Mouthguard Resin Clear Mouth	12/Bx	\$9.95
1069841	Mouthguard Standard W/O Strap	12/Pk	\$23.69
1069926	Mouthguard Standard With Strap	12/Pk	\$23.69
1018910	Mouthguard Thermo-Forming	12/Pk	\$6.31
1007718	Mouthguard Thermo-Forming Clr	12/Pk	\$8.68
2551380	Proform Mouthguard	12/Pk	\$46.97
1003513	Resin Material Coping .020	50/Bx	\$7.10
1004623	Thermo-Forming Sheets Pink	25/Pk	\$10.12

METAL, PLASTIC & GLASS

6357227	Alcohol Dispenser Clear	Ea	\$6.95
1000164	Basin Emesis Plastic 16Oz Rose	Ea	\$0.79
1038402	Basin Emesis Plastic 16Oz Trqs	Ea	\$0.47
1031263	Basin Emesis Plastic 20Oz Trqs	Ea	\$1.57
7884757	Ear & Ulcer Syringe	Ea	\$2.37
5075627	Evacuated Container Glass	Ea	\$8.92
1034626	Uri-Pan	Ea	\$1.81
5346406	Vial Medicine Pls 16 Dr Ambr	200/Ca	\$45.02
1072955	Vial Medicine PP 20 Dr Ambr	120/Ca	\$66.75
1071840	Vial Medicine PP 60 Dr Ambr	45/Ca	\$50.00

MISCELLANEOUS

7196685	Battery Alkaline	2/Pk	\$4.97
3816669	Crescent Memory Backrest	Ea	\$43.44
7196124	Electronic Thermometer Battery	Ea	\$1.34
2502416	Masque Silicone Lubricant	Ea	\$12.24
1100906	Megaview LED	Ea	\$99.53
9990009	MQ Lubricant Tube	Ea	\$14.21
7317447	Optivisor 8" 2-1/2" Power	Ea	\$33.96
7961927	Timer Count Up/Count Down	Ea	\$10.26
7962889	Timer,Digital Triple	Ea	\$26.85
3101065	Wizard Bifocal Safety Glasses	Ea	\$19.35

NERVOUS SYSTEM DRUGS

2585924	Diphenhydr Inj SDV Non-Ret	1mL/VI	\$2.64
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3450230	Epipen Adult Pack	1/Pk	\$76.84
3450775	Epipen Junior Pack	1/Crtn	\$77.11
1105812	Ibuprofen Children Suspen	4oz/Ea	\$3.99
1124431	Ibuprofen Tablets	500/Bt	\$25.92
1119240	Ibuprofen Tablets	100/Bt	\$7.88
1119238	Ibuprofen Tablets	100/Bt	\$5.88
1046875	Isoflurane Liquid Inhalation	250ml/Bt	\$124.44
2483041	Lidocaine HCL Inj Non-Returnbl	50mL/VI	\$3.60
2480644	Lidocaine HCL Inj Non-Returnbl	50mL/VI	\$4.73

OFFICE MGMT SUPPLIES

7190548	Battery Eveready	24/Pk	\$10.03
7195257	Battery Eveready	12/Pk	\$5.24
7199388	Battery Procell AA	4/Pk	\$5.22
7192047	Battery Procell AAA	4/Pk	\$4.42
6836386	Not An Exit Sign Glow	Ea	\$64.59
2000013	PDR 2009 Prescription	Ea	\$77.61
7195210	Procell Alkaline Batteries	12/Bx	\$30.39
7192079	Procell Alkaline Batteries	12/Bx	\$18.33

OFFICE SUPPLIES

3679458	11 Pt End Tab Full Pocket	50/Bx	\$24.62
3678314	11 Pt End Tab Manila Folder	50/Bx	\$16.77
3672869	Bag Scatter Cute Tooth Guy	100/Bx	\$20.76
5281748	Checkpoint Red & Blue Pencil	12/Bx	\$5.49
3661115	Eraser Tooth Shaped Dental	72/Pk	\$10.19
3675897	Hand Mirror Acrylic Two-Sided	Ea	\$8.99
3670438	Sticker Dental Spiderman	100/RI	\$4.81
3674779	Sticker Glitter Tinkerbelle	50/RI	\$4.79
3665162	Timer 2 Minute Neon Colors	50/Pk	\$20.73
3670491	Timer 3 Minute Tooth Shaped	50/Pk	\$23.92

ORAL CANCER DIAGNOSTICS

1075222	Microlux Transilluminator	Kit	\$156.41
1105802	Oral CDX Kit 12-Pack	12/Bx	\$119.99
7916525	Velscope Vantage	Ea	\$6,994.99

ORTHODONTIC

1067510	Elastic Separators	1000/Pk	\$10.90
1068711	Molar Bands 1st	2/Bx	\$5.12
1063850	Molar Bands 1st	2/Bx	\$5.03
1068922	Molar Bands 1st	2/Bx	\$5.12
1063943	Molar Bands 1st	2/Bx	\$5.02
1060342	Molar Bands 1st	2/Bx	\$4.94
1064521	Molar Bands 1st/2nd	2/Bx	\$5.09
1065110	Molar Bands 1st/2nd	2/Bx	\$5.12
1023822	Retainer Boxes Deep Dish	12/Bag	\$9.63
1028171	Retainer Boxes Super Tuff	12/Bag	\$8.45

ORTHOPEDIC

1538337	Arm Sling Personal 59166	Ea	\$4.67
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1000448	Finger Cots Latex	144/Bx	\$4.39
1006414	Finger Cots Latex	144/Bx	\$4.47
6994146	InstaKool Cold Compress	Ea	\$0.67
9004207	Instant Cold Compress	50/Ca	\$40.70
9004206	Instant Cold Compress	48/Ca	\$27.15
9004205	Instant Cold Compress	24/Ca	\$15.00
1533111	Instant Cold Pack Medium	24/Ca	\$16.99
8958446	Instant Hot Pack Deluxe	Ea	\$1.02
1532655	Kwik Kold Ice Pack Instant	Ea	\$2.03

PACKAGE/DELIVERY PRODUCTS

6355640	Envelope Pill Printed	100/Pk	\$5.92
1018782	Foam Fillers 2" 3/8" Thick	100/Pk	\$13.42
1022969	Transport Bags Plastic	1000/Ca	\$106.64
1023848	Transport Bags Plastic	500/Bx	\$99.53

PEDIATRIC VACCINES

5463382	Ipol Polio All Ages Pfs	10/Pk	\$342.79
1244479	Pediarix Dtap Combo Ped Sdv	10/Pk	\$907.69
5586254	Recombivax-Hb Hep B Ped Sdv	10/Pk	\$194.89

PERIODONTICS

1076122	Biopant HTR-24 Curved	6/Pk	\$337.32
1073959	Biopant HTR-24 Curved	2/Pk	\$124.02
1077138	Biopant HTR-24 Single	6/Pk	\$221.19
3334499	Coe-Pak Hard & Fast	Ea	\$58.06
3337685	Coe-Pak Regular	Ea	\$58.45
1001463	Myrrh & Benzoin Tincture	2oz/Bt	\$44.07
1131590	Reso-Pac Periodontal Dressing	25gm/Tb	\$15.79
1356853	Zone Periodontal Pak	Ea	\$23.69
1352714	Zone Periodontal Pak	25/Bx	\$19.74

PINS & POSTS

8768212	Flexi-Post Refill Titanium	10/Pk	\$118.49
8884261	Max Pins Bulk Kit	50/Bx	\$172.80
1008743	Parallel-Sided Post Titan Kit	Ea	\$90.84
8886297	ParaPost Fiber Lux Refill	5/Pk	\$40.48
8880553	ParaPost Fiber White Post	5/Pk	\$41.86
8882527	Parapost SS Refill Yellow	10/VI	\$78.20
1011703	Stabilok Drill Titan Yellow	Ea	\$5.76
1000826	Stabilok Standard TI Yellow	Ea	\$19.74
8889526	TMS Link SS Single Shear Kit	Ea	\$114.40
8881176	TMS Link SS Single Shear Kit	Ea	\$111.94

PREVENTITIVES

9004010	Acclean Chlorhexidine Rinse	16oz/Bt	\$5.97
7770371	Clinpro Sealant Refill Syringe	Ea	\$17.41
5432363	Colgate 360 Toothbrush Adult	6/Bx	\$5.07
5437556	Colgate Smiles MY FRST TB	6/Bx	\$5.25
5434578	Colgate Smiles TB SpongeBob	6/Bx	\$4.69
5434814	Colgate Smiles Universal TB	6/Bx	\$5.49

5430112	Colgate Total Floss Mint	72/Bx	\$9.65
5438883	Colgate Total Toothbrush Youth	6/Bx	\$3.47
5431965	Wave Toothbrush	6/Bx	\$3.67
5434898	Wave Toothbrush Ultra Compact	6/Bx	\$3.48

RESTORATIVE MATIERALS

2226431	Dyractflow Syringe Refill	Ea	\$20.33
1015396	Etch Gel Syringe Kit 40%	12/Pk	\$24.37
1004649	Etch Gel Syringe Kit 40%	4/Bx	\$9.72
7778577	Filtek Supreme Plus Capsules	20/Bt	\$74.72
7775396	Filtek Supreme Plus Flow 2gm	2/Bx	\$53.11
1016773	Natural Elegance Flowable	4/Bx	\$28.55
1024668	Natural Elegance Univ Bond	Ea	\$54.79
1235690	Optibond Solo Plus Refill	Ea	\$100.28
9004577	Pre Bent Dispensing Tips	100/Pk	\$13.42
2227300	TPH3 Compule Refill Body Shade	20/Bx	\$70.72

ROTARY INSTRUMENTS

1008426	Carbide Burs FG	10/Pk	\$11.43
1003307	Carbide Burs FG	10/Pk	\$11.55
1001847	Carbide Burs RA	10/Pk	\$12.15
1008765	Carbide Burs RA	10/Pk	\$11.95
1006411	Carbide Burs RA	10/Pk	\$11.95
1001401	Carbide Burs RA	10/Pk	\$12.01
1008502	Carbide Surgical Burs FG	5/Pk	\$7.82
9991394	Surgical Carbide Burs FG 557	5/Pk	\$11.76
9991481	T&F Carbide Burs FG 12 Blade	5/Pk	\$27.86
9004374	T&F Carbide Burs FG 12 Blade	5/Pk	\$19.73

SP RICHARDS/OFFICE DEPOT

9041537	Duster Air	Ea	\$9.49
9025139	Env Coin 28.Lb #1 Kraft 5	500/Bx	\$13.51
9045599	Envelope Clasp #90 Brown Kraft	100/Bx	\$5.98
9021793	Folder File Ltr 1st/3rd	50/Bx	\$27.16
9026347	LYSOL SPRAY,FRESH SCENT,1	1/PK	\$7.50
9029209	LYSOL SPRAY,LINEN SCENT,1	1/PK	\$7.50
9025122	Paper Copy 20Lb White	5000/Ca	\$34.19
9021613	PEN,BALLPOINT,STAY-PUT	1/PK	\$3.41
9024012	RECEPTACLE,RECT,23 GAL CA	1/PK	\$42.74
9053873	Towels Bigfold We	12/Pk	\$47.49

SURGICAL

1009175	Cotton Tipped Applicator N/S	1000/Bx	\$4.74
1006015	Cotton Tipped Applicator Non	1000/Bx	\$4.97
1005255	Scalpels Disposable Sterile	10/Bx	\$7.45
1007922	Scalpels Disposable Sterile	10/Bx	\$7.44
9533446	Scalpels Disposable Sterile	10/Bx	\$9.05
9532142	Scalpels Safety Disposable	10/Bx	\$18.70
8904128	Specimen Collection Unit	Ea	\$1.52
1000249	Surgeon Blades SS Sterile	100/Bx	\$22.25
1007520	Surgical Handle	Ea	\$5.15

1002416	Tongue Depressors Non Sterile	500/Bx	\$3.61
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TAPES

5550533	Coach Porous Athletic Tape	32Rls/Ca	\$37.94
7775640	Coban Self Adherent Wrap Tan	Ea	\$2.84
7777993	Coban Self Adherent Wrap Tan	Ea	\$2.13
1008245	Co-Flex Bandage Color Pak	36/Bx	\$37.36
6817567	CoFlex Medium Bandage Blue	18/Ca	\$32.62
7772892	Durapore Surgical Tape	12/Bx	\$12.87
6815472	Pre-Wrap	48/Ca	\$61.85
1019673	Surgical Paper Tape	12/Bx	\$6.81
1945598	Tape Sher-Light Elastic	16/Ca	\$56.48
1947216	Tape Sher-Light Elastic	24/Ca	\$55.53

TOPICAL DRUGS

1008099	Bacitracin Ointment w/Zinc	144/Bx	\$18.08
4843522	Hydrocortisone Crm 1% Foil Pk	144/bx	\$12.82
4728261	Lidocaine HCL Viscous Sol	100ml/Bt	\$2.99
1093666	Lidocaine HCL Viscous Sol	100mL/Bt	\$7.40
1046587	Lidocaine W/Prilocaine Cream	30gm/Tb	\$26.59
5166267	Lotrimin/AF Cream	12gm/Tb	\$7.42
8705234	Rid Shampoo	Ea	\$14.53
2487122	Tinactin Powder Spray	4.6oz/Cn	\$6.15
1119734	Tolnaftate Cream	30gm/Tb	\$3.42
1081352	Triamcinolone Cream 80gm	Ea	\$3.89

TORCHES, BUNSEN BURNERS, & ACCESS

6132812	Alcohol Torch #26-0	Ea	\$143.61
3659460	Alcohol Torch Needle Flame	Ea	\$5.13
1019139	Apt II Dental Burner	Ea	\$110.59
5143785	Blazer Micro Torch Red	Ea	\$53.29
1008842	Lenk Butane Burner Complete	Ea	\$29.92
1008188	Lenk Butane Refill HZ	5.5oz/Ea	\$7.89
1002136	Micro-Torch	Ea	\$37.03
1006970	MicroTorch Butane Refill	5.3oz	\$4.74
1013079	Plastic Torch Wicks	Pkg/12	\$3.39
1016955	Replacement Burner Head	Ea	\$26.30

VET DENTISTRY

8880615	Luxator Gray Straight	Ea	\$107.96
2012387	Luxator Tan Straight	Ea	\$94.80
2013981	Luxator-2mm Straight	EA	\$94.33
9004312	Rotosonic Scaler-Flame	10/Pk	\$28.49
9004313	Rotosonic Scaler-Perio	10/Pk	\$28.49
1001487	Small Breed Elevator H-3	Ea	\$14.05

VIRTUAL RX

7848231	Ceftriaxone Sod F/Inj SDV	10/bx	\$55.57
7846100	Ceftriaxone Sod F/Inj SDV	10/Bx	\$78.99
7840052	Ceftriaxone Sod F/Inj SDV	10/bx	\$34.75

VITAMINS

1047915	B Complex + C TR Tablets	100/Bt	\$3.69
4564148	Calcium Carb W/Vit D Tabs	60/Bt	\$2.82
4565489	Children's MultiVitamins	100/Bt	\$6.45
1116120	Cyanocob Inj (B-12) Non-R	30mL/VI	\$5.99
1088705	Daily Multi Vitamins W/Iron	100/Bt	\$3.13
4233982	Daily Multi-Vitamin	100/Bt	\$2.82
1048185	Niacin Tablets	100/Bt	\$2.37
4568856	Prenatal CARE Tabs	100/Bt	\$3.95
4561597	Unique Childrens Chewable	100/Bt	\$2.99
6774046	Vitamin C Tablets w/Rose Hips	250/Bt	\$23.00

WAX

3511262	Aluwax Denture	15oz/Bx	\$15.92
5471446	Baseplate Wax Yellow	Bx	\$11.05
5696130	Boxing Wax Red Regular	Lb	\$16.53
1068541	Patient Size Orthodontic Wax	25/Bx	\$14.34
5690417	Utility Wax Strips Red	75/Bx	\$13.03
1000696	Wax Baseplate Pink Med	Ea	\$22.49
5475247	Wax Baseplate Pink Med Soft	Bx	\$10.99
5691705	Wax Bite Blocks Pink Hard	12/Bx	\$15.50
5470637	Wax Square Ropes Red	44/Bx	\$10.19
1008759	Wax Utility Strips Large	64/Bx	\$10.17

WOUND CARE

1002524	All-Gauze Sponge Non Sterile	200/Pk	\$0.92
1047897	Criterion N/W Sponge Sterile	50/Pk	\$1.05
1042930	Criterion Non-Woven Sponge N/S	200/Pk	\$1.39
9083470	Gelfoam Dental Pak Size 4	6x2/Pk	\$61.00
1019278	Premium Non-Woven Sponge NS	200/Pk	\$2.88
1014336	Premium Non-Woven Sponge NS	200/Pk	\$5.91
1075533	Premium Sponge Non-Woven	200/Pk	\$4.24
7540784	Sponge 100% Cotton Non-Woven	200/Pk	\$3.88
1001090	Sponge Non-Woven Cotton NS	100/Pk	\$1.53
1002125	Syngauze 50 Non-Woven N/S	200/Pk	\$3.92

WOUND CLOSURE

1011582	Suture Chromic Gut Undyed C-6	12/Bx	\$21.09
1012787	Suture Chromic Gut Undyed C-6	12/Bx	\$21.08
1007762	Suture Silk Black C-43	12/Bx	\$18.85
1007772	Suture Silk Black C-6	12/Bx	\$18.68
1006830	Suture Silk Black C-6	12/Bx	\$18.75
1012049	Suture Silk Black C-7	12/Bx	\$18.74
1006320	Suture Silk Black C-9	12/Bx	\$18.86
1006120	Suture Surg Gut Plain Bge C9	12/Bx	\$21.11
1007771	Suture Surg Plain Gut Bge C6	12/Bx	\$21.04
1012976	Suture Surg Plain Gut C-6	12/Bx	\$21.11

X-RAY PRODUCTS

1015075	Automatic A&B Developer & Fix	4/Ca	\$26.81
1005811	Bite Wing Tabs No Peel	500/Bx	\$3.94

6986513	Developer & Fixer Set	2/Ca	\$67.11
9004154	DX-58 Vinyl Packet Size 2	150/Bx	\$27.05
1116319	Insight Film IP-21 #2 Polysoft	150/Bx	\$48.55
1116404	Insight Film IP-21C	100/Bx	\$46.74
1119234	Insight Film IP-22 #2 Polysoft	130/Bx	\$56.11
1112889	T-Mat G Film TMG-5 5x12	50/Bx	\$63.22
1112822	Ultraspeed Film DF-54 #0	100/Bx	\$35.92
1112876	Ultraspeed Film DF-58 #2 Super	150/Bx	\$41.10

Appendix D

Sample 3-Operatory Clinic with Digital Radiography



Community Health Center Equipment List Operatory Option 1 - 3 Op (1 DDS)

OPERATORY OPTION 1					
Qty	Description	Retail \$	CHC Price	SUB TOTAL	
0	Spirit 1700 Chair with Wide Backrest and Asepsis Upholstery (115V)	\$4,995	\$3,650	\$0.00	
3	Spirit 1700 Chair with Narrow Backrest and Asepsis Upholstery (115V)	\$4,995	\$3,650	\$10,950.00	
3	Traditional Doctor's Stool with Asepsis Upholstery	\$490	\$355	\$1,065.00	
3	Traditional Assistant's Stool with Asepsis Upholstery	\$605	\$440	\$1,320.00	
0	E1720 Ellipse Dental Unit with Hanging Hoses Includes: Quick Clean Air/Water Syringe, 4-Hole Tubings (3), Wet/Dry Foot Control and Self Contained Water System and Chair Mount Bracket	\$3,200	\$2,320	\$0.00	
3	E17120LS Ellipse Dental Unit with Hanging Hoses with Power Optics Includes: Quick Clean Air/Water Syringe, Power Optic Supply, ISO-C 6-Hole Tubing (1), 4-Hole Tubings (2), Wet/Dry Foot Control, and Self Contained Water System and Chair Mount Bracket	\$3,945	\$2,850	\$8,550.00	
3	Cuspidor Rear Swing-Mount with Assistant's Vacuum Kit Includes: Cuspidor, 4 Position Assistant's Instrumentation with Quick Clean Air/Water Syringe, HVE's (2) and Saliva Ejector	\$3,400	\$2,460	\$7,380.00	
0	Rear Swing-Mount Assistant's Vacuum Kit Includes: 4 Position Assistant's Instrumentation with Quick Clean Air/Water Syringe, HVE's (2) and Saliva Ejector	\$1,180	\$855	\$0.00	
3	LFIIIS System Light on Curved Post: 4700° - 5500° Kelvin Includes: 150 Watt Transformer	\$2,790	\$2,020	\$6,060.00	
0	LFIIIS System Light on Curved Post: 3600° - 4200° Kelvin Includes: 150 Watt Transformer	\$2,690	\$1,945	\$0.00	
3	Air Quick Disconnect - Cuspidor Mounted	\$50	\$37	\$111.00	
3	Water Quick Disconnect - Cuspidor Mounted	\$75	\$55	\$165.00	
0	Air and Water Quick Disconnects - Chair Mounted	\$150	\$110	\$0.00	
3	Additional Umbilical (per foot)	\$20	\$15	\$45.00	
3	Alabama Mobile Cabinet	\$545	\$383	\$1,149.00	

UTILITY ROOM					
Qty	Description	Retail \$	CHC Price	SUB TOTAL	
1	AS30 Compressor	\$7,335	\$4,995	\$4,995.00	
1	Remote Air Intake for AS30	\$210	\$142	\$142.00	
1	STS3 Dry Vacuum w/Alumalgar Collect	\$8,625	\$6,095	\$6,095.00	
1	Standard 3 Switch Remote Panel	\$283	\$192	\$192.00	

INTRA-ORAL XRAY MACHINES					
Qty	Description	Retail \$	CHC Price	SUB TOTAL	
2	Expert DC Intra-Oral Xray w/75" reach (Note: DC Intra-Oral Xray type is recommended for digital conversion)	\$4,785	\$3,760	\$7,520.00	
2	Expert DC Wall Plate - if needed	\$158	\$144	\$288.00	

STERILIZATION					
Qty	Description	Retail \$	CHC Price	SUB TOTAL	
1	Delta Q 10 Sterilizer 110v	\$5,750	\$4,498	\$4,498.00	
1	Statim 2000 Sterilizer	\$6,225	\$4,020	\$4,020.00	

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STERILIZATION				
Qty	Description	Retail \$	CHC Price	SUB TOTAL
1	Biosonic UC125 Ultrasonic Cleaner 1 gal	\$700	\$595	\$595.00
1	Accessory Kit fo Ultrasonic Cleaner	\$191	\$163	\$163.00
1	12' Solaris Sterilization Center Est* (Depends on Options Chosen)	\$25,000	\$18,199	\$18,199.00
DENTAL LAB & MISCELLANEOUS				
Qty	Description	Retail \$	CHC Price	SUB TOTAL
1	Gleco Plaster Trap 64 oz	\$96	\$89	\$89.00
1	26A Handler Lathe w/Chuck Changer	\$520	\$444	\$444.38
1	Model Trimmer Handler 1/4 hp 10" Diam	\$395	\$336	\$336.00
3	SDI Cordless Curing LED Curing Light	\$820	\$739	\$2,217.00
3	HS-1 Amalgamator	\$255	\$179	\$535.50
1	Cavitron Ultrasonic Scaler w/reservoir	\$1,825	\$1,639	\$1,639.00
1	Defib Tech AED	\$1,395	\$1,140	\$1,140.00
1	Carry Case for AED	\$175	\$145	\$145.00
TREATMENT & DIAGNOSTIC ENHANCEMENTS				
Qty	Description	Retail \$	CHC Price	SUB TOTAL
1	J. Morita Root ZX Apex Locator	\$1,005	\$929	\$929.00
1	Kavo 980 Diode Soft Tissue Laser	\$11,650	\$9,120	\$9,120.00
1	Kavo Diagnodent Laser Caries Detector	\$3,100	\$2,599	\$2,599.00
1	DEXcam 3 Intra-Oral Camera w/USB	\$3,895	\$3,195	\$3,195.00
1	1440 Mobile Flowmeter Nitrous Pkg	\$3,552	\$2,249	\$2,249.00
DIRECT DIGITAL - DEXIS				
Qty	Description	Retail \$	CHC Price	SUB TOTAL
1	DEXIS Complete System	\$13,999	\$11,950	\$11,950.00
1	DEXIS Shipping Cost	\$100	\$100	\$100.00
1	DEXIS On-Site Training	\$995	\$995	\$995.00
1	Basic Dell Laptop	\$1,200	\$1,200	\$1,200.00
DIRECT DIGITAL + PAN (add either to DD system)				
Qty	Description	Retail \$	CHC Price	SUB TOTAL
1	Ortho 8500 DD Digital Pan	\$35,650	\$25,890	\$25,890.00
TOTAL				\$148,275

Sample 5-Operator Clinic with Digital Radiography



Community Health Center Equipment List Operatory Option 3 - 5 Op (1 DDS/1Hyg)

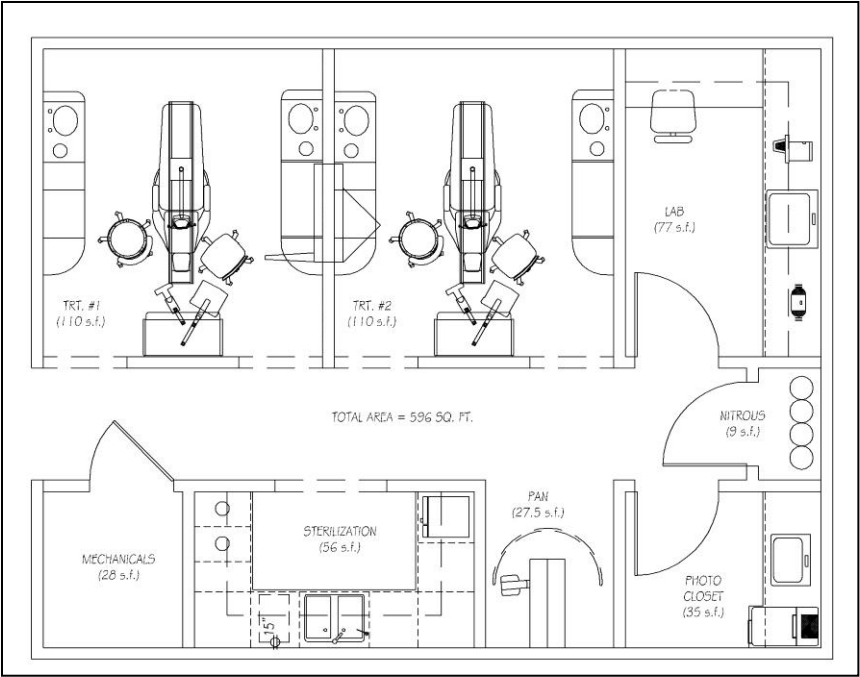
OPERATORY OPTION 3					
Qty	Description	Retail \$	CHC Price	SUB TOTAL	
5	Marus Prostar Hydraulic Chair	\$4,995	\$3,320	\$16,600.00	
5	Maxstar Orbit Delivery System	\$4,905	\$3,258	\$16,290.00	
5	Rear Asst's Vacuum Package	\$1,085	\$720	\$3,600.00	
5	2nd HVE for Assistant's Instruments	\$138	\$91	\$455.00	
5	2020B Dr. Stool w/Std Upholstery	\$385	\$245	\$1,225.00	
5	2042 L Asst Stool w/Std Upholstery	\$606	\$386	\$1,930.00	
5	ISO C Power Opt 6 Pin Fiber Optic System	\$745	\$447	\$2,235.00	
5	Luxstar Orbit Mount Light	\$2,485	\$1,650	\$8,250.00	
5	OS42 Tall Op Support Cabinet 12:00	\$7,770	\$5,690	\$28,450.00	
5	Flat Screen Monitor Mount	\$475	\$345	\$1,725.00	
5	Keyboard Tray Std 2in Post	\$365	\$270	\$1,350.00	
UTILITY ROOM					
Qty	Description	Retail \$	CHC Price	SUB TOTAL	
1	AS50 Compressor	\$8,995	\$6,015	\$6,015.00	
1	Remote Air Intake for AS50	\$225	\$152	\$152.00	
1	STS5 Dry Vacuum w/Almalgam Collect	\$12,260	\$8,289	\$8,289.00	
1	Standard 3 Switch Remote Panel	\$283	\$192	\$192.00	
INTRA-ORAL XRAY MACHINES					
Qty	Description	Retail \$	CHC Price	SUB TOTAL	
3	Expert DC Intra-Oral Xray w/75" reach (Note: DC Intra-Oral Xray type is recommended for digital conversion)	\$4,785	\$3,760	\$11,280.00	
3	Expert DC Wall Plate - if needed	\$158	\$144	\$432.00	
STERILIZATION					
Qty	Description	Retail \$	CHC Price	SUB TOTAL	
1	M11 Sterilizer 115v w/quiet door	\$6,246	\$4,905	\$4,905.00	
1	Statim 2000 Sterilizer	\$6,225	\$4,020	\$4,020.00	
1	Biosonic UC300 Ultrasonic Cl 3 Gal	\$1,575	\$1,339	\$1,339.00	
1	Finger Guard Basket - Ultrasonic Cleaner	\$232	\$209	\$209.00	
1	12' Solaris Sterilization Center Est* (Depends on Options Chosen)	\$25,000	\$18,199	\$18,199.00	
DENTAL LAB & MISCELLANEOUS					
Qty	Description	Retail \$	CHC Price	SUB TOTAL	
1	Gleco Plaster Trap 64 oz	\$96	\$89	\$89.00	
1	26A Handler Lathe w/Chuck Changer	\$520	\$444	\$444.38	
1	Model Trimmer Handler 1/4 hp 10" Diam	\$395	\$336	\$336.00	
5	SDI Cordless Curing LED Curing Light	\$820	\$739	\$3,695.00	
5	Henry Schein, Inc. Confidential Revised 07/24/2009	\$255	\$179	\$892.50	

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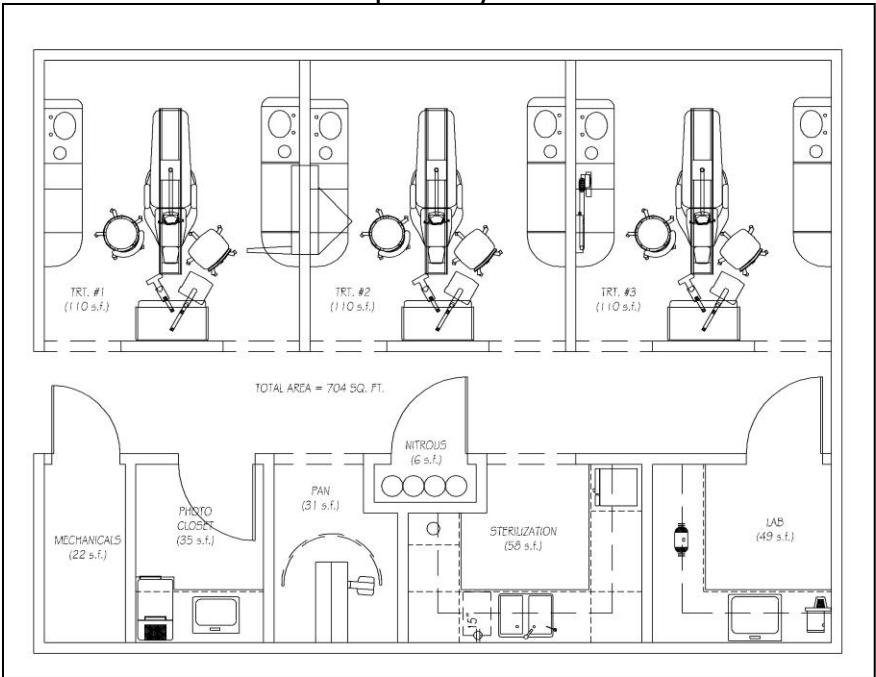
DENTAL LAB & MISCELLANEOUS				
Qty	Description	Retail \$	CHC Price	SUB TOTAL
2	Cavitron Ultrasonic Scaler w/reservoir	\$1,825	\$1,639	\$3,278.00
1	Defib Tech AED	\$1,395	\$1,140	\$1,140.00
1	Carry Case for AED	\$175	\$145	\$145.00
TREATMENT & DIAGNOSTIC ENHANCEMENTS				
Qty	Description	Retail \$	CHC Price	SUB TOTAL
1	J. Morita Root ZX Apex Locator	\$1,005	\$929	\$929.00
1	Kavo 980 Diode Soft Tissue Laser	\$11,650	\$9,120	\$9,120.00
1	Kavo Diagnodent Laser Caries Detector	\$3,100	\$2,599	\$2,599.00
2	DEXcam 3 Intra-Oral Camera w/USB	\$3,895	\$3,195	\$6,390.00
1	1440 Mobile Flowmeter Nitrous Pkg	\$3,552	\$2,249	\$2,249.00
DIRECT DIGITAL - DEXIS				
Qty	Description	Retail \$	CHC Price	SUB TOTAL
1	DEXIS Complete System	\$13,999	\$11,950	\$11,950.00
1	DEXIS Shipping Cost	\$100	\$100	\$100.00
1	DEXIS On-Site Training	\$995	\$995	\$995.00
1	Additional DEXIS System	\$11,995	\$8,995	\$8,995.00
1	DEXnet	\$995	\$995	\$995.00
1	Integrator Software	\$995	\$995	\$995.00
1	Card Reader (Internal or External) - 1 per computer capturing xrays	\$199	\$199	\$199.00
DIRECT DIGITAL + PAN (add either to DD system)				
Qty	Description	Retail \$	CHC Price	SUB TOTAL
1	Ortho 8500 DD Digital Pan	\$35,650	\$25,890	\$25,890.00
TOTAL				\$218,568

Appendix E

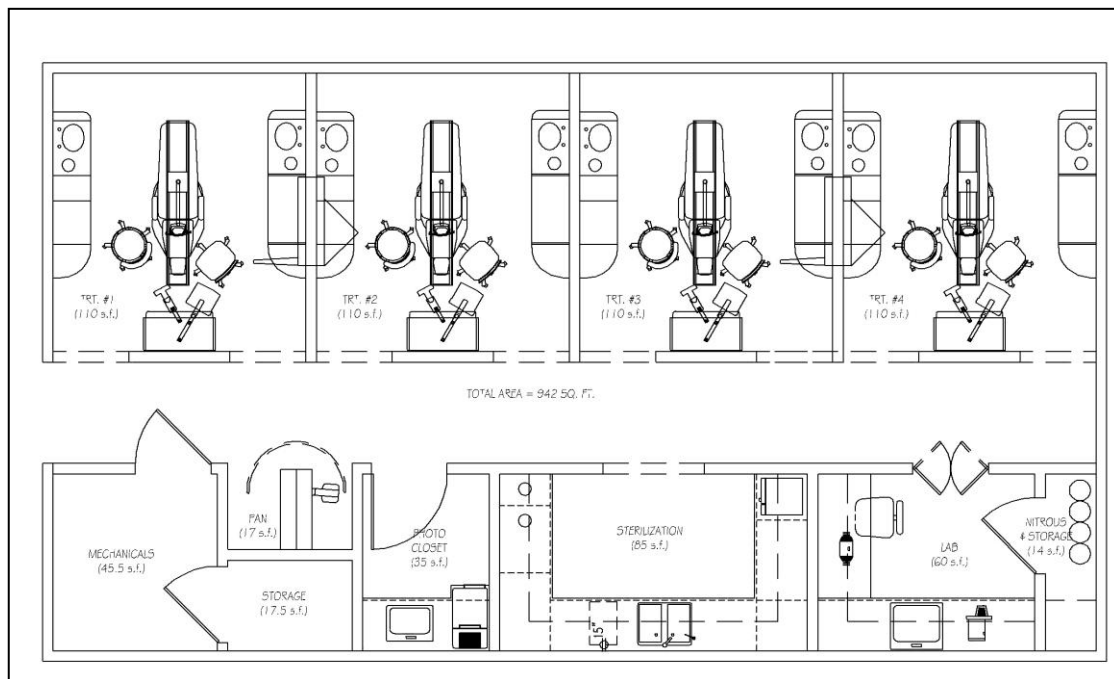
Sample Clinic Layouts



2-Operator Clinic



3-Operator Clinic



4-Operatory Clinic

3-D Design

