Delta Dental of Washington donates $2M for dental education clinic
Delta Dental of Washington (Seattle, WA) made a donation of $2 million for a new dental clinic that will serve low-income and uninsured patients in Seattle. The 20-chair Dental Education Clinic will serve Medicaid and uninsured patients on a sliding-fee scale and train 40-60 dental hygienists and the same number of dental-assisting students each quarter. The clinic will open in June 2016 and is expected to provide 19,000 visits for 6,300 patients annually. It will offer annual exams, cleanings and fluoride treatments, emergency dental care, and restorative treatments. The clinic will be managed by Neighborcare Health (Seattle, WA), Delta Dental of Washington, Seattle Central College (Seattle, WA), and the Seattle Vocational Institute (Seattle, WA).

Halifax Group invests in Familia Dental Group
The Halifax Group (Washington, DC) completed an investment in Familia Dental Group Holdings LLC ( Schaumburg, IL), a suburban dental support organization. Familia Dental provides affordable dental care to underserved populations in smaller markets across five states. Familia has 31 dental practices across Illinois, Indiana, Wisconsin, New Mexico, and Texas with several new practice locations slated to open this year.

Solutions Spotlight: Sponsored by Porter Instrument

Nitrous Oxide For Group Practices

Nitrous oxide has been one of the most commonly used analgesics and anxiolytics in the dental industry for over 100 years. With a wide safety margin, fast onset and short duration of effect, nitrous oxide has obvious benefits for a busy dental practice.

Many dentists have gotten away from using nitrous in recent years, often citing: “My patients don’t ask for it”. Even in today’s world of instant access to information, patients don’t always know what to ask for! Patients need to be educated on what is recommended, whether it is a treatment plan, service, or something to help make them relax and feel more comfortable (like nitrous).

No practice has a 100% case acceptance. Oftentimes the reasons for non-acceptance include time and money. A high percentage also avoid treatment due to fear and anxiety. Offering nitrous oxide is an excellent way to address fear and anxiety – and improve acceptance. Once the patient is in the chair and relaxed, how does working more efficiently (not having to start and stop as often) and performing longer procedures sound?

Other practices have gotten away from using nitrous because it “gets in the way.” New nasal mask technologies such as the Porter Silhouette™ now alleviate that pain point. Using nitrous is now easier than ever!

Nitrous oxide can also be a profit center for the practice. While cost per use is minimal, patient fees average about $75 (in addition to improving the case acceptance and productivity levels). Often times we have discussions with offices trying to decide between a “portable cart system” vs. a “centrally plumbed system.” A centrally plumbed system does require a larger investment up front, but provides substantially larger benefits in the long run:

• Ergonomics and ease of use
• Cost of use – for a 60-minute procedure you will save approximately $10 per use compared to using a portable system with E cylinders
• Flexibility and increased value for future sale of the practice (or attracting specialists)

As one of the few tools in your practice that can increase both production and patient care – nitrous oxide should be an essential part of every practice.
Porter’s SILHOUETTE is a unique low profile, disposable nasal mask and breathing circuit. SILHOUETTE’s design eliminates the hassles of using nitrous oxide and offers many advantages including:

- Unobstructed access to the oral cavity
- Easily retrofits to most flowmeters
- A predictable nitrous experience
- Enhanced scavenging efficiency reduces N₂O exposure
- Disposable mask and circuit for improved infection control

Learn more and watch videos at: www.porterinstrument.com/silhouette or call 215-723-4000

Enhance your practice with nitrous oxide systems from Porter.

- Widest selection of flush-mount and portable options
- Ask about trade-in program and quantity discounts