

THE Dental

VOL. 2 NO.5
MAY 2005
No. California Edition

Ph: 877-888-4237
Fax: 949-498-1198
TheDentalTrader.com

Trader

Buy, Sell or Trade all things Dental

Anaheim CDA Convention
May 12-15

FREE ADS FOR DENTISTS & STAFF!

20TH ANNIVERSARY SPECIAL

*Go for the best - Get the Highest Rated Software by the ADA**

New Add-on modules Released for 2005!



EZ-PERIO-CHARTING makes perio-charting quicker, smoother, and more accurate. Record information including bone loss, plaque, probing depths, gingival margins, bleeding points, and furcation grades.

EZ-IMAGING allows capture of intra-oral images, digital x-rays, patient photos directly into patients chart.

When integrated with EZ-IMAGING and EZ-PERIO-CHARTING, the dentist is provided with a comprehensive database of dental information for each patient.
(\$500 extra for each or \$750 for both).

Complete systems also available:

Single User Power System: Dell Pentium 4 Computer, 2.8 GHz, 80 GB Hard disk, 256 Ram, CD burner for backing up your data, Dell 15" Flat Panel Color Monitor, HP Laser Printer, EZ2005 (#1 Rated Dental Software) Training & Support: Reg. \$3,995. Special: \$3,495 (lease at \$135/mo. for 36 mos.); **2 Station Network:** Reg. \$5,995. Special \$5,495. (\$132/mo. for 60 mos.); **3 Station Network Setup:** Reg. \$7,495. Special \$6,995. (\$168/mo. for 60/mos.)

Online demo @ www.ez2005.com

800-273-5033



**#1 Rated
Dental Software**

only **\$1,895.00**
reg. **\$2,395.00**

- Free Training in your own office (full day)
- Free Updates & Free Support for an entire year
- No monthly support fees - No forms to buy
- Includes new Mandatory CDT-5 Codes for 2005
- Electronic Claims or plain paper (your choice)
- Appointment Scheduling, Day Sheets
- Pre-Determination of Benefits
- Show Patient vs. Insurance Due on Bills
- Treatment Plans, Routing Slips, Recall
- Walkout Statements, Patient eMailing
- Password protection, Embezzle-Proof Repts.
- Dential, HMOs, PPOs, Multiple fee schedules
- Monthly patient statements, Receivable Reports
- Production/Collection & Practice Analysis Repts.
- Word Processing w/Mailmerge

*ADA Directory of Practice Management Software. (category: under \$2,500: having over 5,000 clients)

VISIT OUR BOOTH #850 AT THE CDA CONVENTION

WOOD & DELGADO

Attorneys At Law

**REPRESENTING DENTISTS FOR
OVER 20 YEARS IN THE FOLLOWING AREAS:**

**Real Estate
MSOs
Practice Purchase Agreements
Partnership Agreements
Leases
Space Sharing/Group-Solo
Associate Agreements
Corporate Formations/Dissolutions
Partnership Disputes
Estate Planning**



Pat Wood is knowledgeable, fair and a nice guy!"

**Ari Rosenblatt, DDS, DMD,
Beverly Hills, California**

"I highly recommend that you use his legal services!"

Betty Robin, DDS, Select Practice Sales & Atty

"Thank you for all your kind efforts. You are the best!"

**Masoud Fanaian, DDS and
Behzad Fareid, DDS, Kingsburg, California**

"Patrick Wood is not your typical dental attorney. I have seen Mr. Wood interact with other attorneys and I can say with a great deal of confidence, Mr. Wood is an attorney you want on your side."

Chris Go, DDS, Valencia

"California Practice Sales has referred clients to Pat Wood for 20 years. Pat has been timely in contacting the clients, is very up-front in describing and delivering his services and is very skilled in completing negotiations for his clients. I highly recommend him!"

**John W. Knipf, President
California Practice Sales Inc.**

"Mr. Wood provides incredibly prompt, five star service you only dream of in an attorney."

Mark Weiser, DDS, Santa Barbara

"★★★★★(Five Star Service) I liked their expertise in dental practice sales."

Don S. Kaneoka, DDS, Los Angeles

"I highly recommend Wood and Delgado to all dentists."

Victor E. Israel, DDS, Downey, California

"I would recommend Wood and Delgado because of their familiarity with dental practices, and promptness in returning phone calls."

John R. Stewart, DDS, Orange

"Wood and Delgado have been representing me for many years. I would highly recommend their firm to my friends and colleagues."

Saman Habibi, DDS, South El Monte

"Great service. I just like him, a knowledgeable guy."

Ramin Sadighi, DDS, Anaheim, California

"Efficient! Professional! Knowledgeable!"

Phil Sales, DDS, Rancho Cucamonga

"I am impressed with all the knowledge Mr. Wood has in the dental field. Very knowledgeable and experienced, nice to work with."

Will Wong, DDS, Irvine

"Pat Wood is a principal, ethical, interesting, knowledgeable and impressive attorney."

George Koerber, DDS, Concord, California

"I liked everything about Mr. Wood's representation of me."

David S. Han, DMD, MS, Vista, California

**Patrick J. Wood, Attorney at Law
Charles X. Delgado, Attorney at Law**

Offices in Irvine, San Francisco & Temecula
Toll Free: 800-499-1474 • FAX: 800-511-2138
Visit our website at: www.dentalattorneys.com

EXPERIENCED PERIODONTIST board-certified, good people skills, seeking position in Orange or San Diego County. Call at 949-338-7103.

LEGAL TIP: SELLERS: Did the buyer agree to loan approval within a specified time? Attorney Robert W. Olson, Jr., 805.963.1120, www.transdental.com.

WASCO NEAR BAKERSFIELD GP for sale. Farming, Hispanic, Cash and Ins only. No cap, Medical. Minimum overhead. 661-665-8519 after 6PM.

PRACTICE FOR SALE San Diego (Oceanside) -18 yr year estab. GENERAL Practice 2 blks from freeway 5. Six Ops in 2400 sq.ft. 40% Cash, 30% Ins. SDPS 760-599-7828.

DREAM PRACTICE VALLEY. 7OPS. GRS 04 720,000.00. ESTIMATED 05, \$800-850,000. HARDWOOD FLOORS. DIGITAL X-RAYS. INTRAORAL CAM. FLAT SCREEN TVS ALL OPS. SECURITY SYSTEMS. VISIBILITY. HIGH NET. EMAIL: MYSMILEMAKEOVER@AOL.COM.

SMALL P/T PRACTICE IN COLTON, CA. Very low overhead. Gross average \$115K, sale price \$98K. Freestanding bldg. ldigolf@yahoo.com Or call Thomas at (714) 726-7748.

NEED A PAYMENT PLAN WITH TEETH IN IT? EZ-2005 provides a smart alternative for patients that do not qualify for traditional finance programs. Call EZ 2005 #1 Rated Dental Software at 800-273-5033.

MBNA Practice Solutions

Leaders in financing for the healthcare industry



MBNA® New Office Start-Ups*

We can help you establish a successful practice from the beginning.

We understand your start-up needs are of paramount importance in establishing the success of your practice. We can provide complete financial solutions for all stages of your project, such as:

- New practice start-up financing
- Equipment and cabinetry
- Renovations and construction
- Working capital
- Flexible repayment options, up to fifteen years*
- Demographic site analysis^

Visit us in
Booth 811 during
the CDA Scientific
Session in Anaheim,
May 13-15

Call Today
800-919-9813

Source Code: 419/J1

Monday - Friday
8 a.m. - 8 p.m. Eastern Time

If you're into it, we're into it.™



www.mbnaps.com

* All programs are subject to credit approval and loan amounts are subject to creditworthiness. Some restrictions may apply.

^ MBNA engages Scott McDonald & Associates, a national marketing research firm specializing in demographic research, site analysis and profile exports for dental professionals to produce a demographics report to assist dentists in evaluating where to locate their dental practices. Scott McDonald & Associates charges a fee for this service, which is passed on to our Customers.

MBNA Practice Solutions, MBNA, the MBNA logo, the tree symbol, "If you're into it, we're into it," and MBNA America are service marks of MBNA America Bank, N.A.

© 2005 MBNA America (Delaware), N.A.

mbna 



The Only Dental Broker in Southern CA. Who Personally Shows Every Listing, Every Time!

FRESNO COUNTY

FRESNO COUNTY #1 - (3) op G.P. located in smaller town. Only private dentist in town. 2004 gross collections \$375K+ on 3 1/2-4 days/wk. Cash/Ins/PPO/Denti-Cal. Near Fresno County #2. Buy one or both.

FRESNO COUNTY #2 - (3) op G.P. located in smaller town. (2) ops eqt. 3rd plumbed not eqt. Store front location with signage/visibility. Annual gross collections \$150K+ p.t. Cash/Ins/PPO/Denti-Cal/Cap. Cap check \$2,600/mos. Near Fresno County #1. Buy one or both.

FRESNO COUNTY #3 - South county location. General practice & condo for sale. (4) op computerized office. Nice equipt. Mixed patient base. Gross \$500K+/yr. Seller retiring. **NEW**

KERN COUNTY

BAKERSFIELD #9 - (3) on G.P. Office & Bldg. for sale. Gross \$600K+/yr. \$14K/mos cap. **SOLD**

BAKERSFIELD #11 - This one has it all! An absentee owner run. True money maker! (11) fully equipped ops. Paperless office, Dentrux S/W, digital x-rays, Pano equipped General Practice with (1) full day a week of Ortho. Ins/Cash/Denti-Cal/CAP patient base. Mos. Cap. Checks \$12K+/mos. Bldg. also for sale! **SOLD**

BAKERSFIELD #12 - Fully built out dental office condo for sale 2 158 sq. ft. 5 plumbed ops. Includes some equipment. Seller motivated **SOLD**

BAKERSFIELD #13 - (4) op G.P. for sale. (2) ops. Eqt'd. 3rd partially eqt'd. Gross Collections \$150-200K p.t. Can do more full time. Store front location with some exposure. Mixed patient base. **NEW**

BAKERSFIELD #14 - (12) op G.P. for sale. Cash/Ins/PPO/Cap/Denti-Cal. Cap Check \$10K+/mos. Annual Gross Collect. \$1.2M+. Freestanding Bldg. w/exposure/visibility/signage. Many walk-ins. Absentee owner possibilities. **NEW**

SO. EAST KERN CTY. #2 - (2) op part time G.P. practice. Gross approx. \$150K/yr. Mixed patient base. **SOLD**

LOS ANGELES COUNTY

AZUSA/COVINA - 1,700 sq. ft. single use freestanding dental building for sale. Located on main street with excellent exposure, visibility and parking. **SOLD**

CANOGA PARK - (4) op G.P. (3) ops eqt. signage and visibility. Cash/Ins/PPO patient base, gross collections \$120K+/yr. P.T. can do much more with additional hours. **SOLD**

GLENDALE #3 - (2) op G.P. 3rd op plumbed. Attractive bldg. out. Ave. Annual Gross \$120K p.t. Can do more full time. **SOLD**

GLENDALE #5 - (3) op G.P. for sale. Nicely appointed. Gross \$20K/mos on (3) days/wk. Cash/Ins. Seller returning to Speciality School. **NEW**

PANORAMA CITY - EMERGENCY SALE! D.D.S. has passed away. (4) op G.P. in prof. bldg. 2004 Gross Collections \$106K on (16) chair hrs/wk. Cash/Ins/PPO Patient base. Priced for immediate sale. **NEW**

PARAMOUNT - (5) op G.P. Located in store front with exposure and visibility. (3) equipped ops. (2) additional plumbed not equipped. Cash/Ins/PPO/Denti-Cal/Healthy Families Patient Base. 2004 Gross Collections \$215K+ p.t. due to new baby. Did \$332K prior to pregnancy on (4) day week. Seller Motivated. Priced to Sell! **NEW**

RESEDA - (3) op G.P. located in remodeled professional bldg. 2004 Gross collections projected at \$210K. Mixed patient base. **NEW**

SAN GABRIEL VALLEY - 1,755 s.f. single use freestanding dental building for sale. Near center of town. (5) plumbed ops. Busy Hispanic area. No patient charts or equipt. are included in the sale. **NEW**

WEST SAN FERNANDO VALLEY #2 - (4) op computerized G.P. located in an upscale shopping center. Excellent exposure and visibility. (3) ops equipped (1) op equipped with chair and x-ray. Equipment (2) years old. 2004 Gross Collections \$636K and growing. Cash/Ins/PPO/Capitation and small amount of Denti-Cal. Monthly Cap Check \$2,500/mos. **NEW**

ORANGE COUNTY

SOLD OUT - ROOM FOR THE NEXT ORANGE COUNTY SELLER AVAILABLE.

RIVERSIDE COUNTY

SUN CITY - (6) op G.P. for sale. Located in free standing smaller Medical/Dental bldg. Waiting room is shared with large medical group who refers many patients. Gross collections \$260K+ on 2 1/2 days per week. Can do much more. Cash/Ins/PPO patient base. Seller wishes to stay on as an associate one day per week. Will mentor and introduce. Excellent opp. for DDS just starting out.

SANTA BARBARA COUNTY

SANTA MARIA - (3) op G.P. located in free standing bldg. with exposure/visibility/signage. Gross Collect. \$275K+/yr. Cash/Ins/PPO. **SOLD**

CENTRAL COAST #1 - (4) op computerized G.P. for sale. Located in Prof. Bldg. Annual gross collections approx. \$350K on 3 1/2 days per week. Cash/Ins/PPO. **NEW**

CENTRAL COAST #2 - (3) op computerized G.P. for sale. (2) ops eqt'd. Located in Prof. Bldg. Mostly Cash/Ins w/small amount of PPO. Ave. Gross Collections \$500K+/yr. **NEW**

SAN BERNARDINO COUNTY

VICTORVILLE - (3) op G.P./Prosthodontic office located in a one story professional bldg. Ave. annual gross collect. \$334K on (3) day week. Cash/Ins. patient base. **SOLD**

SAN DIEGO COUNTY

NORTH SAN DIEGO CTY - Hi-Tech, state of the art. Fee for Service G.P. office. (4) ops/2 Eqt. Excellent growth area. **SOLD**

SAN LUIS OBISPO

ARROYO GRANDE - (4) op G.P. office for sale. Cash/Ins/PPO. Gross collect \$500k+/yr. Seller retiring. **SOLD**

SAN LUIS OBISPO - Great place to work and play. (4) op computerized G.P. (3) ops eqt'd. 2004 Gross Collections \$409K on (3) day week. Cash/Ins/PPO. (35-40) new patients per month. Located on main street in freestanding bldg. with excellent exposure/visibility. **NEW**

TULARE COUNTY

PORTERVILLE - (4) op G.P. Newer equipment. Cash/Ins/PPO. Ave. annual gross collections \$600K+. (30) new patients/mos. Growing area. **NEW**

VENTURA COUNTY

SOLD OUT - ROOM FOR THE NEXT VENTURA COUNTY SELLER AVAILABLE.

UPCOMING PRACTICES FOR SALE

Bakersfield, Beverly Hills, Camarillo, Central Coast, Culver City, Downey, El Monte, High Desert, Huntington Park, La Puente, Los Angeles, Palmdale, Pasadena, Pico Riveria, Santa Barbara, San Fernando Valley, San Gabriel, Santa Monica, South Gate, Ventura Cty., West L.A. & Westchester.

EXISTING DENTAL OFFICES FOR LEASE

Various Amenities. Kern, Los Angeles, Orange, Ventura, Santa Barbara and San Bernardino Counties. Call for details!

D&M "The Personalized Service Dental Broker"

P.O. Box #6681, WOODLAND HILLS, CA. 91365
PHONE/FAX: (818) 591-1401 www.dmppractice.com

**VISIT US AT THE 2005 ANAHEIM
CDA CONVENTION BOOTH #1692**



**One call will change the way you look at lending.
Our Personable and Professional Staff will create
the loan you want and secure your approval quickly.
See the difference for yourself Doctor.**

Quick & Simple Phone-In Applications • Start-Ups
Expansions • Working Capital • Construction • Consolidation
Real Estate • Equipment Financing • Practice Acquisition
Low Rates • Flexible Terms • No Hidden Fees
12 Month Deferral • Step Payments • Up to 15 Year Financing

For Fast & Friendly Service Call

800-550-9228

LCF Financial Services

www.lcffin.com

—Seeing Is Believing—

FREE LED 5 Cordless Curing Light when purchasing AdvanceCAM Intraoral Camera System. www.buytpcdirect.com.

ORTHODONTIST is looking for an orthodontic office/patients to takeover after 1-2 years of associateship. e-mail: webuser4852@earthlink.net.

SAN LUIS OBISPO (4) op computerized G. P. for sale. (3) ops. Eq't'd. 2004 Collections \$409K on 3 day week. Located in free standing bldg. Cash/Ins/PPO Patient base. D&M PRACTICE SALES AND LEASING (818) 591-1401.

PRACTICE FOR SALE BY OWNER: built 2004 brand new 7 fully equip. adec ops. coll. \$35-40/month. Flat screen monitors each op. 11 networked ops. Schick digital x-ray. dextrix, Zoom system. 2600 sq. ft. 5year lease at \$1.50/sq.ft. with option to buy Real estate at anytime. \$365K. NO BROKERS. 619 517 6245.

HIPAA IS BACK! User friendly HIPAA Privacy and HIPAA Security Manuals. The pair for Only \$199. plus S&H. Order before 4/15/05 and receive, "How To Prevent Embezzlement in Your Dental Office." HIPAA Dental Solutions, Inc. (714) 544-4341.

SEEKING ENDODONTIST 2 days/week. Expanding office in beautiful Palm Desert. Great opportunity. Message (760) 341-6642 fax resume (760) 340-2448.

AIR TECHNIQUES AT200XR DEVELOPER Excellent condition; Cleaning kit, supplies; some X-ray film; 2 years old; Can deliver; \$3000.00 Call 831-426-1444.

PANORAMIC X-RAY Planmeca 2002 CC with Cephalostat and Admark autoprnt. Excellent condition. \$12,000. (310) 657-6363.

REFINANCE YOUR HIGH INTEREST RATE practice loan! Call (800) 456-2779 or visit www.ppcloan.com for details.

GENERAL DENTIST seeking quality practice to purchase in O.C., also Pasadena, San Marino, Palos Verdes. Call 626-375-3225.

AIR ABRASION Dentsply floor tower. Seldom used. Self-contained vacuum, so it won't ruin your vacuum pump! Best offer. 626-355-2391.

RE-UPHOLSTER your dental chairs \$499.95 each. Ergo Dental Inc. 800-680-1644.

DON'T MAKE AN EXPENSIVE MISTAKE! Get a full Dental Demographic Report on your practice area. DentalDemographics.com or call (800) 424-6222, Scott McDonald & Associates. Competition ratios, projected growth, distribution of specialists, etc.

WANT TO PURCHASE A PRACTICE? Remodel? Add equipment? Check out the low rates waiting for you at LCF Financial 800-550-9228 (see ad pg. 5).

PROMPT AND PERSONALIZED SERVICE

Guaranteed

Flat Rate Legal Services:

no surprise costs; comparison shop for full service packages.

\$1,350

California Incorporations

\$3,500

Dental Practice Sales

\$1,350

Shareholder Agreements

All Inclusive Packages: EVERYTHING included in price:
legal consultation, overnight filing, and all fees/expenses/costs.

Experienced and Knowledgeable:

USC Law School, 1984
Dartmouth College, 1981
CA Broker License, 1998

Free Services at Website:

Practice Appraisals
Practice Sale Marketing Tips
Tax Comparison of C vs S corporations



Robert W. Olson, Jr.

a Professional Corporation
Business, Corporate & Real Estate Law

805.963.1120

www.transdental.com

RWO@transdental.com

831 State Street, Santa Barbara, CA 93101

"Only four days before signing my practice purchase and lease documents, I called Mr. Olson for help. His quick response and practical advice protected my interests and saved me money in ways I never even considered."

Larry Cao, DDS, Orangevale, CA

"Mr. Olson's help with my incorporation and two practice purchases has been prompt, thorough, knowledgeable, and ethical. I highly recommend his services."

Warren Gerosa, DDS, Los Angeles, CA

"I didn't realize the crucial decisions involved in incorporating until I hired Mr. Olson. He took the time to explain these issues, and saved me thousands of dollars in the process!"

Ruth Shifman, DDS, Thousand Oaks, CA

#J-271 FRESNO AREA Charming desirable community south of Fresno. Fee for Service. 4 ops, Beautiful leaseholds, granite countertops, maple floors. Collect in \$770K Range. FP \$450K Western Practice Sales 800-641-4179.

GRAEAGLES PORTOLA Phenomenal quality of life opportunity in this NorCal Sierra Alpine Resort Area. Practice collected \$583,000 in 2005 with DDS slowing down. 2004 realized \$616,000 with profits of \$252,000. Beautiful 4-ops office. Go to www.PPSsellsDDS.com to learn more.

PERIODONTIST WANTED for busy general practice. Roseville/Stockton areas. Call (310) 903-7610 fax resume to (818) 996-1803.

QUALITY-MINDED DENTIST Seeking FT/PT associate position in Central Coast area with possible buy-in potential. Positive, team-oriented, dedicated. volare1@charter.net 805-929-8494.

HI PROFILE COSMETIC 800 Dentist practice for sale in Chatsworth. Do not miss this rare opportunity! Waiting list for 800-Dentist is 2.5 years. 2004 collections are over 640K on 4 days/week. Projects 800K collections in 2005. 4 ops 1600 sq. ft. shopping strip location. Great staff. 20 years of goodwill. Price is 650K including A/R around 50K. Call (818) 489-7362. No brokers.

Cosmetics

Optibond Solo Btl	\$ 69.95
Prime & Bond (2)	\$125.00
Miracle Mix Kit	\$119.95
Herculite XRV	\$ 39.95
Luxatemp Plus	\$ 98.95
Prophy angles (500)	\$104.95
Temp bond	\$ 19.75
Clearfil se bond	\$ 88.99

Lidocaine 2% \$ 12.95

X-Ray Film

Kodak DF-58	\$31.75
Kodak DF-57	\$41.95
Kodak DF-54	\$26.50
Kodak DF-53	\$36.95
Flow 57	\$33.95
Agfa 58	\$28.95

Disposables

Gauze 2x2	\$19.95
Gauze 4x4	\$34.00
Cotton Rolls	\$ 9.95
Earloop Mask	\$ 2.50
Tray Sleeves	\$12.00
Syringe Sleeves	\$ 6.99

Leasing/Financing

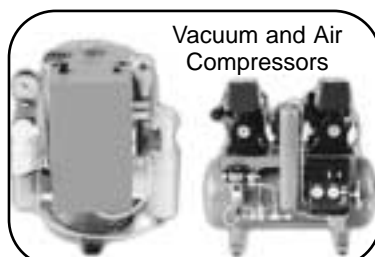
Electric Handpieces Available



Digital Pano
now available



Autoclaves & Dry
Sterilizers available



Vacuum and Air
Compressors

Free In Office Consult on New Construction



Digital x-ray w/software
\$4795

Allied Health Products
888-818-9696

DENTAL SUPPLIES AND EQUIPMENT
Savings • Service • Quality



San Diego Practice Sales

- represents Sellers and Buyers
- exclusively in San Diego County
- more than 28 years of experience with the San Diego Dental Community

PRACTICES FOR SALE — May, 2005

Attention SELLERS: We have several qualified Buyers desiring to purchase a practice in San Diego County. Call today for a complimentary consultation.

RECENT SALES: LA JOLLA, ENCINITAS, ESCONDIDO

SAN DIEGO-PERIODONTAL - EMERGENCY SALE

SAN DIEGO-PACIFIC BEACH-NEW LISTING!! Fee-for-Service **GENERAL** Practice situated in a Professional Bldg. along busy thoroughfare. 3 equipped Ops. (plus 1 plumbed).

SAN DIEGO—JUST LISTED!! Small **GENERAL** Practice situated in converted Victorian home. Excellent freeway accessibility. Low collections—good starter practice.

SAN DIEGO-OCEANSIDE—JUST LISTED!! Owner relocating and selling 11 year established **GENERAL** Practice. 3 equipped Ops. (1 plumbed). ADEC Equipment and cabinetry, Digital X-Rays, CEREC.. Very attractive suite, situated in small shopping center.

SAN DIEGO-PACIFIC BEACH — Owner retiring from **GENERAL** Practice established in 1990. 3 Ops. in approx 900 sq.ft., situated in Medical Bldg. Easy access to 5 Freeway. **ACCEPTED OFFER**

SAN DIEGO-CHULA VISTA (North) — 38 years of **GOODWILL!** Owner retiring from Fee-for-Service **GENERAL** Practice situated in Professional Bldg. Doctor shares 9 Ops. in approx 3100 sq.ft. with other GP. Offered for 375K.

SAN DIEGO-OCEANSIDE 18 year established **GENERAL** Practice with excellent visibility. 2 blocks from freeway 5. Six spacious and fully-equipped Ops in approx. 2400 sq.ft. Approx 40% Cash, 30% Insurance, 20% Healthy Families, 10% Dential. 260K. **BACK ON MARKET**

SAN DIEGO-EL CAJON — Dentist retiring from 40 year established **GENERAL** Practice. 5 equipped Ops. (1 additional plumbed) in approx. 1350 sq.ft. Freestanding Building in shopping center. Approx. 70% FFS/30%DentiCAL. Offered at only 175K

SAN DIEGO-OCEAN BEACH -- PERIODONTAL Practice established 13 years. 3 Operatories with room for expansion. Situated in Professional Bldg. along major thoroughfare. 2003 collections approx. 360K.

SAN DIEGO-MISSION VALLEY— Centrally located **GENERAL** Practice established 35+ years (8 yrs at present location). On 1st floor of attractive office bldg., 4 VIEW Ops in 1200 sq.ft. Great staff expected to stay. Revenue approx. 700K. Offered for 520K.

for updates, visit us at: **WWW.SDPRACTICESALES.COM**

**SAN DIEGO PRACTICE SALES can also assist you with PRACTICE APPRAISALS,
BUY-IN BUY-OUT TRANSACTIONS and LEASE NEGOTIATIONS.**

For More Information Call:

Mike Hostler (760) 599-7828 Bob Fleming, D.D.S.
(voice mail)
SERVICE — INTEGRITY

NEED EXPERT ADVISE ON DENTAL REAL ESTATE Southern Ca., Northern Ca. or anywhere in the Nation - Call the expert CAUDILL AND ASSOCIATES. Serving California and the Nation since 1989. Lease a Suite, buy a building or buy land, Whatever your need contact CAUDILL AND ASSOCIATES @ (909) 337-0466.

COMPUTER SUPPORT Having problems with your network or computers in your dental office? Ashtel Studios can fix them for you. Visit us at CDA Anaheim Booth #128 866.274.8351.


THOUSAND OAKS For sale, Thousand Oaks Blvd, beautiful 3 ops, newer equipment, 2 x-rays, nitrous, low rent, growing area, leasehold only with some charts. 818.985.1848.

WANTED The Wand- Local Anesthetic Syringe-contact camerofred2@msn.com.

ATTORNEY YOU CAN AFFORD Married to a Dentist, I understand what it takes. LLM/Speciality in contracts: Lease, Purchase/sale, Associate/Partnership, Real estate, Corporation, or LLC. Loan documents can be modified for your benefit. Yassi Mahdavi, Attorney At Law, LLM, Yassimahdavi@hotmail.com. 310-869-2414.

"IS YOU LEASE COMING UP for RENEWAL, NEED TO EXPAND then get the best negotiator to handle the job this time. Hire CAUDILL AND ASSOCIATES. (909) 337-0466 (See directory ad).

Loans up to \$3,000,000
+
No Prepayment Penalty
+
Low Bank Rates =


Professional Practice Capital

The obvious answer for Practice Financing.

No need to bone-up for this one. If you're looking for practice financing make sure your lender has all the right products.

Find out more at www.ppcloan.com or call 800.456.2779

Financing for:
Acquisitions, working capital, expansion, buy-ins or buy-outs, refinancing, real estate,
construction, leasehold improvements, and retirement

Visit Us at CDA Booth 868

"Helpful, Prompt, Sensible, Capable..."



That's what HPSC means to me."

"When I needed financing for new equipment to better serve my patients, I chose HPSC. Why? Because HPSC is much more than money. They're experts in healthcare financing. They offer personalized service, suggestions and solutions to meet my needs. They're sincere and up-front. No gimmicks. No hidden agendas. They help me do what's right for my business, so I can do what's right for my patients. A lot more than money – yes, that's my HPSC."

- **Applications taken over the phone, by e-mail and www.HPSC.com**
- **Customized financing solutions**
- **Lease and finance agreements**
- **Deferred and graduated programs**
- **Terms from 12 to 84 months**
- **No money-down programs**
- **No hidden costs**
- **30 years experience exclusively in healthcare financing**
- **Real estate financing**

**What will HPSC mean to you?
Give us a call today to get the
ball rolling. 1-800-225-2488**

**Please visit us at the CDA Show
in Anaheim, Booth #430**

HPSC...
The Best financing
Around.

A part of

GE Commercial Finance
Healthcare Financial Services



For all your financing needs, please contact:

Northwest

Chris Jones
Phone: 800-955-4772 • Fax: 800-601-5944

Practice Acquisitions:

Dave Judy
Phone: 877-436-9048 • Fax: 877-436-0391

Southwest

Mike and Penny Healey
Phone: 800-510-4772 • Fax: 818-727-0570

Practice Acquisitions:

Phone: 877-866-4772 • Fax: 949-588-5762

E-mail: Sales@HPSC.com Visit us on the Web at www.HPSC.com

WHITTIER STARTER PRACTICE Collects \$100,000 per year on two days per week with a 50% net income. Asking \$70,000. Kurt Skarin 1-800 SKARIN #1.

EQUIPMENT, SUPPLIES and office set ups call 310-464-8989.

9 OP GP OFFICE on busy Mesa Rd. Grossing \$666K ('04) with one non-owner Dentist working 4 days. (Refers out Endos & Exts). Owners out of state. Huge potential net to Buyers is over \$150K. Asking \$575K. 714-990-5050 or 949-240-3529.

PRACTICE FOR SALE San Diego (Mission Valley) 35 yrs Established. 4 Ops. Approx 700K Collections. SDPS: 760-599-7828.

SAN DIEGO GP seeks associate. Pedo, Perio, Hygiene first. Partnership for right person. Honest, ethical, conservative a must. 858-376-1440.

YOUR AD: dental practice in central ca wanted, i'm a serious buyer, looking to purchase my first practice, drkim_dds@yahoo.com.

LASER PREMIER CENTAURI Hard tissue Eryag cuts Dentin, enamel, decay cost 40K. Sacrifice for fast sale. 10K. 805-532-0005.

GLENDAL #5 (3) op G.P. for sale. Nicely appointed. Gross \$20K/mos on (3) days/wk. Cash/Ins. D&M PRACTICE SALES AND LEASING (818) 591-1401.

PRACTICE WANTED Real State, any condition. No agent/commission, urgent. Fax 909-713-7300.

SACRAMENTO METROPLEX ORTHO This area is exploding with growth. Practice is at right place at right time. Collections have topped \$540,000/year last 2-years on 3.5 day week. \$280,000 invested in office. Contracts exceed \$615,000. Go to www.PPSellsDDS.com to learn more.

LASER PREMIER CENTAURI Hard tissue Eryag cuts Dentin, enamel, decay cost 40K. Sacrifice for fast sale 10K. 805-532-0005.

BURBANK 28 YEAR PRACTICE FOR SALE! Injured dentist; very low volume last year. Space for 6 ops. Ideal second office. 818-848-5619.

WHY PAY \$10,000.00 for Island Cabinetry when you can get it for \$4895.00 with your choice of colors (formica only). Ergo Dental Inc. 800-680-1644.

BURBANK PRACTICE FOR SALE QUICK! Retiring, injured dentist. Under \$100,000 gross. 2 ops equipped plus 1 plumbed; 1500 sf. 818-848-5619.

OPENING A NEW OFFICE? Call Ashtel Studios to install your computers, networking, wiring, software and digital equipment. Visit us at CDA Anaheim Booth #128 866-274-8351.

DISABILITY CLAIMS CONSULTANT

ADVICE provided on initial individual disability claim OR if insurance company stops monthly payments on existing claim.



Background: 30 plus years individual disability sales. Consultant/expert witness, national author/speaker.

ART FRIES, RHU

1-800-567-1911 • www.afries.com

SAVE THIS AD FOR FUTURE

NEW UNI-LED Curing Light-\$295.00. www.buytpcdirect.com. 10% off @ CDA.

LOCATION, LOCATION, LOCATION! Few opportunities ever in Burbank! Spacious office; 28 yrs. Dentist retiring very little income last years. 818-849-5619.

NEED A PRACTICE ACQUISITION LOAN? See our ad in this issue, or contact us at (800) 456-2779 (www.ppcloan.com on the web).

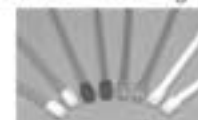
CANYON COUNTRY PARTNERSHIP PRACTICE Selling partner grosses \$700,000/yer with a net income of \$350,000+. Asking \$540,000. Kurt Skarin 818-991-6552.

#H-253 GRASS VALLEY GP in Awesome growing community. Office is adjacent to Lake Wildwood. 3 Fully equipped ops, 1000 sq ft office with beautiful leaseholds and newer equipment. Great start-up/satellite office. FP \$95K Western Practice Sales 800-641-4179.

RESEDA (3) op G.P. for sale. Nice Starter or 2nd office. 2004 Gross Collections approx. \$210K. Nicer equipt., Dentrux S/W, mixed patient base. D&M PRACTICE SALES AND LEASING (818) 591-1401.

IRVINE FEE FOR SERVICE PRACTICE Grosses \$265,000/year. Refers EVERYTHING. Three days of hygiene. Outstanding facility. Kurt Skarin 818-991-6552.

Dentsply/Midwest

Standard
FG Carbides
Clinic Pack (100)**\$ 99.99****1-866
SKY-DENTAL
(759-3368)**Se Habla Español.
Hours 9am to 6pm (PT)**DENTAL SUPPLY**
Your Full Service Dental Supply CompanyCook-Waite
Lidocaine 2% 1:100,000
Red Can 50**\$ 14.99**Dentsply/Caulk
IRM Pwd & Liq
Standard Kit**\$ 29.99**Kerr
Herculite XRV
Unidose or Syringe**\$ 42.99**Earloop Face Masks
Pink or Blue Box (50)**\$ 4.99**Kendall
Monoject Needles
Any Size Box 100**\$ 8.25**J. Morita USA
Root ZX**\$ 799.00**Dentsply/Caulk
Prime & Bond® NT™
Refill Pack (2/4.5 ml)**\$ 129.99**Eastman Kodak
DF-58 Film
Refill Pack (2/4.5 ml)**\$ 31.99**Sky Disposable
Prophy Angles
w/Gray Soft Cup (500)
Net cost 20¢ each**\$ 105.99**2 x 2 Gauze Sponges
Case 5000**\$ 24.99**Cotton Rolls
#2 Medium N/S 1-1/2"
Box 2000**\$ 11.99**SDI
GS-80
Alloy
2 Spill
Capsules
(500)**\$ 279.99**Saliva Ejectors
White or Clear Bag 100**1-\$ 2.25
10+ \$ 1.99 each****New Construction/Remodel/Expansion?
FREE Consultation**

We offer:

- Dental Office Design
- Dental Office Construction
- Leasing and Financing

**DCI-Pro Unit Package:**

- Chair
- Unit - 3 HP Auto
- Assistant Arm -1 HVE and 1 SE
- Duo-Light

\$ 4,999.00**Visit our Booth #1550 at the California Dental Association Convention
Anaheim, California May 12 - 15, 2005**

Prices subject to change without notice. Limited to quantities on hand. Not responsible for typographical errors.

Buy it! Sell it! Trade it!!!

QUICK & SIMPLE PHONE IN APPLICATIONS fast approvals with no hidden fees. Get your money the fast & friendly way. Call LCF Financial 800-550-9228 (see ad pg. 5).

COMPUTERS/NETWORKING Ashtel Studios specialize in networking, wiring, custom built computers, installation and training. Visit us at CDA Anaheim Booth #128 866.274.8351.

PRACTICE FOR SALE San Diego-PERIODONTAL. Situated in Prof. Bldg. along major thoroughfare in Ocean Beach. 3 Ops with room for expansion. SDPS: 760-599-7828.

TAKE ADVANTAGE OF RECORD LOW INTEREST RATES with U.S. Bancorp Healthcare Finance Services practice finance programs. Call 1-877-336-8346 to learn about financing solutions today!

PEDIATRIC DENTIST SEEKS PT/FT associateship in a General or Pediatric practice July 2005. E-mail M.Perea, DDS melperea@yahoo.com.

ENDODONTIST WANTED for busy general practice. Roseville/Stockton areas. Call (310) 903-7610 fax resume (818) 996-1803.

NEW ADVANCE 1500 Bleaching System - \$1,495.00. www.buytpcdirect.com. 10% off @ CDA.

SMILE...HELP IS ON THE WAY EZ-2005 provides a smart alternative for patients that do not qualify for traditional finance programs. Call EZ 2005 #1 Rated Dental Software at 800-273-5033.

U.S. BANCORP HEALTHCARE FINANCE SERVICES provides financing for dental practice acquisitions, start - ups and expansions! Call us today at 1-877-336-8346 to discuss a finance solution that meets your needs.

AN ENTHUSIASTIC GENERAL DENTIST looking for part-time job at an office to eventually buy later on. Tel# (909)633-8917.

EAGLESOFT/PATTERSON VERSION 10.0 license for sale. Top of the line software includes all modules available \$7000. 510-420-1717.

MARKETING YOUR PRACTICE? Demographics and Dental Psychographics will help you target just the patient-types you want. DentalDemographics.com or call (800) 424-6222, Scott McDonald & Associates, Inc.

DENTAL SPACE AVAILABLE FOR LEASE IN SILICON VALLEY

The Los Gatos Professional Center, a brand-new 3 suite dental building has one remaining 1670 sq. ft. suite for lease. Prime location, high visibility with excellent signage, vacuum and compressed air provided. The two existing tenants include well-established general dental and orthodontic practices. Great opportunity for a pediatric practice or another specialty. (408)839-0158.

GIVE US YOUR PRICE on your supplies & equipment, and let us beat it. 310-464-8989.



"The Answer to Where to Put or Build a Practice,"

Scott McDonald & ASSOCIATES

- Site Analysis & Recommendations
- Customized Demographic Reports
- Competition Ratios in All Neighborhoods

Avoid A Huge Mistake

For a Scratch, Purchase, or Expansion:
www.DentalDemographics.com or
 (800) 424-6222

BAKERSFIELD #14 (12) op G.P. for sale. Cash/Ins/PPO/Cap/ Denti-Cal. Cap Check \$10K+/mos. Annual Gross Collect. \$1.2M+. Freestanding Bldg. w exposure/visibility. D&M PRACTICE SALES AND LEASING (818) 591-1401.

SAN CLEMENTE: dental office for lease. 3 ops. 1100 sq. ft. \$2500.00/mo. 949-498-5750 leave message.

PRACTICE FOR SALE San Diego (Pacific Beach)-Fee-for-Service GP in Professional Bldg. on busy street. 3 equipped Ops, 1 plumbed. SDPS: 760-599-7828.

SANTA ANA (EAST) Turnkey office. Equipment and leasehold only. 1392sq.ft. Freestanding building with street signage. 60k OBO. 714-667-5945.

SAN FRANCISCO'S NORTH PENINSULA MANAGED CARE PRACTICE Collected \$770,000 with Profits of \$395,000 in 2004 on DDS' 4-day week. Current year shall do better. 4-days/week of Hygiene. Go to www.PPSsellsDDS.com to learn more.

HIPAA FINES ARE HUGE Order the HIPAA Security Manual & Compliance Plan for Dentists. Only \$89.95 plus tax, S&H. or save \$50. and buy HIPAA Security and HIPAA Privacy together for only \$199. plus tax, S&H. User friendly too. HIPAA Dental Solutions, Inc. 714-544-4341.

EXPERIENCED RESTORATIVE Cosmetic DDS, with excellent patient management, seeking employment FT/PT associate position for FFS practice in 6 months. Roger.Thai@kadena.af.mil.

PLASMA CURING LIGHT still in box \$2495.00 with warranty. Ergo Dental Inc. 800-680-1644.

ORTHODONTIST NEEDED: Large private Multi-Specialty practice in Pasadena seeks parttime associate for 1-2 days per week. Call (626) 432-4242.

"I GOT TIRED OF THE RUNAROUND and Landlord excuses, I hired an EXPERT to work for me". CAUDILL AND ASSOCIATES - (909) 337-0466 (See directory ad).

LEGAL TIP: BUYERS: What if you can't get insurance panel privileges for three months? Attorney Robert W. Olson, Jr., 805.963.1120, www.transdental.com.



Caudill and Associates
DENTAL REAL ESTATE ADVISORS

- Leases
- Practice Sales
- Lease Renewals
- Office Relocations
- Buyer Representation

The #1 Negotiator in Dental Office real estate nationally

(909) 337-0466 (direct)

Web: www.ddsrenegotr.com

Email: caudassoc@aol.com

DENTIST FOR PEDODONTIC dental Anaesthesia/ IV Sedation. Large private multi-specialty practice in Pasadena seeks parttime associate. For details.(626) 432-4242.

NEW HIGH RESOLUTION AdvanceCAM Intraoral Camera System - \$1,325.00. 10% off @ CDA. www.buypcdirect.com.

ORTHO/PEDO MANAGER NEEDED Large multi-Specialty practice in Pasadena seeks PPO/HMO, Sales Exp., Sal. Neg. + Benefits. Call (626)432-4242.

ORTHODONTIST NEEDED: Large private Multi-Specialty practice in Pasadena seeks parttime associate for 1-2 days per week. Call (626) 432-4242.

DENTIST FOR PEDODONTIC dental Anaesthesia/IV Sedation. Large private multi-specialty practice in Pasadena seeks parttime associate. For details.(626) 432-4242.

#D-298 SAN JOSE Turnkey facility in desirable Samaritan Hospital area. Dr. relocating and leaving behind all the major equipment for 3 fully equipped ops. No patient base. **REDUCED!!!** \$135K Western Practice Sales 800-641-4179

CENTRAL COAST #1 (4) op computerized G.P. for sale. Annual gross collections approx. \$350K on 3_ days per week. Cash/Ins/PPO. D&M PRACTICE SALES AND LEASING (818) 591-1401.

ORTHO/PEDO MANAGER NEEDED Large multi-Specialty practice in Pasadena seeks PPO/HMO, Sales Exp., Sal. Neg. + Benefits. Call (626)432-4242.

NO PREPAYMENT PENALTY Professional Practice Capital makes dental practice loans with no prepayment penalties. Call (800) 456-2779 or visit www.ppcloan.com for details.

CABO BEACH FRONT AND BIG BEAR LAKE VIEW luxury vacation rentals. One to three bedrooms fully furnished with the highest quality granite, tile & amenities. Private resorts at Villa La Estancia in Cabo & The Club at Big Bear Lake. Call Dr. @ 310-502-4619.

EXPANDING YOUR PRACTICE? U.S. Bancorp Healthcare Finance Services can help! Contact us at (877) 336-8346 to apply today.

ATTENTION: Please do not fall for the general dentists posing as IN HOUSE ORAL SURGEONS! Make sure oral surgery is done by oral and maxillofacial surgeons. We provide full scope of our specialty including general anesthesia and minimally invasive cosmetic facial surgery (Botox, lip enhancement; M.D., D.D.S. surgeon) in your office. Our record of success speaks for itself. Call: 949-716-5949.

FOR SALE X-RAY PROCESSOR: Air Techniques Perio ProIII with daylight loader. Like new. \$1200 Call (909) 386-7878

BALANCED TYPODONTS ready for Board Exam at any location(w/mounting kit for manikin).Columbia Dentiform SM-PVR-860. Call (818)621-0050.

PRACTICE FOR SALE Chula Vista-38 years of GOODWILL! GP with 9 Ops shared with other DDS. Professional Bldg. SDPS: 760-599-7828.

ASSISTANT FOR STATE BOARD (EXPER.)AVAILABLE FOR NORTHERN CALIF. 12 YRS.EXP.RDA, REFS (916)-961-2108.

DENTIST NEEDED FOR PT POSITION 3 year experience minimum. No HMO. Possible buy-in in 3 years. Pomona CA. Fax: 909-397-4007.

PROFESSIONAL PRACTICE CAPITAL provides financing for dental practice acquisitions, refinance, equipment, expansion, buy-ins, start-ups, retirement funding, and more. Call (800) 456-2779 or visit us on the web at www.ppcloan.com.

BAKERSFIELD PRACTICE FOR SALE Retail location with 7 ops. Grosses over \$250,000/year with great potential. Asking \$190,000. Kurt Skarin 1-800-SKARIN #1.

MOBILE DENTAL DELIVERY SYSTEM CABINET/CART FOR SALE Used. In working condition. 3-handpiece connections. 3 suction. 3-way-syringe. \$599 OBO. 626-823-1243.

ASSOCIATE WANTED Oakley,CA F/T associate for a fee for service private practice. Experienced. Possible buy-in-potential. pkarbassi@yahoo.com 510-414-4737.



TEL: (909) 880-9555
TOLL NO. (877) 767-8237

FAX: (909) 880-9040
TOLL FAX: (877) 312-4970

	TRI COUNTY DENTAL SUPPLY, INC.	Patterson	Pearson	Sullivan Schein	AccuBite
Lignospan 1:100,000 EPI (Red)	\$ 14.95	\$ 19.50 651-5008	\$ 17.99 011-9611	\$ 19.99 1281949 BZ	\$ 19.79 1420A1186
Luxatemp plus Automix Refill Zenith	\$ 99.95	\$ 153.50 124-1346	\$ 126.25 878-8201	\$ 149.79 20090730	\$ 148.99 204120400
2x2 Gauze N/S 5000/Case	\$ 23.95	\$ 66.95 088-6208	\$ 27.95 021-0801	\$ 42.99 1000000 BZ	\$ 36.99 701000A10
Flow 58 Econo-Pack (600)	\$ 99.95	\$ 115.95 122-4107	\$ 109.35 878-8801	\$ 128.99 2014034 BZ	\$ 127.99 202010204
Kodak Lidocaine 2% Red	\$ 14.95	\$ 20.75 118-0100	\$ 16.75 821-0181	\$ 20.79 0300010 BZ	\$ 19.79 110017110
Earloop Face Masks Pink/Blue Box 50	\$ 2.95	\$ 10.95 111-1000	\$ 6.25 011-0849	\$ 7.29 1000004 BZ	\$ 6.99 100401020
Septocaine 4%	\$ 24.95	\$ 31.95 651-4395	\$ 28.30 011-0809	\$ 31.79 1204104 BZ	\$ 30.99 1420A1186
Agfa M2-58 D or E	\$ 29.95	\$ 39.95 204-7195	\$ 33.55 010-0493	\$ 39.99 6000071 BZ	\$ 38.99 100012000
MW Burs Clinic Pack(100)	\$ 89.95	\$ 99.95 108-6008	\$ 107.95 3028-0175	\$ 119.99 7121000 BZ	\$ 126.99 614101210
I bond Kulzer	\$ 89.95	\$ 107.95 449-1481	\$ 94.45 8215-1400	\$ 99.99 6004100 BZ	\$ 106.99 100000040
Root ZX I BY J MORITA	\$ 749.95	\$ 949.00 121-7193	\$ 944.85 1803-0073	\$ 899.99 1217100 BZ	\$ 933.99 200101040
3 1/2 X 10 Pouches 200 per box	\$ 4.75	\$ 8.79 101-0052	\$ 5.75 1803-0410	\$ 13.29 1111100 BZ	\$ 12.49 200001010
Flexitime Bulk 12x50 ml Heavy Tray	\$ 147.50	\$ 181.50 60001015	\$ 156.60 8215-1112	\$ 179.99 1712100 BZ	\$ 185.55 100001000
Gluema Comfort Bond + Desensitizer (3x4ml)	\$ 199.95	\$ 247.00 448-6008	\$ 211.60 010-0139	\$ 247.99 6001010 BZ	\$ 242.99 100011110
Clear SE Bond Kit #1970-KA	\$ 89.95	\$ 121.50 121-7191	\$ 97.20 1803-0300	\$ 120.79 1210000 BZ	\$ 119.99 200101010
Kodak DF-58	\$ 33.95	\$ 40.49	\$ 37.65 821-0130	\$ 37.99 1112070 BZ	\$ 39.99 110001010
Radil Led Curling Light (SDI)	\$ 550.95	\$ 695.00 610-0150	\$ 649.50 244-0000	N/A	\$ 622.99 711000010
Carbocaine 2%	\$ 23.95	\$ 24.95 101-7001	N/A	\$ 26.49 6001010 BZ	\$ 25.49 110001010

WE WILL MATCH OR BEAT ANY COMPETITOR'S PRICE..... GUARANTEED!

PRICES FROM DEALERS WEBSITE AS OF 03/09/2005

PRICES ARE SUBJECT TO
CHANGE WITHOUT NOTICE.
LIMITED QUANTITIES ON
HAND. NOT RESPONSIBLE FOR
TYPOGRAPHICAL ERRORS



VISIT US AT:
CDA SCIENTIFIC SESSIONS:
MAY 12-15, 2005
ANAHEIM, CA
BOOTH # 864



Western Practice Sales

800-641-4179

BAY AREA

NEW #A-SAN FRANCISCO - GP, Near Union Square. Collections of \$643K in '04. Modern Equipped 4 op newly remodeled office. Insured/cash patients. This awesome practice won't last long. **Call for Details.**

#D-250 CUPERTINO - Turn-key facility off Stevens Creek, less than two years old! Great location! **Great Build Outs!** Won't last! **Call for Details.**

REDUCED #D-219 SAN JOSE - Nice newly remodeled Turnkey facility in desirable **Samaritan Hospital area**. 3 fully equipped ops, great location. **FP \$135K**

#D-278 SANTA CRUZ COUNTY - GP, Seller retiring. Modern equipped 5 op office. Insured/Cash patients only. Collections of \$523K in '03. **Office bldg/real estate available for purchase with practice.**

#D-279 SANTA CRUZ AREA - GP in great **Surfing/Beach** community. Nice office, 5 operatories, a mix of Fee-For-Service and some PPO's. Gross receipts in the 300K range. **Call for Details!**

NEW! #D-283 MONTEREY AREA - GP, fee for service practice. Office is 2700 sq ft with 5 ops. Great Opportunity in Great Area! **Call for Details**

NEW #D-293 SAN JOSE - GP in prime strip center location, in West San Jose. New office w/2 fully equipped ops, plumbed for additional 2 ops. Mixture of insured PPO patients. **FP \$325K**

NORTHERN CALIFORNIA

#E-268 SACRAMENTO - GP, Est. 24yrs. Seller retiring from this fee-for-service practice. Office is 1300 sq ft 4 ops. **BUILDING IS ALSO AVAILABLE FOR PURCHASE!** **FP \$210K**

NEW! #E-281 SACRAMENTO - GP, Fee for Service Practice. 4 op Practice w/ gross receipts in the 400K range. Won't last! **Call for Details!**

NEW! #E-287 FOOTHILLS - GP, Long Est. Seller retiring. Refers out most specialties, nicely equipped 5 op office. Gorgeous picturesque views! **Only \$175K!**

REDUCED #E-149 MENDOCINO COAST - Great opportunity for dentist who would like to own their own bldg in beautiful **BEACH** community. **Only \$75K!**

#G-230 OROVILLE - GP in fast growing **Lake Community**, perfect for the outdoorsman who likes **fishing, skiing or houseboating**. Seller retiring Coll'd \$330K in '04 and on track for \$360K in '05! Seller refers out all specialties. 3 op office w/ all new dental chairs. **BLDG IS ALSO AVAILABLE.** **FP \$185K**

REDUCED!! #H-224 CHESTER LAKE ALMANOR Long Established GP in Beautiful 4 Season Resort area. Office is 1400 sq ft office with 3 fully equipped ops. Insured/Cash pts only. Coll'd approx. **\$300K** in '04 on a 3 day work week! Office Bldg avail w/ purchase of practice. **Real Estate \$350K, Practice \$195K**

NORTHERN CALIF. CONT.

REDUCED!! #H-210 MOTHERLODE - Live and Practice in **Beautiful Gold Country!** Rich in Recreational possibilities. **Fishing, Hunting & Skiing**. GP Long Estab. practice. Coll'd \$332K in '02. Low overhead office, netting 50% of collections. **FP \$195K.**

#H-253 GRASS VALLEY - GP in Awesome growing community. Office is adjacent to **Lake Wildwood**. 3 Fully equipped ops, 1000 sq ft office with beautiful leaseholds and newer equipment. Great start-up or satellite office. **Call for Details.**

NEW #E-281 CLEAR LAKE AREA - GP in Awesome fast growing **Lake Community**. Newly remodeled w/ equip. less than 7 years ago. Aves 20 new pts per month. Only one other dentist in the area. This one won't last! **Only an hour from the wine country!** **FP \$145K**

NEW #I-291 SALIDA - GP, Great location in growing north area of **Modesto**. Collections avg \$950k in last three years. Modern equipped 10 op office mixture of insured/managed care patients. Excellent opportunity for owner/dentist. Aves 160 new pts/mo. **Call for Details!**

CENTRAL CALIFORNIA

#I-249 STOCKTON - GP Estab practice Seller retiring. Office is located in single story prof bldg in **Prime Downtown area**. 1300 sq ft 2 ops & plumbed for 3rd. **Call for Details!**

#I-246 FRESNO AREA - GP Collections of \$522k in '03. 5 fully equipped ops, w/all the **Latest Technology**. Patient base is a mixture of insured, private pay and Denti-Cal. **FP \$340K** **Call for Details!**

#I-272 CENTRAL CAL. - Awesome, Busy and still growing family oriented practice in desirable area of town. **Over 3000 active Fee-For-Service patients**. 5 operatories w/room for one more. 2,000 sq ft of beautiful space. This is a practice anyone would be proud of. **Call For Details!!**

#I-270 FRESNO - Brand New Beautiful office!! 1300 sq ft, 2 ops plumbed for 4 with even more room for expansion. Top of the line equipment. **FP \$175K**

#I-271 FRESNO AREA - Charming desirable community south of Fresno. Fee for Service, 4 ops, **Beautiful leaseholds**, granite countertops, maple floors. Collect in \$770K Range. **FP \$450K**

NEW! #I-286 SAN LUIS OBISPO COUNTY - GP, Est. 4 op practice in single story prof. bldg. Ins/Cash pts only. 4 1/2 days of hyg. Coll'd \$80K in '04! **FP \$350K**

SOUTHERN CALIFORNIA

NEW #K-290 GLENDALE - Nicely Decorated modern practice in desirable office building. Practice is priced as a leasehold improvement, but with all the charts available to Buyer. **FP \$120K**

ARIZONA CONT.

#AZ-245 TUCSON - Estab. GP of 13 years. Office is 2400 sq ft located in free standing bldg w/4 ops. Great location! Collects in range of \$350K. **FP \$220K.**

#AZ-247 CENTRAL ARIZONA - GP Long Estab. practice. Dr. avgs 12-15 pts/day with 30 new pts per day w/ 30 new patients per month. Office is 1450 sq ft w/4 fully equipped ops. Practice \$220K Building Also Available for Purchase. **Call For Details.**

NEVADA

REDUCED!! #R-128 RENO - Long Estab. Fee-for-service GP. 5 ops office near hospital. Coll'd over \$600K in 2001. FP is only 50% of Gross! **FP \$175K**

#R-142 - RENO - Long Estab. GP. Seller retiring. 1,540 sq ft w/5 equipped ops, ofc is centrally located. Coll'd \$373K in 2002. Ins/cash pts. **Call for Details!**

#R-233 RENO - Long Estab. practice. Modern equipped 4 op office. Collections of \$795K in '03. Mostly Insured/cash patients. Excellent location with reasonable rent. **Call for Details.** **FP \$400K**

NEW #R-276 MINDON - Turn-Key Facility with lots to offer! 1700 sq ft office w/4 ops. Don't pass this one up! **Call for Details!**

#LV-240 LAS VEGAS - Awesome 10 op practice in free standing building on West Flamingo. Mostly fee for service practice w/gross about 2 million. **Call for Details!**

#LV-248 LAS VEGAS - GP, Estab 4 years. Seller is retiring. Dr avgs 20 pts w/ 10 Hyg pts per day & approx 80 new pts/month. 1,950 sq ft, w/5 ops. **FP \$635K**

#LV-263 LAS VEGAS - GP Estab. 24 years. Beautiful 3000 sq ft, 6 op practice w/ gross in Million Dollar range! **Call for Details!**

#LV-266 LAS VEGAS - Turn Key facility with state of the art equipment. Would cost twice as much to duplicate. Stunning office with beautiful decor. **Call for Details!**

HAWAII

#HI-257 MAUI - Vacation year round by purchasing this Beautifully decorated with beautiful views GP. One of the only dentists between Lahaina and Kapalua. On high traffic corner lot in professional bldg. **Gross over \$650K on relaxed schedule.** **Call for Details!**

SPECIALTY PRACTICES

#C-256 EAST BAY - Endo, Long Estab practice. Ins/Cash pts only. Modern equip'd 3 op office. Coll'd \$504K in '03 on 4 day schedule. **FP \$300K**

NEW! #D-283 SAN JOSE - Oral Surgery, Absolutely beautiful located in very desirable area of SJ!! New equipment, Gross over 1 Million. **Call for Details!**

NEW! #LV-286 - Ortho, Great practice, gross over 1 Million on only 70 Dr. Days a Year!! **Call for Details!**



Frank X. Farry, M.B.A.

Meet our local presence exclusive to Southern California

Frank Farry resides in Laguna Niguel. He brings years of experience in Commercial Real Estate as well as Dental Brokering. Call Frank to **list your practice** or discuss current practices for sale directly at 949-533-6932 or corporate at 800-641-4179.

www.westernpracticesales.com

Buy it! Sell it! Trade it!!!

SANTA CLARA VALLEY PERIO Great location. Practice has transitioned from it's earlier days of surgery to bone and tissue grafting. Lots of implant reconstruction here with patients who can afford this service. Collected \$380,000 on part-time schedule. Go to www.PPSsellsDDS.com to learn more.

NEW SONIKLEEN Ultrasonic Cleaner w/ basket- \$279.00. www.buytpcdirect.com. 10% off @ CDA.

2 RITTER X-RAY MACHINE FOR SALE \$399 each OBO. Non-working condition. Buyer needs to remove the device. Pomona CA. 626-823-1243.

SANTA BARBARA CITY AREA GENERAL DENTIST WANT-ED. 1-2 days/wk(4-6 hrs/day), short/long term? CALL 805-965-8141 M-F 10-6.

MERCED, CA: busy practice for sale. DentiCal & insur/cash. no HMO. Low rent. Motivated sell, price negot. Email to MercedDental@yahoo.com.

NEW DENTAL CHAIR mounted light (5) still in box \$475.00 each with warranty. Ergo Dental Inc. 800-680-1644.

SLO CO. PRACTICE 4 SALE! 400,000.+per yr. on 4 day wk. No caps/medi-cal. 5 ops. CCuniforms@aol.com.

CHEW ON THIS EZ-2005 provides a smart alternative for patients that do not qualify for traditional finance programs. Call EZ 2005 #1 Rated Dental Software at 800-273-5033.

FOR SALE Four Dome orthodontic chairs and one (almost new) Velopex xray developer. All in great condition. 323-589-3438.

LEGAL TIP: Does it matter whether the sale closes this or next year? Attorney Robert W. Olson, Jr., 805.963.1120, www.transdental.com.

SAN DIEGO NORTH COUNTY PRIVATE PRACTICE FOR SALE work for a year then buy in. Call 760-944-7646.

GX-770 INTRA-ORAL X-RAY UNIT-1989 MODEL: Works great. Only \$700 if picked up San Jose. Call Dr. Emerson at 408-252-7980.

BEL-20 X-CALIBUR DENTAL CHAIR (Beige)with Forest Delivery System and Belmont Light For Sale \$2,000. (209)832-8883.Hardly Used.

CENTRAL COAST #2 (3) op computerized G.P. for sale. (2) ops eqt'd. Mostly Cash/Ins w small amount of PPO. Ave. Gross Collections \$500K+/yr. D&M PRACTICE SALES AND LEASING (818) 591-1401.

WASCO NEAR BAKERSFIELD GP for sale . seller retiring. cash and ins patients only. minimum overhead 661 665 8518 after 6PM.

BEVERLY HILLS PRIME ground floor corner GP, 1100 sq ft. 4 operatories, move your practice, share rent, buy out; 310-552-1441, dds@911dentistry.com.

VACATION • VACATION • VACATION • VACATION • VACATION

CABO BEACH FRONT AND BIG BEAR LAKE VIEW
Luxury Vacation Rentals

One to three bedrooms fully furnished with the highest quality granite, tile & amenities.

Private resorts at Villa La Estancia in Cabo & The Club at Big Bear Lake.

Call Dr. @ 310-502-4619

VACATION • VACATION • VACATION • VACATION • VACATION

SPECIALISTS/OFFICE FOR LEASE/SPACE SHARING. ORANGECOUNTY. General working 4 days. State of the art facility in Premier location. 714-813-7713.

BUYING A PRACTICE OR SELLING AN EXISTING PRACTICE? U.S. Bancorp Healthcare Finance Services can help you find a solution for your dental practice. Contact us at 877-336-8346.

WANTED PEDODONTIST For Lease or Sale. Will set you up in existing Office in beautiful Mendocino County. (no Pedo Office in this area) call 707-462-8719.

PRACTICE FOR SALE Auburn nice office 7 operatories 2000sq' collections 270K in 2003 Asking 150,000 Phone 530-368-0461 Fax 530-885-2335

ASSOCIATE NEEDED Santa Maria, Central Coast,CA- possible ownership transition. Cash/Ins. office. No MediCal/HMO. Contact Suhaydee Fuentes 805-925-4051.

#D-282 MONTEREY AREA GP, fee for service practice. Office is 2700 sf with 5 ops. Great Opportunity Great Area. One of the nicest practice WPS has listed. Call for Details! Western Practice Sales 800-641-4179.

ENDODONTIST WANTED for newly expanded specialty practice office in Palm Desert, CA. Call Dr. Anne Nicholas @ (760)272-6292 palmdesertimplantdentist.com.

WHOS GOING TO BUY MY PRACTICE? If you're reasonable, I'm looking for my first,starter practice drkim_dds@yahoo.com

GROUP PRACTICE Motivated Seller PRICE REDUCTION. Established 17 years. Separate Building 4,000 sq ft. 9 operatories. Grosses \$2,700,000-2,900,000! Financing available Promed Financial. Contact Debra 888-277-6633.

HANDPIECES R' US we have lots of rebuilt and new high and low speeds, we even take trade-ins and purchase handpieces! Handpiece Trading Post, 800-445-6719.

ASSOCIATE DENTIST Growing South Gate office needs experienced DDS P/T. Modern office, great staff. Call for interview (310)886-0606.



(800) 560-8222

Fax (626) 810-4245

Buy Direct. It Pays

INNOVATION • RELIABILITY • QUALITY

www.buytpedirect.com


NEW!!
• Hi Resolution
• Auto focus
• Memory
• Full or quad screen

Starts as low as
\$950⁰⁰

AdvanceCAM

Intraoral Camera System

**** Purchase AdvanceCAM
w/Docking Station and receive
LED 5 Cordless Curing Light FREE**
(value: \$460.00)



\$2,295⁰⁰ (w/o cuspidor)
\$2,595⁰⁰ (w/ cuspidor)

Mirage

Chair-Mounted Delivery System

**** Purchase (3) Delivery Systems,
receive (1) AdvanceCAM
Intraoral Camera FREE**



Scrubleen R2510 Ultrasonic Cleaner
w/Basket
\$279.00



Advance 500 Turbo Curing
& Bleaching Light
\$495.00



PM25
PowerMAX 25 Ultrasonic Scaler w/Insert
\$425.00



Advance 750
Piezo Scaler
\$395.00



TMC-218-120
North Carolina Mobile Cabinet
\$360.00



Advance 3000 Plasma Arc Curing
& Bleaching System
\$2,495.00



LED 5
Cordless Curing Light
\$460.00



N7
Micromotor & Handpiece
\$345.00



Film Mount
Open Window • Notched • Clear Pocket
Buy 5, get 1 FREE



Lacort Operator Light
\$625.00 (w/sensor)
\$525.00 (w/o sensor)
\$895.00 (ceiling mounted)



15" Deluxe LCD Monitor
w/Xray Viewer
\$1,495.00



Advance 1500
Bleaching System
\$1,495.00

California Dental Association Coupon

Booth #1474

10% OFF*

* Must purchase equipment at meeting to receive discount.

Buy it!

Sell it!!

Trade it!!!

HIPAA - It's Back

Covered entities must implement the HIPAA SECURITY RULE by April 20, 2005. User friendly (fill-in-the-blanks) HIPAA Security Manual, Staff Training CD, Poster Series to meet the requirement for "Periodic Updates", and required Documentation Forms

only **\$89.95** plus Shipping & Handling

Need the HIPAA Privacy Manual too?
Save \$50 and buy both manuals

for only **\$199** plus Shipping & Handling

Order before April 15th and receive "How To Prevent Embezzlement", written by Thomas & Fees, an Accounting Firm with 30 years experience working exclusively with California Dentists.

Order by Fax 714-731-7296 or call Nancy at 714-544-4341

HIPAA DENTAL SOLUTIONS, INC.™

"DON'T RENEW YOUR LEASE WITHOUT CALLING CAUDILL AND ASSOCIATES" You have nothing to lose and everything to gain. Tell me your situation and I will let you know how if I can help. The call could save you thousands of dollars in your pocket. Call CAUDILL AND ASSOCIATES (909) 337-0466.

NEW OFFICE set up consults call 310-464-8989.

ENDODONTIST NEEDED Must accept HMO patients or willing to be enrolled. Many patients available. Please call Dr. shirazi at 951-775-5536.

LARGE PRACTICE FOR SALE in Culver City for more information please call. (310) 488-6818.

BUILD OR RELOCATE YOUR PRACTICE IN A NEW STATE OF ART DENTAL OFFICE IN PRIME LOCATION OF ENCINO CA. 818-380-9057

HIPAA IS BACK! Most dentists must implement the HIPAA SECURITY RULE by 4/20/05. User friendly HIPAA Security Manual, Staff Training CD, Poster Series and required Documentation Forms. only \$89.95 plus S&H. HIPAA Dental Solutions, Inc. (714) 544-4341.

FRESNO COUNTY #1 (3) op G.P. for sale. Limited Competition. 2004 Gross Collect. \$375K+ on 4 days/wk. Cash/INS/PPO/Denti-Cal. Low overhead/high net. D&M PRACTICE SALES AND LEASING (818) 591-1401.

LOOKING FOR FINANCING FOR YOUR PRACTICE? U.S. Bancorp Healthcare Finance Services provide equipment financing, practice acquisitions, expansions and new start-ups. Contact us today to discuss your practice needs at (877) 336-8346.

FOR SALE: Brand new Curing light 3M/Unitek (cordless), Ortholux TM LED. Original package. \$1200 (new \$1350), Ph: (858) 780-9986.

PRACTICE FOR SALE Large office, South Orange County. Receipts of 1.5m. Call for more info. 909-973-2346.

XRAY CHAIR: Barely used, perfect condition; cost \$875, will give away for \$225! Must pick it up - (650) 342-9571.

SAN DIEGO ORTHODONTIC PRACTICE SALE: 2-4 days/week. Share overhead with noncompeting specialist if desired. Inquire: orthoop@cox.net for confidentiality.

DENTSPLY CAVITRON SELECT SPS (7x3in) with slim line #0206 and Hvy tip #0302. Rarely used. Excellent condition. \$1500 call 714-608-9227.

ENCINO GP PRACTICE FOR SALE Upscale Family/Cosmetic Office \$20K/mo. on 2 1/2 days/wk. Easy to EXPAND!!! Extremely LOW overhead. No HMO, Cap, MediCal. No Brokers Please!! (818) 377-5220 or daviddds@earthlink.net.

Handpiece Trading Post

Celebrating our 25th Anniversary!

*"We welcome trade-ins on equipment and supplies!
Since 1980 family owned and operated!"*

2005 is a special year for getting 100% tax write-offs on equipment. If you are thinking about replacing those old chairs or units now is the time!!! We specialize in rebuilt Adec chairs and units, and other brands also. All of our rebuilt chairs and units come with a 1 year guarantee. Please call for referrals in your area! We also invite you to **trade-in** your old equipment or make us an offer and we will consider it.

Cavitron and "Jet" Repair
Speedy, professional repair with factory parts!(30 to 50% less!)Free estimates! 1 yr. war!
(Rebuilt units available!)

Rebuilt/new HandpieceSpecials!

Kavo, NEW! p/b, multi, f/o.....	\$599
Kavo Klone, new, multi, f/o.....	\$399
Kavo Klone, new, multi.....	\$299
Tradition, power lever, reb.....	\$225
Tradition clone, new, p/b.....	\$299
Tradition p/l, f/o, reb.....	\$350
Tradition clone, new, p/b, f/o.....	\$399
NSK, p/b, f/o, reb.....	\$279
NSK clone, new, p/b, f/o.....	\$399
Titan L motor, f/o w/latch hd. new.....	\$695
Star 430 SWL, no-lube, reb.....	\$399
Star 430 SWL clone, new p/b, f/o.....	\$399
Lares, F/O, P/b reb. 6 mo. war.....	\$275
Quiet Air, rebuilt, 6 mo. war.....	\$149
Shorty,reb,w/ nosecone or sheath/head.....	\$399
Titan S or SW scaler w/tip, reb.....	\$299
Kavo 2307L or 2320L with contra head.....	\$899
Little Guy, demo, 5k.....	\$325
Tru-Torq, reb. 1 or 2 speed, w/sheath.....	\$299
Titan generic latch heads, new.....	\$59
Shorty generic latch heads,new.....	\$69

We also have W&H, Adec, Bien Aire, etc.
Call us we just might have it!

Purchased a new practice? Expanding or downsizing? Call us! Our 30 years of experience can save you thousands!



Handpiece Repair

Anniversary Special
Hi speed repair.....\$49!!!!
Rebuild, Midwest, NSK, etc.

We can fix the unfixable!
Send us those handpieces that your current repair guy said aren't worth fixing or "can't " be repaired! We have lots of extra parts and the experience! We'll give you free estimates!

The Super Bearings are Here!!!!
4 month Warranty for Midwest Tradition, Quiet Air, and NSK, etc.\$49, will run like new, no vibration, quiet!
Kavo, Ceramic Euro-Bearings!
Super quiet, 10 mo. warranty.....\$149
Star 430 no-lube, 10 mo. war.....\$149
Low speed overhaul....1 yr. war...\$169
Our tech. has over 15 yrs. experience!
Speedy, same day in- out repair!

Big Equipment too!!

We now do mobile repairs in Orange and L.A counties!
Professional techs. with over 20 years experience!

We also can design and build your new office or addition!
Re-built dental chairs, units, x-rays, lights, pumps, compressors, small equipment, etc.

CALL US WE CAN HELP.

Handpiece Trading Post

18627 Brookhurst St. #351
Fountain Valley, CA 92708

We like trade-ins! Visit us at:
www.handpiecetradingspost.com

800-445-6719

TUSTIN Turnkey brand new office in new shopping center. 4 Ops, ready in July. Great location. Very busy street. (714) 642-1434.

SAN FERNANDO VALLEY ENDODONTIC PRACTICE Long established practice grosses \$550,000/year with greater potential. Kurt Skarin 818-991-6552.

SAN DIEGO PRACTICE SALES Looking to BUY or SELL a practice in San Diego County?? Call the area experts for prompt personal service with integrity. We can also assist you with PRACTICE APPRAISALS, BUY-IN/BUY-OUT TRANSACTIONS, and LEASE NEGOTIATIONS. Call for complimentary consultation. 760-599-7828.

DIGITAL X-RAY W/PAN-CEPH call for best prices 310-464-8989.

ASSOCIATE/PARTNER Immediate opening for General Dentist in our beautiful, busy and state of the art office in Mendocino County. Motivation and good people skills a must. Great Opportunity! Fax resumé 707-463-8632 call 707-462-8719.

DENTAL OFFICE FOR LEASE IN VISALIA 1700 SF, 4 Fully equipped operatories, X-ray room, dark room, and lab. Call 559-936-6014.

NEW ADVANCE 320 Halogen Curing Light- \$260.00. www.buytpcdirect.com. 10% off @ CDA.

DENTAPORT ZX Endodontic Handpiece, with built-In Apex Locator Almost new, used 4 times. Priced to sell for \$2200 Call 559-936-6014.

WEBSITE DESIGN Customized, elegant, website design services available. Customized logo/branding development also available. Visit us at CDA Anaheim Booth #128 866.274.8351. www.ashtelstudios.com.

MIDWEST RDH slow speed hand piece. #10067915 Rarely used. Excellent condition. \$390. Call 714-608-9227.

SPACE FOR RENT Great location Near Promenade 310-395-7221. Parking available.

DENTIST: Valencia/Hesperia/San Jacinto, Partnership potential, Top Salary. Experienced a must. Call Cristina 661-212-5621 Fax resume 661-964-0371.

PANORAMA CITY EMERGENCY PRACTICE SALE! DDS passed away. (4) op G.P. 2004 Collect. \$106K p.t. Cash/Ins/PPO. Priced for immediate sale. D&M PRACTICE SALES AND LEASING (818) 591-1401.

OFFICE SPACE FOR RENT/LEASE in South Orange County & Mid-Wilshire Los Angeles areas. 1-5 operatories available. (213) 385-0053.

BUSY GENERAL PRACTICE looking for Orthodontist, Periodontist, Oral Surgeon & Endodontist. Roseville & Stockton. Call (310) 903-7610 Fax resume to (818) 996-1803.

Pacific

Attend Pacific Management Consultants
"Lunch and Learn"
Dental Practice Workshops

10 Points of Practice Management Success
April 1, 2005

How to Insure You Have Sufficient New Patients
April 15, 2005

Secrets of Selling Your Service
April 22, 2005

How to Create a Great Staff
April 29, 2005

Magic of Good Management
May 6, 2005

Running Your Schedule Right
May 13, 2005

7 Steps of Treatment Acceptance
May 20, 2005

How to Insure You Have Sufficient New Patients
June 3, 2005

*Each workshop runs from 12-2pm. Don't miss this
FREE workshop with lunch on us!*

Call 800-818-1515, ext. 110, ask for Megan

Workshop held at: Pacific Management Consultants
2055 Hamilton Ave. San Jose, CA 95125

D-288 SAN JOSE Facility only in San Jose, perfect for GP or specialist. Nice start up practice opportunity. Call for Details. Western Practice Sales 800-641-4179.

WHY NOT BE YOUR OWN BOSS? By renting/leasing space in South Orange County or Los Angeles Mid-Wilshire. (213) 385-0053.

DENTAL OFFICE FOR LEASE prime location south bay area 310-370-2966.

ORAL SURGEON NEEDED Busy Multi-specialty practice looking for an Oral surgeon to join us. Please call Dr. Shirazi at 951-775-5536.

S.S. WHITE DENTAL CHAIR (3) - good working condition. \$500 626-319-6318. David.

DEXIS 60IP sensor system for sale. Best price. David 626-319-6318.

NEW ASSISTANT'S "North Carolina" Mobile Cabinet- \$360.00. www.buytpcdirect.com. 10% off @ CDA.

DENTAL PRACTICE FOR SALE: Sierra foothills location (Grass Valley-Nevada City). Unique opportunity. Beautiful 2200 sq ft, six operator, modern office in growing area. Very desirable place to live, between Sacramento and Lake Tahoe. Dentists retiring! \$1,000,000+ annual gross. Fax for info: (530) 272-8662.



Professional Practice Transitions

*You Practice Dentistry...
We'll Do The Rest!*

*Dedicated to Professionalism and High Ethical
Standards with Experience and Reliability.*

SONOMA COUNTY: For Sale - General Dentistry Practice - Located in a freestanding building on a busy thoroughfare. 2004 Gross Receipts were \$56K. Four treatment rooms with 6 days of hygiene. Staff will stay after the sale.

MARIN: For Sale - General Dentistry practice located in a desirable medical dental complex. Owner is retiring after 40 years in the same location. Adj. net income of the practice was \$140K in 2004 with Gross receipts averaging \$320K per year. Staff will stay.

FOLSOM: For Sale - This beautiful state of art dental practice located close to Intel had gross receipts last year of \$1,327,000, with only a 65% overhead. There are 6 operatories and 8 days of hygiene. New facility with new equipment. This beautiful office offering cosmetic and restorative dentistry, includes digital x-ray computer & monitors in each treatment room - Dentrix software.

VENTURA COUNTY: For Sale - Pediatric practice. Grossing close to \$1 million per year with less than 50% overhead offers any buyer an excellent opportunity to make approximately \$300K pre-tax per year after paying all expenses and principal and interest on acquisition loan. Practice has operated at it's present location for 24 years. Nicely equipped with intra-oral camera, panoramic x-ray and Dentrix software.

CARSON CITY, NEVADA: For Sale - This practice is has gross receipts of over 1 million a year with a 50% overhead. Owner would like associate to join him and transition into ownership equity position. Area is experiencing high growth. Office is an attractive free standing building located in a very desirable area on a main through-fare.

CORCORAN: For Sale - Average Adjusted Income \$117K, 2003 GR were 288K. 3 treatment rooms. 2 days of hygiene. Doctor works approximately 33 hours per week.

NORTHERN CALIFORNIA SIERRA FOOTHILLS: For Sale - This practice located on historic Highway 49 and its satellite practice located in Orangetown offers a great opportunity for any dentist wanting to go into partnership with the owner with eventual buyout. 2003 Gross Receipts were 622K with a low overhead of 53%. 8 days of hygiene with 7 operatories.

PALOS VERDE ESTATES: For Sale - This excellent fee for service practice has operated in its present location for over 30 years. The area is stable and affluent. There are five days of hygiene. Practice has four operatories, laser, intra-oral camera, and digital x-rays. The 2003 Gross Receipts were 603K.

TAFT: For Sale - Looking for an ideal satellite or start up practice? This 1,400 sq. ft. office has 4 equipped operatories. Practice to be sold as is for the price of \$72,000. Price includes 1,200 active patients. Building is also for sale for \$210K.

SAN LUIS OBISPO COUNTY: For Sale - General Dentistry Practice. This excellent practice is grossing \$824K per year with only a 54% overhead. Owner will stay or leave depending on the need of the buyer. Practice has been in its present location for 10 years. There are 7 days of hygiene.

BAKERSFIELD: For Sale - General Dentistry Practice. Gross Receipts are \$368K with approximately \$100K adj. net income. Seller is retiring 23 years in same location and practice started in 1962. Three and half days of hygiene.

TULARE COUNTY: Partnership available. This outstanding valley general dentistry practice did nearly 2 million dollars in gross receipts in 2004 with approximately 65% overhead. Practice was purchased in 1985. Owner wants to expand into new facility but would like to have a partner on board first. Eight days of hygiene.

FRESNO COUNTY: For Sale - General Dentistry Practice - This practice did \$889K in gross receipts in 2003 and averaged \$852K for the last 5 years. 1998 remodel. Practice has operated in present location for over 23 years. 5 equipped treatment rooms and 7 days of hygiene.

MERCED: For Sale - General Dentistry Practice - Gross receipts for 2004 were \$590K with only a 57.6% overhead. practice has operated in present location for over 10 years. Staff will stay.

NORTH SACRAMENTO: For Sale - Owner is retiring - The updated office has 3 operatories with the availability of a 4th. The 2004 Gross Receipts were \$30K with only 62% overhead. An excellent opportunity in a well established location. 4 days of hygiene.

RIVERSIDE: For Sale - Practice has been in present location for 32 years. Four days of hygiene. 2003 Gross Receipts were 432K. Office opens 4 days a week. Doctor working 27 hours per week. **Building also for sale.**

REDDING: For Sale - Both practice and building are for sale - 2,700 sq. ft. office building. 5 operatories - 2003 gross receipts were 458K - 4 days of hygiene - 24 years same location - Doctor retiring.

UPCOMING PRACTICES: Modesto, Two Redding, Visalia, Eureka.

CDA AHAHEM DENTAL CONVENTION **BOOTH #1393** (ACROSS FROM THE SULLIVAN SCHEIN BOOTH)

PRACTICE BROKERAGE

APPRAISAL/ VALUATION

CONTRACT SERVICES

PURCHASE FINANCING

ASSOCIATESHIPS

PARTNERSHIPS

MERGERS

Real Estate Licensee PPT Consultants:

- Steven Rizer D.D.S.
S. Cal. • 805-405-6568
- Mario Molina
S. Cal. • 323-974-4592
- Jay Harter
N. Cal. • 916-812-0500

Contact: Corporate Broker

Dr. Dennis Hoover 1-800-519-3458
161 South Vasco Road, Ste. E Livermore, CA 94550

For other listings and upcoming practices for sale contact
our California office or our Corporate Headquarters.

Corporate Headquarters:

1-800-730-8883
10920 West Lincoln Avenue West Allis, WI 53227

a subsidiary of **Sullivan-Schein Dental**
A Division of Sullivan-Schein Company

Handpiece Repair two day turnaround \$89 EA three or more \$79 EA, on most model.

ERGO BOOTH # 2156 AT CDA



Come See Eurodent Chair Designed for ergonomics Also Visiodent wireless Digital Sensors

Small Equipment At Low Prices



ERGO DENTAL INC.

ERGO DENTAL INC.COM

Dental Office Design



Interior Design



1 800 680-1644

Dental EZ

Dental EZ Electric Handpiece less Attachments \$1119.00

Dental EZ High Speed Handpiece Solara Push Button # 263718 \$675.00 430SWL #262054 \$611.00



CABINETS
Island cabinet special \$4999.00

Sterilizers

Statim 5000	\$4648.00
Statim 2000	\$3195.00
Quantim 16	\$4355.00

LOWEST PRICES ON DENTAL EQUIPMENT, OFFICES FURNITURE WATERFALLS.

CDA Special 24 Month 0 % Loan



EAGLESOFT VER.10.0 LICENSE have 2 selling 1. Multiuser, all modules, front office to clinical cosmetic imaging, \$3500. 510-420-1717.

GENERAL PRACTICES Southern California-Acquire early notification Of New listings by registering with ProMed Financial, Inc. 100% Financing available. Call Debra 888-277-6633.

ORTHODONTIC PRACTICES FOR SALE San Diego, San Bernardino, Los Angeles, etc. 100% Financing. Contact ProMed Financial, Inc. for more information. 888-277-6633 or email Debra@promed-financial.com.

NEED HELP BRIDGING THE GAP? EZ-2005 provides a smart alternative for patients that do not qualify for traditional finance programs. Call EZ 2005 #1 Rated Dental Software at 800-273-5033.

SUNDAY CONTINUING EDUCATION SEMINARS by PDS applied clinical dentistry seminars at affordable prices. for further information please visit us at www.pdsociety.com or call 1-866-4-CALL PDS.

INTRA ORAL CAMERA Camrex 191 is small and lightweight intra oral camera, weighing in at only 40 grams. \$995. Visit us at CDA Anaheim Booth #128 866.274.8351.

BEFORE YOU PURCHASE new dental equipment, call us we can give you information without an agenda. For 25 years, Handpiece Trading Post. 800-445-6719.

SELLING BRAND NEW EASYDENTAL 2004 SOFTWARE Great back and front office Management program \$1995.00 call Dr H (310) 990-7224.

FRESNO COUNTY #3 South County location. This one has it all! G. P. & condo for sale. (4) op computerized office. Nice equipt. Mixed patient base. Gross \$500K+/yr. D&M PRACTICE SALES AND LEASING (818) 591-1401.

SELLING EASY CHAIR with delivery proma unit, few years old, desk, file cabinet, \$1000.00 OBO call (323) 525-0514.

LEGAL TIP: Can your attorney value a dental practice? Attorney Robert W. Olson, Jr., 805.963.1120, www.transdental.com.

HI PROFILE COSMETIC 800-DENTIST PRACTICE for sale in Chatsworth. Do not miss this rare opportunity! Waiting list for 800-Dentist is 2.5 years. 2004 collections are over 640K on 4 days/week. Projects 800K collections in 2005. 4 ops 1600 sq. ft. shopping strip location. Great staff. 20 years of goodwill. Price is 650K including A/R around 50K. Call (818)489-7362. No brokers.

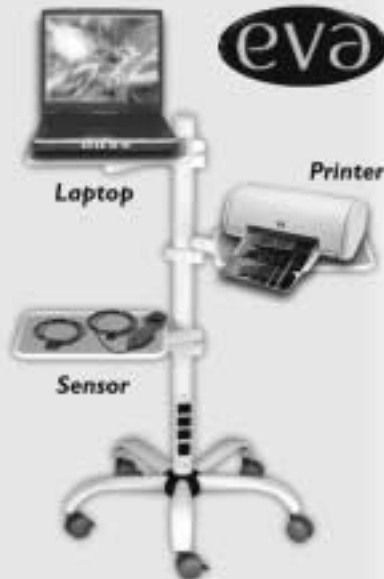
FULLERTON Office space to share. Small private practice nice neighborhood. Inexpensive way to start your career. Available now. (714) 871-3544.



*California's Premier
Technology Integrator*

4 Reasons to visit us at the CDA Anaheim

1. Check out products developed by some of the products developed manufacturers in digital radiography.
2. Get entered into a drawing for a chance to win a **FREE DELL COMPUTER SYSTEM** with a 15" LCD MONITOR
3. Get **100 FREE CUSTOMIZED RECALL CARDS**
4. **LOWEST PRICE GUARANTEE**



VISIT US AT BOOTH # 128



call : **866.274.8351**

Email us at :
sales@ashtelstudios.com

DENTI-CAL PRACTICE WANTED IN CENTRAL CA, SERIOUS BUYER, drkim_dds@yahoo.com.

NEW DOCTOR'S MOBILE CABINET \$360.00. www.buytpcdirect.com. 10% off @ CDA.

CENTRAL CA PRACTICE WANTED VISALIA, FRESNO, MERCED, etc, looking to purchase a starter practice, welfare o.k. drkim_dds@yahoo.com.

DIGITAL SENSORS Owandy Digital Radiography System. Sensor, USB box, Accessories, Imaging Software, Practice Management Software and FREE Computer. \$9995. Visit us at CDA Anaheim Booth #128 866.274.8351.

#LV-263 LAS VEGAS Long Estab. 6 op practice. Beautiful 3000 sf office. Mostly FFS. Collections around \$1.2 Million! Steal at \$725K. Western Practice Sales 800-641-4179.

LOOKING FOR SPANISH SPEAKING ORTHODONTIST for the Onatrio area please contact Dr Ana Gama at 909-986-1003 salary negotiable.

BEVERLY HILLS PRIME GROUND FLOOR CORNER 4 Operatories, 1100 Sq. Feet, 3 Chairs Free, Rent to Help me Phase-Out, 310-552-1441.

APOLLO 95E MDT light cure unit; 3 sec.; for whitening and curing comps.; \$275.00 (951)-677-4892

CAMERA-PENTAX PZ-10/TRUE MACRO LENS (2.5 & 2.8)IN CASE, COMPLETE WITH ALL MANUALS. EXCELLENT CONDITION! 818-707-4201. \$200.00.

ORTHODONTISTS! Visit our Current Clinical Tip at www.OrthoOutlet.com We're Ortho Outlet & we'd welcome your comments. (888)-689-4877.

PINDEX like new, \$450.00 OBO. WhipMix Vacuum Spatulator, \$300.00 OBO. Call 530-587-5582.

QUALITY GENERAL PRACTICE in the Bay Area wanted for purchase by a hardworking and dedicated general dentist. (408) 348-3658.

MOBILE DELIVERY UNIT (ADEC) used 3 times ,only need compressor to operate cost \$1900.sell for \$850 OBO, call 714-564-9000.

DENTIST WITH 15 YEARS OF EXPERIENCE looking for a practice in Los Angeles County. Immediate purchase. 818-634-7661.

REVEAL INTRAORAL CAMERAS 2 stations with monitors, a printer and lenses. \$450.00. 949-586-0270.

LEGAL TIP: Failing to complete annual minutes can destroy your corporation's tax breaks. Attorney Robert W. Olson, Jr., 805.963.1120, www.transdental.com.

PANORAMIC PC-1000 EXCELLENT CONDITION ONLY 84 EXPOSURES TAKEN, \$5000.00. CALL (323) 653-7500.

DENTAL OFFICE FOR SALE BY OWNER EAST SAN DIEGO COUNTY. COLLECTED 382K 2004. TRACKING TOWARD 420K 2005. 619-647-1551.

DENTIST/ GP NEEDED top salary (\$600+) partnership potential. Hemet/Victorville areas. 310-903-7610 fax resume 818-996-1803.

DENTAL HYGIENIST NEEDED P/T top salary call Cristina 661-212-5621 fax resume Attn: Tina 661-964-0371.

ANY OLD DENTAL EQUIPMENT IN STORAGE? Cash it in and stop paying storage fees! We buy and trade used equipment, Handpiece Trading Post. 800-445-6719.

TAKE A BITE OUT OF WRITE-OFFS from in-house financing. EZ-2005 provides a smart alternative for patients that do not qualify for traditional finance programs. Call EZ 2005 #1 Rated Dental Software at 800-273-5033.

#D-279 SANTA CRUZ AREA GP in great Surfing/Beach community. Nice office, 5 operatories, a mix of Fee-For-Service and some PPO's. Gross receipts in the 500K range. Western Practice Sales 800-641-4179.

PRACTICE FOR SALE NEW! San Diego (Mission Bay)-GP estab 1990. 3 Ops in 900 sq.ft. in Prof. Bldg. Easy Freeway access. SDPS 760-599-7828.

FOR SALE Almost brand new 3M Unitek light cure units, excellent condition, great price!!! Call 323 589-3438 or 714-547-6019.



Looking for Honest Answers and Flexible Solutions to Grow Your Practice?

U.S. Bancorp® Healthcare Finance Services, a proven leader in Dental Practice Financing, provides solutions for dentists. Our products and services provide flexibility to develop solutions which helps your practice grow.

Whatever your plans entail, U.S. Bancorp can help!

- Practice Acquisitions
- New Practice Start-ups and Expansions
- Equipment Finance
- Refinancing of Practice Loans
- Multiple Practice Finance
- Commercial Real Estate

Visit booth # 1588 at the CDA for more information!

Contact us today!

Lance Bialas or
Jeramie Eimers,
Toll Free (877) 336-8346



Healthcare Finance Services

Superior DENTAL LABORATORY, INC.

Great Savings For The Month

FMC
\$45.50

CLEAR CLASP TOOTH SHADING
\$75.00

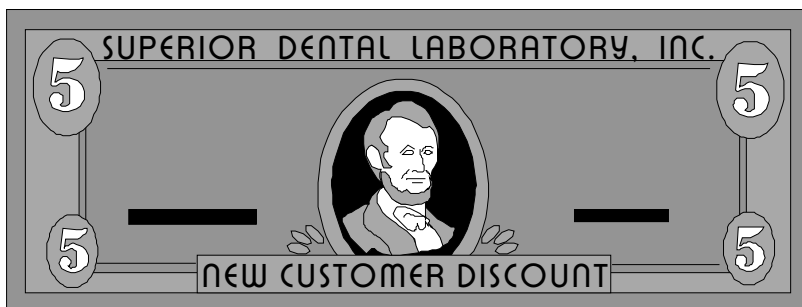
VALPLAST PARTIAL + TEETH
\$205.00

PORCELAIN JACKET or VENEER
\$95.00

PFM
\$56.00

FULL UPPER or LOWER + TEETH
\$98.00

**NEW CUSTOMERS
TAKE \$5.00 OFF
YOUR FIRST
ORDER WITH US**



EXISTING CUSTOMERS NOT ELIGIBLE

*Call Today For A Free Starter Package
We Pay Shipping Both Ways and Checks Are Always Appreciated*

818-366-5583 • 877-366-5583

P.O. BOX 9440, GRANADA HILLS, CA 91394

NEW UTILITY MOBILE CABINET \$360.00. www.buytpcdirect.com.
10% off @ CDA.

PERIODONTIST PART TIME Santa Monica large private
office. Call 310 453-5436 or sent resume 310 453-6486.

PORTERVILLE Growing Community. (4) op computerized G.P.
for sale. Newer equipt. Cash/INS/PPO. Ave. Gross Collections
\$600K+/yr. (30) new patients/mos. D&M PRACTICE SALES
AND LEASING (818) 591-1401.

DENTAL PRACTICE IN NORTH HILLS, CA. 3 Operatories-Fully
equipped. Mostly Hispanic clientel, many walk-ins on daily
basis. \$650,000.00.

INEXPENSIVE SPACIOUS PRACTICE SALE! Retiring, injured
Burbank dentist refers most; small income. No HMO. 3 ops;
1500+ sf. (818) 848-5619.

PERI-PRO X-RAY FILMS DEVELOPER Good Condition. Asking
\$999 OBO. Upgraded to digital X-ray. Need to sell to make
space. 626-823-1243.

NEW UTILITY MOBILE CABINET \$360.00. www.buytpcdirect.com. 10% off @ CDA.

BURBANK PRACTICE SALE Start inexpensively!!! 3 Ops; add 3? Prime location!!! Retiring injured dentist. Little p/t income. (818) 848-5619.

PANORAMIC X-RAY J. Morita 1987, for sale good working, we still using it in our office, \$2500. Call 209-478-7221.

ORTHODONTISTS! Visit our Current Clinical Tip at www.OrthoOutlet.com We're Ortho Outlet & we'd welcome your comments. (888)-689-4877.

PRACTICE FOR SALE: Garden Grove, 2ops, 3rd plumbed, retail bldg, great opportunity, very low overhead, priced for quick sale, 619-733-0990.

BEVERLY HILLS OFFICE TO SHARE Beautiful office overlooking Rodeo Drive. Prestigious medical/dental building. Please call 310-278-6630/310-275-2220.

A/T 2000 AUTO DEVELOPER by Air Techniques; Good Condition; Works Great! \$795.00 (951)-677-4892.

DENTAL HYGINIST Office manager. RDA-EF Reseda. 401k Insurance. Fax 818-609-1158. Mysmilemakeover@aol.com.

DENTIST Reseda. Group practice. partnership possible. Fax resume to 818-609-1158. Mysmilemakeover@aol.com.

PANORAMIC X-RAY J.Morita 1987,for sale good working, we still using it in our office,\$2500. Call (209) 478-7221.

PLACE A FREE READER AD in The Dental Trader and it appears on our website's AD BOARD instantly. Visit www.thedentaltrader.com to submit or review the current ads.

BEHAVIORAL CHALLENGED KIDS at your office? Refer to Pedro. Take Insurances, HMO referrals (PMI, Goldenwest, Guardian, Access). 909-865-6322. Pomona, CA.

NEW POWERMAX 25 Ultrasonic Scaler - \$425.00. www.buytpcdirect.com. 10% off @ CDA.

NSK TASKAL 7 Endo-Mate 2 cordless handpiece. Body only,I lost the head. \$210 shipping included. Email newergen@yahoo.com.

WANTED IMMEDIATELY GP practice small to mid size or lease office space, South Bay; Redwood City to San Jose 510-366-1055.

PRACTICE FOR SALE Auburn nice office 7 operatories 2000sq' collections 270K in 2003 Asking 150,000 Phone 530-368-0461 Fax 530-885-2335.

ORTHODONTIST Need quality oriented orthodontic associate for a thriving orthodontic private practice. 2-3 days a week. Excellent opportunity. Call 323 589-3438.

PANORAMIC PC-1000, EXCELLENT CONDITION. ONLY 84 EXPOSURES TAKEN, \$5000.00. CALL (323)653-7500.

WEST SAN FERNANDO VALLEY #2 (4) op computerized G.P. for sale. (3) equipped ops. (1) plumbed eq't'd w chair/x-ray. Located in upscale shop. ctr. Mixed patient base. 2004 Collections \$636K and growing. D&M PRACTICE SALES AND LEASING (818) 591-1401.

HOW TO PLACE AN AD: Go to www.dentaltrader.com, click on the Reader Ad Form, then click on the Tutorial Link. Read the brief instructions regarding one-time registration. Register using a Username & Password you cannot forget. After that you need only Log-In and enter your ad. It will appear on our Online Ad Board instantly. The 1st 20 words are free to dentists & staff!



Purchase Equipment Now Save On Your Tax Bill Later

Finance with Matsco

- Competitive interest rates with terms to fit your budget*
 - Preferred rates for ADA members
- Free business planning tools and resources
- More than 20 years of dedicated service to the dental industry

*All practice financing is subject to credit approval.

Call Wendee Bren today. 888.874.1590

ADA MEMBER ADVANTAGE™



matsco®

A Member of the Quorum Bay Bancorp Family

ADA Member Advantage™ is a service mark of the American Dental Association. ADA Member Advantage is a program brought to you by ADA Business Enterprises, Inc., a for-profit subsidiary of the American Dental Association.

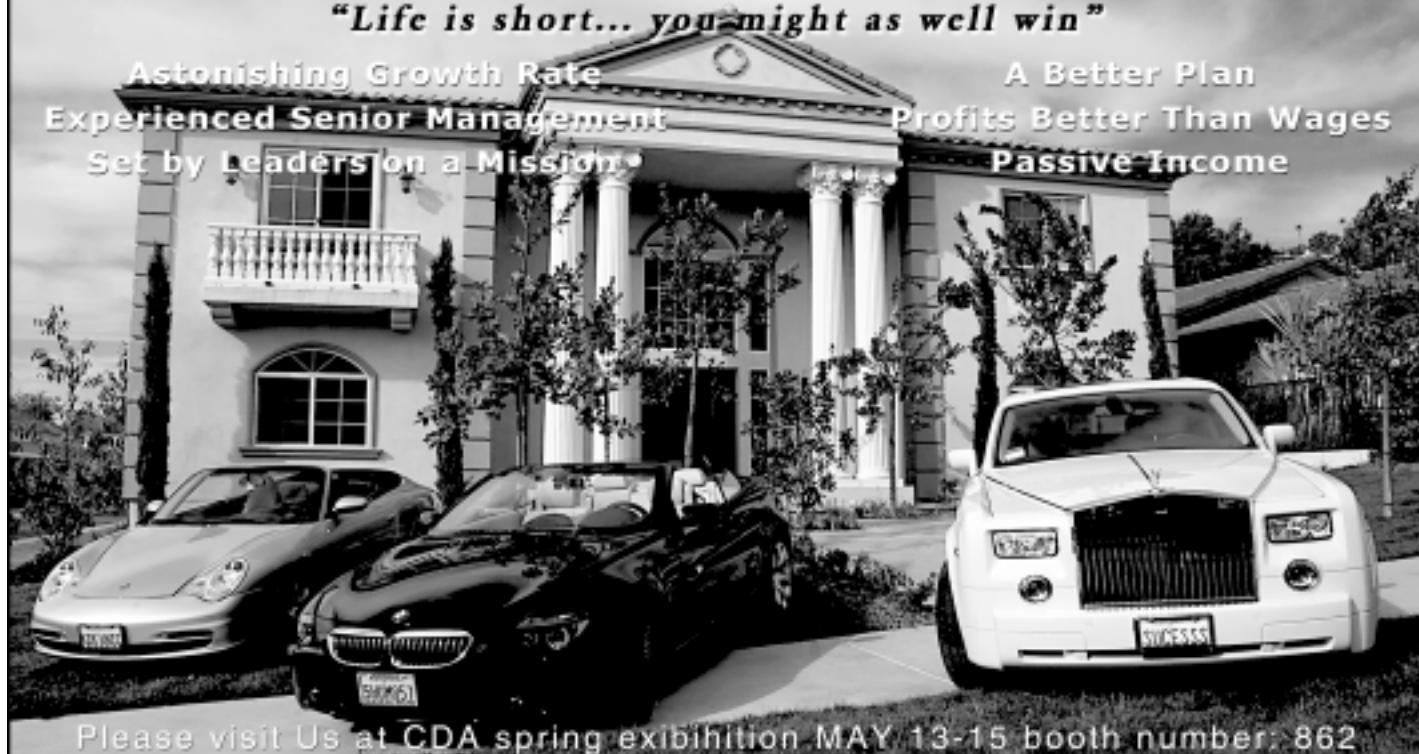
www.matsco.com

THE ROAD TO RICHES

"Life is short... you might as well win"

Astonishing Growth Rate
Experienced Senior Management
Set by Leaders on a Mission

A Better Plan
Profits Better Than Wages
Passive Income



Please visit Us at CDA spring exhibition MAY 13-15 booth number: 862
www.theroadtoriches4you.com (800) 778-6017

ATTN DENTISTS! The Dental Trader DOES NOT accept reader ads or address changes by phone. Use the forms in the rear of this publication or those on our website at www.dentaltrader.com. Thank you!

PIEZOLTRASONIC CAVITRON by Spartan. Wet/Dry Missing handpiece tip. Manual included \$200. Call 818-707-4201.

BIDENT BIPOLAR Electrosurgical System model 3001-Never used. \$1000. Call 818-707-4201.

MAUI CONDO FOR RENT: \$145/night, Beautifully decorated condo in Kihei/Wialea, 1 bedroom-2 bath, ocean view, pool, jacuzzi, tennis; 30 sec. walk to fantastic swimming beach. Can provide photos. Contact Doctor at 818 885-7116.

SAN GABRIEL VALLEY 1,755 sq. ft. freestanding single use dental bldg. for sale. (5) plumbed ops. No patients/equipment. New Roof & paint. D&M PRACTICE SALES AND LEASING (818) 591-1401.

DENTISTS needed for associateship/partnership with group practice in VAN NUYS, PACOIMA, LAS VEGAS LOCATIONS. Fax resumes: 818-780-7575, tel: 818-335-0274.

ELLMAN DENTO ElectroSurg. 90.F.F.Pw/ 5 tips, missing handpiece/valued at \$160.00. Paid \$1700.00/\$200.00 call 818-707-4201.

TUSTIN 28 YEAR PATIENT BASE. 1450 SQ FT. 10 YEAR LEASE IN PLACE. OFFICE COMPLETELY REMODELED FEB 2005. NEW DCI EQUIPMENT. NO HMO, ONLY SELECTED PPO. 2004 COLLECTIONS \$325,000. FP \$315,000. MCCLAY BROKERAGE SERVICES 714-309-5899.

DID YOU KNOW you could change the mailing address of your Dental Trader online? Just visit www.thedentaltrader.com and complete the Change of Address form.

AEGD, GPR trained dentist available for part-time work (saturdays ok). Quality dentistry! Call if you have a position available. 310-274-6445.

DENTAL ASSISTANT NEEDED Downtown Los Angeles, (310) 497-5797.

25TH ANNIVERSARY SPECIAL thanks to all our wonderful customers over the years! Handpiece repair, most high-speeds, \$49. Handpiece Trading Post, 800-445-6719.

FREE ADVANCECAM Intraoral Camera when purchasing (3) Mirage Delivery Systems. www.buytpcdirect.com.

RURAL, FARMING, DENTICAL don't be ashamed, That's exactly what i'm looking for in my first practice drkim_dds@yahoo.com.

MOYCO UNION BROACH endo Heat-R oven, several unused obturators. \$210 shipping included. Email newergen@yahoo.com.

DENTAL OFFICE TO SHARE Downtown Los Angeles, 3 OPS, 1-3 Days/Week, (310) 497-5797.

WANT TO SELL YOUR PRACTICE? but worried that no one will be interested in your practice? e-mail drkim_dds@yahoo.com.

MY DENTIST SCHOOL FOR DENTAL ASSISTANTS: X-RAY LICENSE, CORONAL POLISHING COURSE APPROVED BY CALIFORNIA DENTAL BOARD 323-582-1999. WWW.RDASCHOOL.COM.



With an order
of \$100
or more

CDA Show Specials 5/01-5/31 - 800-290-4405

Come see us at the CDA Show Booth #156

Kodak DF-57 Film

- Adult Size
- Double Film
- D Speed

Only
\$36.95

Pearson price* \$51.15 SAVE 28%
Schein price* \$53.99 SAVE 32%
Darby price* \$47.20 SAVE 22%

Clearfil SE Bond Standard Kit

- 5 ml bond & 6 ml primer
- light-cured bonding agent
- self-etching with virtually no sensitivity

Only
\$79

Pearson price* \$106.95 SAVE 26%
Schein price* \$114.99 SAVE 31%
Darby price* \$110.05 SAVE 28%

Ketac Silver Aplicap

- 50 capsules per box
- Glass Ionomer & Pure Silver Powder Core & Restorative Material
- Compare to Miracle Mix Capsules

Only
\$129

Pearson price* \$172.80 SAVE 25%
Schein price* \$188.99 SAVE 32%
Darby price* \$187.40 SAVE 31%

3-1/2" x 10" Sterilization Pouch

- 200 pc
- ADA Accepted

Only
\$4.50

Pearson price* \$5.85 SAVE 23%
Schein price* \$9.79 SAVE 54%
Darby price* \$8.95 SAVE 50%

* - all Pearson, Schein, & Darby prices are from their website as of 4/08/05

Toll Free: 800-290-4405

MICRODONT

Fax: 310-532-8353

Stop Wasting Money on Overpriced Diamond Burs Call 800-290-4405 x2 - As Low As \$0.99 per bur

Top Quality Single Use Diamonds at an Unbelievable Price!!

- Individually packaged and sterilized for ease of use
- Optimal cutting the first time, every time
- Decrease sterilizer usage and save time
- Better infection control
- Everything in stock with Free Shipping
- Over 140 Sizes & Grits available for All Procedures!!! (see next page)

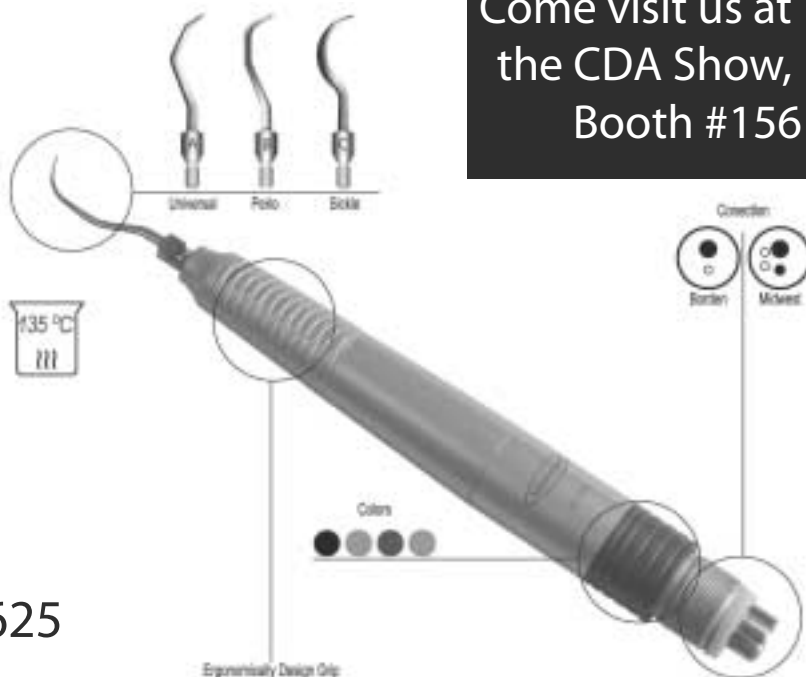


1 pack of 30 diamonds - Only \$1.19 per diamond
Buy 10 packs get 2 FREE!!! - Net Price Only \$0.99 each!!!
 (see next page for sizes)

Also Introducing:

Microdont Air Scaler

- 3 tips for all situations
- Full 6 month warranty
- for tartar & calculus removal
- cooling spray assures constant temperature to minimize damage
- ergonomic handle design



**Come visit us at
the CDA Show,
Booth #156**

Only \$295

Compare to Star Titan @ \$625

Buy it!

Sell it!!

Trade it!!!

Toll Free: 800-290-4405

MICRODONT

Fax: 310-532-8353

Round					
	#Holes	Coarse	Standard	Fine	S-Fine
	1001				
	1012				
	1013				
	1014				
	1015				
	1016				
	1017				
	10124				
	10144				
	1015				
	3016				
	3017				
	3018				
	1300				
	1300				
	1304				
	1305				

Round with Color					
	#Holes	Coarse	Standard	Fine	S-Fine
	1002				
	1003				
	1004				

Inverted Cone					
	#Holes	Coarse	Standard	Fine	S-Fine
	1001				
	1002				
	1003				
	1004				
	1005				
	1006				
	1212				
	1101				
	1103				
	1045				
	1046				
	1047				
	3049				

Inverted Cone with Color					
	#Holes	Coarse	Standard	Fine	S-Fine
	1042				
	1043				

Double Cone					
	#Holes	Coarse	Standard	Fine	S-Fine
	3000				

Wheel					
	#Holes	Coarse	Standard	Fine	S-Fine
	1001				
	1002				
	1100				
	3004				
	3009				
	3002				
	3003				
	4147				
	4142				

Wheel with Collar					
	#Holes	Coarse	Standard	Fine	S-Fine
	1006				

Cylinder Cone End					
	#Holes	Coarse	Standard	Fine	S-Fine
	2121				
	2122				
	4123				
	4126				

Cylinder Flat End					
	#Holes	Coarse	Standard	Fine	S-Fine
	1001				
	1006				
	1007				
	1042				
	1043				
	1000				
	1002				
	1004				
	1008				
	1005				
	2006				
	2007				
	2008				
	2009				
	2100				
	2101				
	4102				
	4103				
	2103				

Cylinder Round End					
	#Holes	Coarse	Standard	Fine	S-Fine
	1141				
	2140				
	3140				

Cylinder Flame End					
	#Holes	Coarse	Standard	Fine	S-Fine
	4112				
	4113				
	4114				

Cylinder Ogival End					
	#Holes	Coarse	Standard	Fine	S-Fine
	2214				
	2215				
	3215				
	3216				
	3218				
	4219				
	4220				

Cylinder Multiring					
	#Holes	Coarse	Standard	Fine	S-Fine
	3212				
	4217				

Cone Ogival End					
	#Holes	Coarse	Standard	Fine	S-Fine
	2112				
	2203				
	2204				
	3113				
	3207				
	3208				
	3203				
	3205				
	3207				

Cone Flame End					
	#Holes	Coarse	Standard	Fine	S-Fine
	1110				
	1111				
	2101				
	2205				
	2202				
	3103				
	3105				
	1112				

Cone Flat End					
	#Holes	Coarse	Standard	Fine	S-Fine
	1001				
	1002				
	1003				
	1004				
	1005				
	1006				
	2101				
	1000				
	1002				
	2007				
	2008				
	2009				
	3016				
	3017				
	4019				
	3018				

Cone Round End					
	#Holes	Coarse	Standard	Fine	S-Fine
	2101				
	2106				
	2104				
	2105				
	2106				
	2108				
	4107				
	4108				
	4109				
	3218				

Cone Safe End					
	#Holes	Coarse	Standard	Fine	S-Fine
	2001				
	2003				
	4001				
	4004				

Flame					
	#Holes	Coarse	Standard	Fine	S-Fine
	1111				
	2118				

Pear					
	#Holes	Coarse	Standard	Fine	S-Fine
	1148				
	1144				
	2100				

Specials					
	#Holes	Coarse	Standard	Fine	S-Fine
	2128				
	2127				

Come visit us at
the CDA Show,
Booth #156

Grit Size / Granulación / Granulometría

25 µ Extra Fine Grains / Grains Extra Fine / Grains Extra Fine

40 µ Fine Grains / Grains Fine / Grains Fine

90 - 125 µ Standard Grains / Grains Normal / Grains Normal

125 - 150 µ Coarse Grains / Grains Coarse / Grains Coarse

DENTAL DIRECTORY

WOOD & DELGADO

Attorneys At Law

Representing Dentists for over 20 Years in the Areas of:

Real Estate • MSOs • Practice Purchase Agreements
Partnership Agreements • Leases
Space Sharing/Group-Solo • Associate Agreements
Corporate Formations/Dissolutions
Partnership Disputes • Estate Planning

Patrick J. Wood, Attorney at Law

Charles X. Delgado, Attorney at Law

Toll Free: 800-499-1474 • Fax: 800-511-2138

Visit our website at: www.dentalattorneys.com



Caudill and Associates DENTAL REAL ESTATE ADVISORS

The #1 Negotiator in Dental office real estate nationally

- Leases
- Practice Sales
- Lease Renewals
- Office Relocations
- Buyer Representation

Web: www.ddsrenegotr.com

Email: caudassoc@aol.com

(909) 337-0466 (direct)

Treatment Acceptance Made Easy

Dental Workshop:

Call 800-818-1515, ext 110

Pacific Management Consultants

2055 Hamilton Avenue • San Jose, CA 95125



Professional Practice Sales

Buying or Selling a Dental Practice?

Know Your Options

Talk to the Professionals

Contact: Ray Irving

San Francisco: (415) 899-8580

Sacramento: (530) 894-0700

www.PPSsellsDDS.com



PRACTICE SALES AND LEASING

"THE
PERSONALIZED
SERVICE
DENTAL BROKER"®

P.O. Box #6681, Woodland Hills, CA 91365

Phone/Fax: (818) 591-1401

www.dmpractice.com

**Dental Practice Sales: \$3,500 flat fee
Incorporation: \$1,350 rush, all inclusive**
Free Practice Valuations, Free Online Practice Sale Ads

Robert W. Olson, Jr., P.C., Attorney

Business, Corporate & Real Estate Law

RWOlsonJr@aol.com - (805) 963-1120

<http://www.transdental.com/rates.htm>



1-866

SKY-DENTAL

(759-3368)

Se Habla Español
Your Full Service Dental
Supply Company



San Diego Practice Sales

760-599-7828

- ALL aspects of Practice Sales & Purchases
- Appraisals • Financing • Contract Preparation

Bob Fleming, D.D.S. Mike Hostler

Experience - Integrity - Service



ASHTELSTUDIOS

SMALL BUSINESS SOLUTIONS

www.ashtelstudios.com

Printing Solutions

Web Solutions

Software Solutions

Computer Solutions

Networking Solutions

866-ASHTEL.1

909-484-2727

Rope in your profits!

Advertise with us!



www.TheDentalTrader.com

Buy it!

Sell it!!

Trade it!!!

SPACE FOR DENTAL OFFICE NEEDED on Los Angeles westside. please, call 310/795-8337 or 310/391-3233.

WANT TO BUY PRACTICE in CAMARILLO/VENTURA. Skilled high end general dentist ready to buy. No HMO's. Kathleen 949-212-9645.

INTEREST RATES HAVEN'T BEEN THIS LOW in decades! Now is the time to apply for the practice acquisition loan you need. Call LCF Financial 800-550-9228. (see ad pg. 5).

ARE YOU READY TO RETIRE? Call Professional Practice Capital to find out how to accelerate your retirement savings today. (800) 456-2779 or www.ppcloan.com on the web.

THE DENTAL TRADER accepts FREE Reader Ads from Dentists & their staff, visit www.thedentaltrader.com and buy, sell or trade!

WANTED PEDODONTIST For Lease or Sale. Will set you up in existing Office in beautiful Mendocino County. (no Pedo Office in this area) call 707-462-8719.

DENTAL OFFICE FOR LEASE Pomona, CA. 1-3 Days/Week, Perio/Endo/OS/Ortho preferred. 4 Operatories. Fax to (909) 397-4007.

BUSY LA JOLLA GENERAL PRACTICE FOR SALE Excellent location and signage. Low 15 year lease. 3 ops expandable to 5. Opens 4 days a week. 60 to 70 new patients a month. Projets 930K for 2005. 50% overhead. Call (858)7920605.

ORTHODONTIST WANTED for busy general practice. Roseville/Stockton areas. Call (310) 903-7610 fax resume (818) 996-1803.

BEAUTIFUL NEW DENTAL OFFICE in West Los Angeles for rent. Part time /full time. call 310-709-4129 for more information.

SONY RECEIVER STR-DA80ES, 5.1 Dolby Digital. Local pickup preferred, it's a heavy item. Email newergen@yahoo.com.

DENTAL EQUIPMENT FOR SALE Midwest Airtouch Air Abrasion System (desktop, dual chamber, great condition) EMS Piezon Master 600 scaler (dual chamber w/ two handpieces) Thermafil Ovens (Thermafil Plus) with various size obturators. Dr. Singhal (626) 961-1574 or (909) 548-4455. drsach@aol.com.

PRACTICE FOR SALE Downtown Los Angeles with 3 ops, Collected \$226,000, 3 Days/Week, (310)497-5797.

ENDO IN YOUR OFFICE Why refer out patients & \$\$\$\$! DDS with 25 years experience will do RCT's, Apicos, and bring most instruments. 310-902-6300.

GET THE FACTS on what your patients are thinking. Compete In-Office Patient Survey Kit for GPs and Specialists. Call (800) 424-6222 for details. Scott McDonald & Associates, Inc.

CAUDILL AND ASSOCIATES (909) 337-0466 - (See ad in Dental Directory).

DENTAL STERILIZATION CABINETRY for a 10 ft. sterilization system \$4299.00. Ergo Dental Inc. 800-680-1644.

SUNDAY CONTINUING EDUCATION SEMINARS by PDS applied clinical dentistry seminars at affordable prices. for further information please visit us at www.pdsociety.com or call 1-866-4-CALL PDS.

THE Dental Trader

Buy, Sell or Trade all things Dental

CHANGE OF ADDRESS FORM

Post Office Box 2631 • Capistrano Beach, CA • 92624

Fax 949 498 1198 • E-mail: tradedstaff@cox.net

Web: www.thedentaltrader.com

Old Address

Dentist's Name: _____

Address: _____

City/State/Zip: _____

New Address

Dentist's Name: _____

Calif. Dental License #: _____

Address: _____

City/State/Zip: _____

Phone: _____ Fax: _____

E-mail: _____

Authorizing signature: _____

Please mail to above address or fax this form to 949-498-1198 on or before the 1st of the month.

For faster filing, submit this form online at www.thedentaltrader.com

WE BUILD DENTAL OFFICES at View Line Construction. Let us build your dream dental office! View Line Construction 661-510-5045.

NEW LED 5 CORDLESS CURING LIGHT \$460.00. www.buytpcdirect.com. 10% off @ CDA.

HAS YOUR CPR CARD EXPIRED? Need a renewal? We come to you! American Heart Association approved course taught in your office 2/year CPR card given on the spot. Get 4 hours of C.E. Units (Class duration 2 hours). Price: \$40 per person (minimum # required. Discounts for 10+). Price includes in-class use of manual, CPR card and take home handout. Please call 626-797-6179 or pager 626-212-4440, ask for Danny G! Thanks.

SPRING SPECIALS Fuji +, 50 caps/box, \$95. Demetron 501, \$595!! Diagnodent \$2200! Handpiece Trading Post, 800-445-6719.

PRACTICE WANTED in Central CA, eg. part-time+starter+rural+dental practice, drkim_dds@yahoo.com, I'm not a broker!

PEDIATRIC DENTIST seeks FT/PT position in San Francisco/ Bay Area. Tel: (415)517-0960, melperea@yahoo.com.

MONTEREY PENINSULAS CARMEL 2004 collected \$400,000+ on 3-day week. Strong Hygiene schedule. 4-ops. Go to www.PPSellsDDS.com to learn more.

Copyright 2005 THE DENTAL TRADER. All rights reserved. No part of this publication may be reproduced or transmitted in any form or by any means, electronic or mechanical, including photocopy, recording, or any storage of information and retrieval system.

READER AD FORM FOR DENTIST & STAFF ONLY

The Dental Trader
Buy, Sell or Trade all things Dental

Submit this form online at:
www.thedentaltrader.com or Fax: 949-498-1198

Type or print ad copy clearly: _____

This ad is for (check one): ☐ So. Calif. ☐ No. Calif. ☐ So. & No. Calif.

Reader Ad Rates:

- ☐ 20 words or less-*FREE (\$1. per word thereafter-65 words maximum) _____
- ☐ All Bold Type: Add \$10.(add option: \$10) _____
- ☐ All Bold Type with Bold Border: Add \$15.(add option: \$15) _____
- ☐ Black Box with Bold White Lettering: Add \$20.(add option: \$20) _____
- Total # of words:...(first 20 words free-add \$1. per word after first 20 words) _____

FREE Reader Ads offered to dentists & dental staff only and must be for personal, non-commercial use only. (Finding an associate, selling equipment, looking to buy, etc) **For Commercial Reader Ad Rates**, (to promote a business) please use form below.

Total: _____

Advertiser's Name: _____

Address: _____

City/State/Zip: _____

Phone: _____ Fax: _____

E-mail: _____

Authorizing signature: _____

PAYMENT MUST BE SUBMITTED WITH THE AD**Form of Payment:**

Check enclosed ☐ Visa/MC ☐
 American Exp. ☐

Card# _____

3 Digit Security Code (on back of card)

Exp. Date _____

Ads accepted by fax until the the 1st of the month. Ads submitted online accepted until the 7th of the month

COMMERCIAL AD FORM FOR BUSINESSES

The Dental Trader
Buy, Sell or Trade all things Dental

Submit this form online at:
www.thedentaltrader.com or Fax: 949-498-1198

Type or print ad copy clearly: _____

This ad is for: ☐ So. Calif. ☐ No. Calif. ☐ So. & No. Calif.

Bonus Feature Reader Ad Rates:

- ☐ 20 words or less \$20. - (\$1. per word thereafter-65 words maximum).... _____
- ☐ All Bold Type:(add option: \$10) _____
- ☐ All Bold Type with Bold Border: (add option: \$15) _____
- ☐ Black Box with Bold White Lettering: (add option: \$20) _____
- ☐ Total # of words (first 20 words \$20. - add \$1. per word after first 20 words): _____
- Total: _____

Name: _____

Address: _____

City: _____ State: _____ Zip: _____

Tel No.: _____ Fax No.: _____

E-mail: _____

PAYMENT MUST BE SUBMITTED WITH THE AD**Form of Payment:**

Check enclosed ☐ Visa/MC ☐
 American Exp. ☐

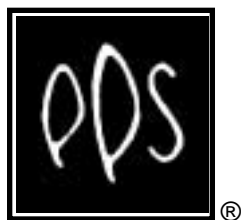
Card# _____

3 Digit Security Code (on back of card)

Exp. Date _____

Ads accepted by fax until the 1st of the month. Ads submitted online accepted until the 7th of the month.

Buy it! Sell it! Trade it!!!



Professional Practice Sales

Buying or Selling a Dental Practice?

Know Your Options

Talk to the Professionals

5853 GRAEAGLE'S PORTOLA - SUPERB QUALITY OF LIFE OPPORTUNITY IN NORTHERN SIERRAS

- Are you tired of getting beat-up every day? How do you feel about grinding to work each day in traffic, hassling with insurance companies, and seeing your overhead rising and your bottom line declining? How does your after-hours life shake down? Are you still in traffic on the weekends and standing in long-lines? You need to change your life and really start living. This practice collected \$583,000 in 2004 on Owner's relaxed schedule. With a little more effort, he realized \$616,000 in 2003 with profits of \$252,000. Yet, what is interesting is that our Client is selling because the practice wants to be busier than he desires. 2,000+ active patients and averages 25 new patients/month. Beautiful 4-Op office enjoys best location in town and he just pays \$1,400/month in rent. Tremendous outdoor recreation activities here. Clean air and water. And if you enjoy golfing, the Dragon Golf Course at Gold Mountain is minutes away as are 6 other courses. **For complete details, visit PPSellsDDS.com.**

5855 SACRAMENTO METROPLEX ORTHO -

Great platform for ambitious Successor. Growing practice exceeded \$540,000+ in collections the last 2-years on 3.5 day week with 6-weeks off. Owner does not court GP referrals. Excellent upside for Successor who does. Approximately \$280,000 invested in this beautiful and extensive office. 4-Chair Bay and 2 private Exam Rooms. Contracts Receivable exceed \$615,000. Future is very exciting as new Master Planned Community shall create thousands of new residences in this practice's backyard. Great location. **For complete details, visit PPSellsDDS.com.**

5858 BERKELEY'S ALTA BATES MEDICAL VILLAGE

- Highly desirable Berkeley Hill's location right off Highways 13 and 24. Prevention-themed with 3-day/week Hygiene schedule. No PPO's, no Delta Dental. There is just one single Fee Schedule here! Very sound cash flow management as Accounts Receivable balance is typically 2-weeks' production. On 4-day week with 4-weeks off a year, Production totaled \$343,000 with Collections of \$345,000 in 2004. Prior year's performance reflected Production of \$395,000 and Collections of \$385,000. Lots of areas to realize upside here. Comfortable 3-chair office. Current tenancy through 8/31/13. **Learn more at PPSellsDDS.com.**



Specialists in the Sale & Appraisal of Professional Practices Since 1966

San Francisco
(415) 899-8580

Sacramento
(530) 894-0700

Los Angeles
(714) 832-0230

5860 DOWNTOWN MENLO PARK - Great launching pad for individual wishing to practice in this coveted area. This practice has averaged \$295,000 in collections the last 3-years. Current year projects \$330,000+. 3-Ops with many upgrades. Seller owns condo. Buyer can acquire condo or negotiate lease. **For further details, visit PPSellsDDS.com.**

5861 UNION CITY - Excellent starter opportunity on Alvarado Boulevard. This has always been a part-time practice which is now getting less attention from Owner. On 1-day week, collections totaled \$19,400 in 2004. Recent past saw \$33,000+ per year. 2-Ops with little wear & tear. Asking \$35,000. What would you spend opening up a 2-chair office today? **Visit PPSellsDDS.com to learn more.**

5862 SAN BRUNO - Recent history reflects \$300,000/year performer with conservative DDS netting \$135,000+ per year. 2004 collected \$240,000 on 22-hour week as Owner had no choice but to reduce time in office. 850 patients. 3-Ops. **If you would like further details, visit PPSellsDDS.com.**

5863 EUREKA - This long established practice collected \$370,000 in 2004. Collections in 2003 totaled \$400,000 with more time spent here. 3-Ops (two being only 3-years old), Panelipse and computerized. No MediCal. Great Office Manager willing to continue. **Full details at PPSellsDDS.com.**

5864 SAN FRANCISCO'S NORTH PENINSULA - MANAGED CARE PRACTICE

- Long established practice collected \$900,000 in 2004 with one DDS. Fantastic location with attractive suite consists of 5-ops. Ideal purchase by husband and wife DDS team, or by ambitious Dentist. **Visit PPSells DDS.com for complete details.**

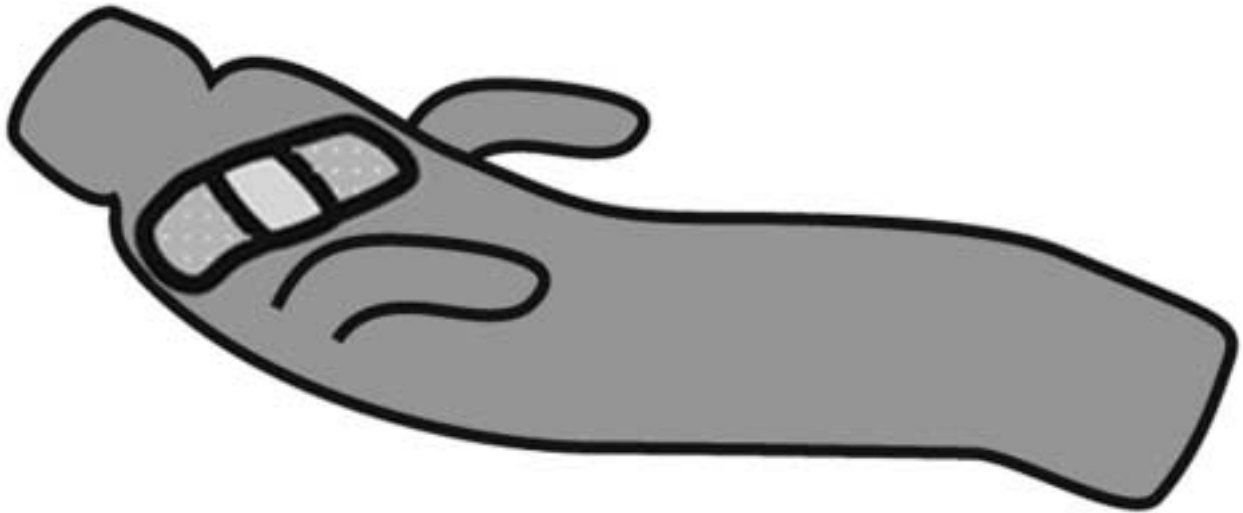
5865 SANTA CLARA VALLEY - PERIO PRACTICE

Great location. Practice has evolved from surgery to bone and tissue grafting. Lots of Implant reconstruction with patients who can write the check. Collected \$380,000 on part-time schedule in 2004. 4-ops. Great platform to build busy practice. **For full particulars, go to PPSellsDDS.com.**

5866 MONTEREY PENINSULA'S CARMEL - Long established practice collected \$440,000 on DDS' 3-day week. 4-op suite. Strong Hygiene schedule. This represents an exciting opportunity to practice in a very desirable area. **To learn more, go to PPSellsDDS.com.**

Visit PPSellsDDS.com

MOBILE UPHOLSTERY



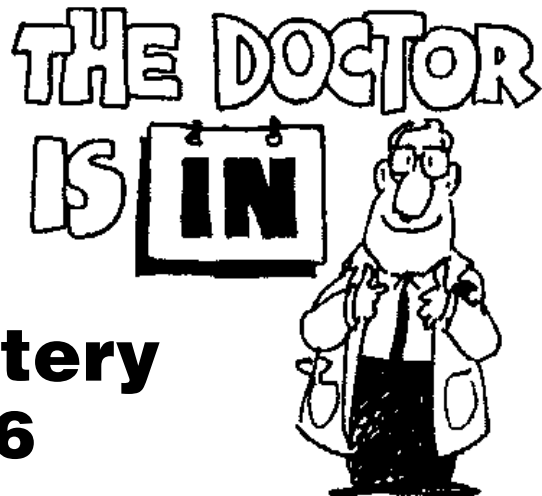
Will beat any competitor's price by 10%
2 year limited warranty on selected materials

Free estimates in most areas

References available upon request

**In Business
Since 1991**

Redline Upholstery
1-800-600-8266



PRSRT.STD
U.S. POSTAGE
PAID
LOS ANGELES, CA
PERMIT #30391