

A thick, yellow rope with a black outline is coiled into a rectangular shape with rounded corners, framing the central text. The rope has a detailed braided texture.

**ASHTEL DENTAL**

**DENTAL OFFICE SOLUTIONS**



**ASHTEL DENTAL**

DENTAL OFFICE SOLUTIONS

vol. 0906

**ADA Booth# 15143 / CDA Booth #562**

# INAUGURATION • *specials*

DETAILS INSIDE.



# digital sensors

**FREE** INSTALLATION &  
TRAINING INCLUDED !

## NEW Universal-X

As low as

**\$173/mo**



- highest resolution available
- 2-year warranty
- wireless model offered
- 25% larger active area compared to same size sensors

sensor type: CCD

optical resolutions: 26.3 lp/mm

- universal size sensor (one-size fits all)
- 2-year warranty
- multi-user software
- USB Box

sensor type: CCD

optical resolution: 23.8 lp/mm

## Owandy DSX730

As low as

**\$125/mo**



## EVA Sensor

As low as

**\$125/mo**



- #1 or #2 sensor
- 3-year warranty
- Multi-user software
- Cosmetic imaging module
- USB Box

sensor type: CMOS

optical resolution: 16 lp/mm

All pricing shown is based on a 60-month financing plan. Call for details.

Prices subject to change without notice.



### INAUGURATION SPECIAL !

First 10 customers to purchase a sensor, a digital pano or a portable X-ray will receive a **free** 5.1 surround sound system ! Offer ends 9/30/2006.

# intraoral cameras



**Einstein**  
Wireless Camera

As low as  
**\$36/mo**



**SuniCam**  
USB Camera

As low as  
**\$24/mo**



**Owandy Real Hi-T**  
Intra/extraoral Camera

As low as  
**\$86/mo**

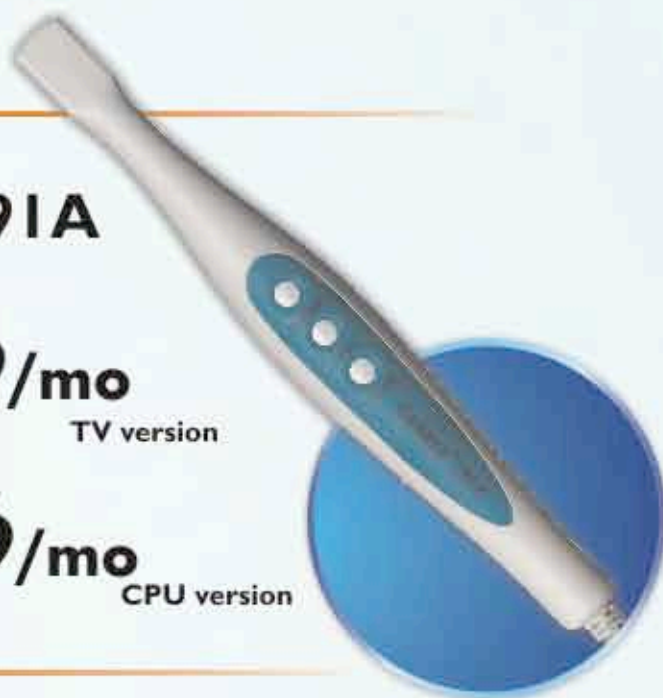
**Camrex 191A**

As low as  
**\$19/mo**

TV version

As low as  
**\$29/mo**

CPU version



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Introducing the  
**I-Max Easy**  
Digital Panoramic  
Imaging



As low as  
**\$535/mo**



**Group Practice**  
The unit is supplied with a Compact Flash card that can be used to store images without a PC connection. The removable card can then be taken to any other PC in the practice.



**INAUGURATION SPECIAL !**

First **10** customers to purchase a sensor, a digital pano or a portable X-ray will receive a **free** 5.1 surround sound system ! Offer ends 9/30/2006.

All pricing shown is based on a 60-month financing plan. Call for details.

**Is it safe ? Yes it is.**  
**FDA approved**



The external backscatter shield and internal radiation shielding are specifically designed to protect the operator from exposure. In fact, the exposure is less than 1% of the allowed occupational doses.



It's so easy to use  
and it saves time.



Compatible with both  
film and digital sensors.



Using the NOMAD is quicker and  
more comfortable for the patient.

**NOMAD™**  
Portable X-Ray

As low as  
**\$135/mo**

**Call for an onsite demonstration.**

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All **direct mail** packages include **printing, postage and prospect mailing lists**. Choose from our collection of templates or inquire about our custom design options.



Reach up to **1200** non-active or prospective patients per **year** on this coupon/recall card campaign.

**100/mo**  
patients  
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Reach up to **3000** non-active or prospective patients per **year** on this coupon/recall card campaign.



**250/mo**  
patients  
@ \$250/mo



Reach up to **6600** non-active or prospective patients per **year** on this coupon/recall card campaign.

**550/mo**  
patients  
@ \$500/mo

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patients  
@ \$750/mo



Reach up to **15,600** non-active or prospective patients per **year** with a coupon/recall card campaign. Or reach up to **12,000** non-active or prospective patients per **year** with our tri-fold brochure & envelope package campaign.

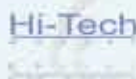
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patients  
@ \$1000/mo

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Quantity	OUR Price	Smart Practice	savings	Sharper	savings	Medical Arts Press	savings	Patterson/ Colwell	savings
100	15.00	not listed	--	37.00	60%	31.00	52%	31.00	52%
200	28.00	59.00	53%	53.00	47%	40.00	30%	39.00	28%
250	34.00	not listed	--	not listed	--	not listed	--	not listed	--
300	39.00	not listed	--	73.50	47%	not listed	--	not listed	--
400	48.00	not listed	--	88.00	45%	65.00	26%	63.00	24%
500	55.00	84.00	35%	97.50	44%	not listed	--	not listed	--
1000	95.00	142.00	33%	175.00	46%	119.00	20%	119.00	20%
2000	170.00	not listed	--	340.00	50%	224.00	24%	not listed	--
2500	200.00	299.00	33%	not listed	--	not listed	--	not listed	--

Additional quantities available upon request. All price comparisons are based off of January 2006 issue catalogs. Percentages are rounded to the next closest whole number. Pricing subject to change without notice.

**¡Todos los artículos están disponibles en español !**



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# Going digital? Got networking?

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(2) 160GB HD with RAID1, CD-ROM, XP Pro (Dell)
- 2 - Workstations: P4 2.8GHz, 512MB RAM, 40GB HD,  
CD-ROM, XP Pro (Dell)
- 3 - Monitors: 17" LCD (Dell)
- 2 - Cables & Accessories
- 2 - Wireless Keyboard/mice
- 2 - Chair Mounts
- 2 - Backup Drives
- 2 - Capture Cards
- 1 - 4-port Router/switch
- 3 - Cat5e Wire Drops

**Installation & Networking included!**

**\$7995**  
**\$2000 in savings!**

## 4-Op hardware/networking solution

- 1 - Server P4 3.0GHz, 1GB RAM,  
(2) 160GB HD with RAID1, CD-ROM, XP Pro (Dell)
- 4 - Workstations: P4 2.8GHz, 512MB RAM, 40GB HD,  
CD-ROM, XP Pro (Dell)
- 5 - Monitors: 17" LCD (Dell)
- 4 - Cables & Accessories
- 4 - Wireless Keyboard/mice
- 4 - Chair Mounts
- 2 - Backup Drives
- 4 - Capture Cards
- 1 - 8-port Router/switch
- 5 - Cat5e Wire Drops

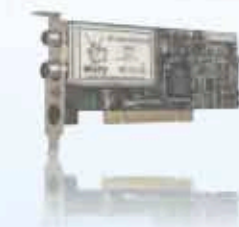
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**\$3000 in savings!**

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for onsite/phone support.**

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The logo consists of a thick, dark brown background. A yellow rope with a black outline is coiled into a rectangular frame with rounded corners. In the center of this frame is a large, horizontal, yellow oval with a white border. Inside the oval, the words "CALIFORNIA DENTAL INSTITUTE" are written in a dark blue, serif, all-caps font.

**CALIFORNIA DENTAL INSTITUTE**



# California Dental Institute

Continuing Education.....as it should be

Presents

## ADVANCED ENDODONTICS MADE EASY



*California Dental Institute Presents: Dr. David C. Brown B.D.S., M.S.*

Dr. Brown is Assistant Professor in Endodontics at the University of The Pacific in San Francisco. He is a Diplomat of the American board of Endodontics. He received his BDS from Newcastle Upon Tyne, England and MDS in Operative Dentistry. He completed the specialists program in Endodontics and obtained a Masters in Endodontics from Indiana University, USA. He has lectured widely in the UK and USA.

### Topics of discussion:

1. Making the endodontic diagnosis.
2. Taking the stress out of access cavity preparations.
3. Finding that difficult canal.
4. Modern concepts of canal preparation, including crown down concepts and nickel titanium rotary file techniques.
5. Canal obturation - latest methods.
6. Treating the endodontic emergency.
7. Reducing post-operative discomfort.
8. Management and prevention of endodontic failures.

**7 CE Units, CA &  
AGD Approved**

**Tuition** \$ **129.<sup>00</sup>**

- \$59 Staff
- \$25 Additional for on-site registration

### Seminar and Registration Times:

- Registration from 8:30 a.m. - 9:00 a.m.
- Seminar from 9:00 a.m. - 5:00 p.m.

### Seminar Tuition Includes:

- Continental breakfast
- Certificate of completion
- All attendees will earn 7 CE Units  
CA and AGD approved

### Seminar Location:

Embassy Suites Hotel, San Francisco Airport Burlingame, 150 Anza Bl., Burlingame, CA 94010 (650) 342-4600

# *San Francisco, California*

# *Sunday, October 29th, 2006*

PLEASE COPY THIS FORM FOR EACH PERSON ATTENDING

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## ANATOMY OF LOCAL ANESTHESIA



*California Dental Institute Presents: Dr Alan Budenz D.D.S., M.S., M.B.A.*

Dr. Allan Budenz is an Associate Professor of Anatomy and Chair of the Department of Diagnosis and Management at U.O.P. School of Dentistry in San Francisco, California. He also lectures on Head and Neck Anatomy to the Oral and Maxillofacial Surgery residents at Highland General Hospital. Dr. Budenz has over twenty years of general practice experience in San Francisco. Dr Budenz is well qualified to combine basic anatomical instruction with practical clinical application for dentists and hygienists alike.

### MORNING SESSION

#### Topics of discussion:

1. Review of local anesthetic agents including pharmacological actions and toxicity
2. Learn successful techniques to achieve profound local anesthesia with minimal patient discomfort
3. Avoid possible local and systematic complications associated with the administration of local anesthesia.
4. Anatomy of local anesthesia
5. Safe and effective use of nitrous oxide.
6. Safe use of local anesthesia in medically compromised patients.
7. New safety equipment for administration of local anesthesia

*San Francisco, California*

**Saturday, October 28, 2006**

## One Seminar 2 Topics

**Tuition \$129.00**

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- Seminar from 9:00 a.m. - 5:00 p.m.

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- All attendees will earn 7 CE Units  
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## ORAL SURGERY FOR THE GENERAL DENTIST



*California Dental Institute Presents: Dr. Alex McDonald, D.D.S., Ph. D.*

Dr. Alex McDonald is an Associate Professor in Oral and Maxillofacial Surgery at the University of The Pacific / Arthur Dugoni School of Dentistry. He is in private practice in Berkely and San Francisco. Originally from Scotland, he obtained his Ph. D. in Edinburgh and his D.D.S. from the Medical College of Virginia. He completed his residency in Oral and Maxillofacial Surgery at the University of California, San Francisco. He is a Diplomat of the American Board of Oral and Maxillofacial Surgery and the American Board of Dental Anesthesiology. He has lectured in Oral Surgery both nationally and internationally and authored multiple articles on nerve repair, pathology, and dental implants

### AFTERNOON SESSION

#### Topics of discussion:

1. Wisdom teeth removal, surgical extractions, and pre-prosthetic surgery.
2. Augmentation techniques to enhance crown and bridge procedures.
3. A review of complications in oral surgery.
4. A review of dental infections and antibiotic treatment.
5. Considerations on implant utilization in appropriate situations.

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# California Dental Institute

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## ORAL SURGERY FOR THE GENERAL DENTIST



*California Dental Institute Presents: Dr. Alex McDonald, D.D.S., Ph. D.*

Dr. Alex McDonald is an Associate Professor in Oral and Maxillofacial Surgery at the University of The Pacific / Arthur Dugoni School of Dentistry. He is in private practice in Berkely and San Francisco. Originally from Scotland, he obtained his Ph. D. in Edinburgh and his D.D.S. from the Medical College of Virginia. He completed his residency in Oral and Maxillofacial Surgery at the University of California, San Francisco. He is a Diplomat of the American Board of Oral and Maxillofacial Surgery and the American Board of Dental Anesthesiology. He has lectured in Oral Surgery both nationally and internationally and authored multiple articles on nerve repair, pathology, and dental implants

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2. Augmentation techniques to enhance crown and bridge procedures.
3. A review of complications in oral surgery.
4. A review of dental infections and antibiotic treatment.
5. Considerations on implant utilization in appropriate situations.

**Tuition** \$**99.00**

- \$59 Staff
- \$25 Additional for on-site registration

### Seminar and Registration Times:

- Registration from 8:30 a.m. - 9:00 a.m.
- Seminar from 9:00 a.m. - 5:00 p.m.

### Seminar Tuition Includes:

- Continental breakfast
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## 7 CE Units, CA and AGD Approved

# Monrovia, California Sunday, September 24th, 2006



## Many Topics to Choose From

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For Registration Information Call 1-877-CDI-ED4U (234-3348) or Fax (909) 989-9964

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# California Dental Institute

In Conjunction with Ellman International, Inc.

Presents

## Radiosurgery Made Simple



Going Beyond Electrosurgery  
for Tissue Control  
and Soft Tissue Management

**Monrovia, California**

**Hands-On / Sunday, October 8th, 2006 - Don't Miss!**

**John Brescia, D.D.S.**

John Brescia, D.D.S. a graduate of the Chicago College of Dental Surgery, Loyola University Medical Center, has practiced family and cosmetic dentistry in the Oak-River Forest suburb of Chicago for the past 25 years. He is a former pre-clinic instructor at Loyola University School of Dentistry, Maywood, Illinois. Dr. Brescia has lectured extensively on radiosurgery. He has also worked on product development and anesthesia technique. He currently serves on the Advisory Committee for the Richmond Institute for Continuing Dental Education.

*In an era of great technological growth there can be confusion as to what surgical devices to employ in our dental practices and what techniques to be utilized.*

### AM Lecture & Discussion:

1. Historical background
2. Technology / Physics
3. Comparison of other techniques and surgical modes (scalpel, Laser, electrosurgery and bipolar)
4. Equipment design
5. Safety

### PM Lecture & Hands-On Lab:

1. Incision
2. Incision / Excisional Biopsy
3. Trough for Crown & Bridge
4. Gingivectomy / Plasty
5. Operculectomy
6. Conservative Access Therapy C.A.T.
7. Expose Decay
8. Frenectomy
9. Implant Recovery
10. Cosmetic Smile Line

**Tuition** \$ **149.00**

- \$59 Staff
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#### Seminar and Registration Times:

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- Seminar from 9:00 a.m. - 5:00 p.m.

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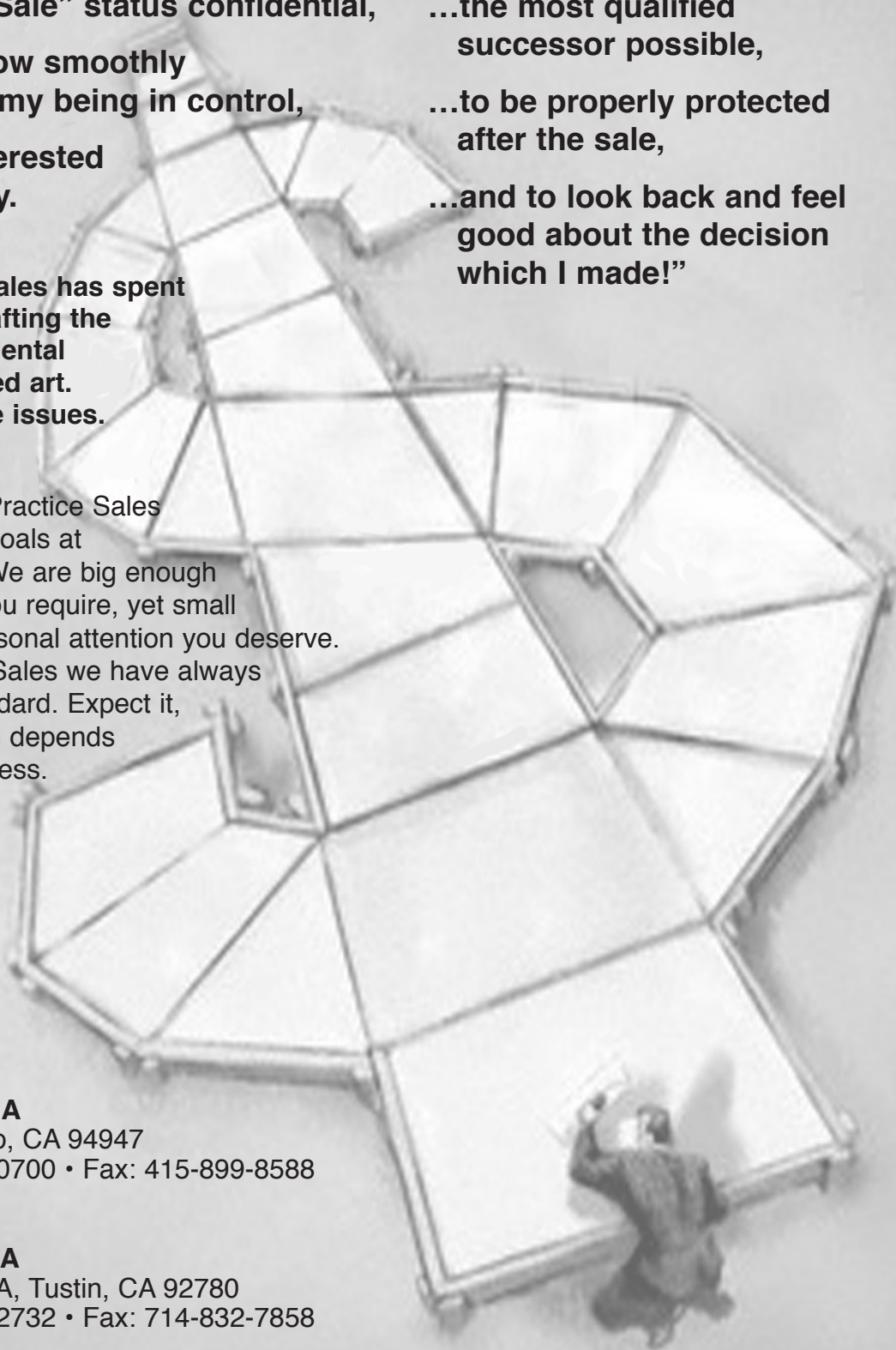
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- 5880 - **Downtown Oakland High rise** - Collected \$588,000 in 2005 with very strong profits. 4 chair bay has 3-walls of glass. FP \$310,000
- 5890 - Santa Rosa - Memorial Hospital Medical Village. Great starter opportunity. 2 Op office with 12year old equipment in great shape. \$135,000 year in relaxed schedule. FP \$75,000
- 5891 - Ortho Practice - San Francisco East Bay - Growing family community. \$375,000 year on part time schedule. 5 chair bay plus Exam room. FP \$75,000
- 5895 - El Dorado County's Placerville - Long established. Collections of \$700k with profits of \$290k on 3.5 day week. Strong Hygiene department. Well equipped.
- 5896 - Sacramento's El Grove - Great opportunity in fast growing area. Sold \$250,000 per performer with older DDS. Lots of patients. Well designed 4 op office.  
FP \$160,000
- 5898 - South San Jose - Intersection of Highways 85 & 101. Steady \$1,000,000/year performer. 6 days of Hygiene. Lasers, air abrasion, digital radiography & computerized ops.
- 5899 - San Joaquin Valley's Merced. Community is growing with new UC Campus. Beautiful office with over \$180k invested. Not yet 3 years old, performing at \$400k level with great profits
- 5900 - Contra Costa County - Long established and very successful Managed care practice. Performing at the \$1.5 million/yr level with great profits. 5 Ops.
- 5901 - Southern Sonoma County - Collections in 2005 topped \$620k with \$300,000 in Profits. 3.5 days of Hygiene. Explosive growth occurring nearby.
- 5902 - Sacramento's Roseville - Right off interstate 80. 5 year old, custom designed suite. Computerized ops and digital radiography. Has averaged \$345k year in collections the last 3 years.

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- 1005 - **Hemet** - Beautiful office - \$450k investment - Shopping ctr. F.P. \$350k
- 1017 - **Palm Springs/La Quinta** area- Established 40 yrs. New owner 14 yrs.  
Like new 9 Ops. Hi tech office. Seller to work back for Buyer.  
Grossing \$1.2 mil. Fantastic opportunity. New DDS can achieve \$2.5 million first year. FP \$1.2 Million
- 1052 - Pasadena/Arcadia-HMO cks \$10k/mo. 1,800 sq.ft. facility.
- 1069 - Irvine -GP- Gross \$300k. Cap cks \$2k/mo. 3 Ops. F.P. \$330k
- 1076 - West L.A. - Newly established. Gross \$270k '04. Hi visibility. 5 Ops
- 1078 - Nevada-Historic city. GP wants partner. Solo Group. Gross \$600k.  
Full Price \$350,000
- 1088 - So. OC lady DDS in busy shopping center. Seeks Solo Group member to share facility. Purchase 1/2 facility for \$365k.
- 1094 - 2 Practices near **Bakersfield**. Gross \$750k. Fee for service only.  
Free standing building included in sale. Bargain.
- 2026 - Upland-Shopping center location. 3 Ops like new. Rent only \$950/mo.  
Start up only, Seller established in October 2002. F.P. \$110k
- 2034 - West Covina - Long established practice. 3 ops, 2 equipped.  
Starbucks possible new neighbor. Collects \$100k year part time.  
Filipino 72 year old Seller has thousands of records. F.P. \$85,000.
- 2038 - San Bernardino shopping center location. 1,100 sq.ft. 4 Ops. Collects \$300k annually. Mix of all payers.

**Orthodontic Buyers needed for SOUTHERN CALIFORNIA**

**SELLERS-FREE APPRAISAL (800)695-2732**

- 2039 - San Bernardino. Private Practice. 3 Ops. Collects \$170k. Mix of payers
- 2050 - Beverly Hills. GP/Prosthodontic practice. Work part time 2 days per week. Share office, 2 Ops, 1,000 sq.ft. Grossing \$452k
- 2053 - Fontana area. Shopping ctr GP. 3 Ops, 1,200 sq.ft. Good lease available
- 2060 - East L.A.- Gross \$850k, net \$400k+. Older office. F.P. \$650k.
- 2061 - Oxnard - Grossing \$850k, net \$400k plus. Established 20 yrs. Small office, low overhead. F.P. \$850k
- 2063 - Down town LA. Established GP collects \$147,000 in 2005.
- 2065 - S. O.C. Are you losing your lease. Shopping center location in Aliso Viejo. Great opportunity.
- 2070 - Indio - Establishd 40 yrs. Senior DDS. Gross \$5k-\$15k/mo. 2 Ops.
- 2071 - Roland Heights-GP. State of art office. Gross \$1mil.
- 2072 - East L.A. - Insurance 50%, Cash 35%, Union 5%, Medical 10%.  
Grossing \$1,000,000+. Absentee Seller. 6 ops, plus X-ray room in  
2,000 sq.ft.. 4 days per week. F.P. \$850k. R.E. Condo also available for sale.
- 2079 - Downtown near Staples. Lady DDS Grosses \$300k, working 3 days, more days available. \$3,000/mo rent. 20% HMO, cks \$2k-\$3k.
- 2086 - No. Orange County GP. 2 1/2 yr old practice in strip center. Collects \$10k/mo. With expectations for more. 5 ops, 3 equipped.
- 2088 - Cerritos Ortho office available. Beautiful 5 Ops open bay & quiet Ops.
- 2090 - E. San Fernando Valley- A Special corner office. Grossing \$1,300,000 with no external marketing. 8 Ops in 2,400 sq.ft. more available. Real estate available.
- 2091 - Inglewood. GP Gross \$350k, net \$180k. Est 20 yrs. F.P. \$220k.
- 2092 - Dental building near USC. \$375k. Call Tom Fitterer
- 2093 - Ontario GP. Grossing \$450k. 5 Ops. Est 30 yrs. F.P. \$450k.
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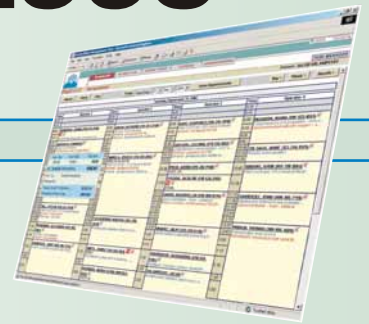
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