



News Letter: November 2006

The past few weeks have been literally very eventful with much to report. We will be covering our new Lava accreditation, an update on Single-use Medical Devices and the London Dental Showcase Exhibition including our prize winners and an excellent night out courtesy of Dr John Besford!

Firstly Lava™ from 3M ESPE. Most of you will have heard of this state of the art Zirconia based framework system and we are delighted to announce that Phoenix is now an accredited Lava™ laboratory. Prices are available from the lab and will shortly be posted on our web based price list, see www.phoenix-dental.co.uk.

Whilst we are very pleased to offer this and other all ceramic systems we are aware of some very exciting developments in the pipeline and expect to have further news to report before the end of the year, so "Watch this space!"

The MHRA has recently issued Device Bulletin DB2006(04) Oct 2006 covering Single-use Medical Devices. Key points are:-

A device designated for "single-use" must not be reused. It should only be used on an individual patient during a single procedure and then discarded. It is not intended to be reprocessed and used again, even on the same patient.

The reuse of single-use devices can affect their safety, performance and effectiveness, exposing patients and staff to unnecessary risk.

The reuse of single-use devices has legal implications:

- anyone who reprocesses or reuses a device intended by the manufacturer for use on a single occasion, bears full responsibility for its safety and effectiveness;
- anyone who reprocesses a single-use device and passes it to a separate legal entity for use, has the same legal obligations under the Medical Devices Regulations as the original manufacturer of the device.

This essentially means we are not allowed to return cleaned single use trays. If clients wish their single use trays to be returned they should request this on the lab sheet and they will be returned as they are with the impression still inside the tray.

With immediate effect therefore, Phoenix, as a matter of policy will no longer be cleaning and returning single-use plastic impression trays.

Last month we offered prizes to the first three clients to give the correct answers to a question concerning client survey results posted on our website, www.phoenix-dental.co.uk. So far no entries have been received, possibly because the survey results were late being posted....nothing to do with me thank goodness!! We will therefore keep the competition open till the end of November so do enter; your chances of winning are excellent!



REGISTERED MEMBER

LONDON DENTAL SHOWCASE REPORT



Kristen Cerva of St Dunstons St DP receives prize from David Smith MD Phoenix Dental Castings



Clair Blacklaws of Bay Tree DP receives prize from Liz



Nikki Riley and Finley Bason of Lostwithiel DP receive prize from Liz.

The only problem we had at ExCel was finding it as on the day we were due to set up our stand a sign had been removed and we ended up going round in circles!

Once there we got things organised quickly and were ready for the start the following morning.

Overall we were very pleased with the interest in Phoenix especially in our Chromes, Dentures and the Wieland AGC® Electroforming Machine.

During the three days we received visits from over 150 Dentists, Nurses and Technicians. We also had nearly 100 entries for the daily competition prizes and as you can see the Champagne was very well received! Congratulations to Kristen Cerva, Clair Blacklaws and Nikki Riley, all well deserved winners who answered the questions correctly and were at our stand at 16:00 to collect their prize.

We also took time to look around and were very impressed with the show. Clearly a great deal of work has been done in developing Dental CAD/CAM systems with more on the way. We were impressed with the in surgery scanning and milling systems and the powerful software now available. However one dentist observed that "This kit is fine when it's all working properly but I am afraid my Nurse has no idea how to fix it when it goes wrong!"

As usual David took the opportunity to visit some of our suppliers and I understand some useful deals were concluded including the acquisition of a brand new Heracast iQ intelligent casting machine which guides the operator through a self-explanatory menu that displays every operational step and calculates the necessary casting parameters automatically, thus minimizing the possibility of user induced casting problems. If only every piece of equipment worked this way!!



Heracast Qi intelligent casting machine

We were delighted to receive visits from many Phoenix clients and were especially pleased with the positive comments regarding our products and service.

In particular we should mention one of our clients Dr John Besford of Harley St who took the time and trouble to personally guide us to an excellent Indian restaurant in central London. We can certainly recommend Café Spice to anyone interested in first class Indian cuisine in the City. Details are available at www.cafespice.co.uk.

Best Wishes

Ciz Kelland