American Dental Partners enters into two agreements

American Dental Partners has entered into agreements with Sacramento Oral Surgery and Westlake Surgical Associates under which ADP has acquired certain non-clinical assets and entered into 40-year service agreements with the dental groups.

Sacramento Oral Surgery was founded in 1990 and is an oral surgery group with seven oral surgeons and four facilities throughout greater Sacramento, Calif. SOS generates patient revenue of roughly $7 million per year.

Westlake Surgical is a one-location oral surgery practice in Austin, Tex. As part of the transaction, Westlake Surgical and Longhorn Dental Associates, ADP’s affiliate in Texas, will combine their oral surgery practices into the newly formed Texas Oral Maxillofacial Surgical Associates, which will employ three oral surgeons across three locations and generate $5 million in patient revenues yearly.

3M acquires Peridex

3M has acquired the manufacturing and marketing rights to Peridex periodontal rinse from Zila Inc. for $8.5 million in cash.

Omni Preventive Care, a 3M ESPE company since early 2006, has sold Peridex brand oral rinse to dentists in the U.S. since 2000. Peridex 0.12 percent chlorhexidine gluconate oral rinse is a prescription mouth rinse that reduces the redness, swelling and bleeding of gums caused by gingivitis.

BioMimetic announces meeting highlights

BioMimetic Therapeutics announced the results of its 2007 Annual Meeting of Stockholders that took place in late June at the Company’s headquarters.

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Elected to the board of directors for two year terms were Charles W. Federico, newly elected, and Christopher Ehrlich, who was re-elected. Douglas Watson and Gary Friedlander, M.D., were re-elected for three year terms. Retiring from the board was Thomas Dyberg, M.D.

Newly elected member Charles Federico currently serves as a director of Orthofix International N.V., where he also served as president from 1996 to 2001, and as president and chief executive officer from 2001 to 2006.

Darby Dental Supply to acquire telesales operation of Becker-Parkin

Darby Dental Supply, the largest all-telesales distributor of dental merchandise, is acquiring the telesales operation of New York City-based Becker-Parkin Dental Supplies and Equipment.

All Becker-Parkin telesales accounts will become Darby customers and the 60-person Becker-Parkin telesales team will be offered full-time positions at Darby telesales branches in Jericho, N.Y., Tampa, Fla., Pompano Beach, Fla., Phoenix, Ariz., Memphis, Tenn., and East Lansing, Mich. Darby will retain Becker-Parkin’s telesales branch offices in Akron, Ohio, and De Pere, Wis., to provide service in the Midwest and across multiple time zones.

Zila posts stronger fiscal results

Zila Inc. posted improved results fiscal during its 2007 third quarter. The company’s net revenues for continuing operations rose to $10.8 million compared to net revenues of $1.2 million during the fiscal third quarter of 2006.

The improvement was driven by the acquisition of Pro-Dentec and its contribution to ViziLite Plus with TBlue630 revenue growth, which reached $2.5 million, a 112 percent increase from the third quarter of 2006.

Humana to buy CompBenefits for $360 million

Humana Inc. has signed a definitive agreement to buy CompBenefits Corporation for $360 million. The deal would expand Humana’s dental care offerings and give it full-service vision-care coverage.

Atlanta-based CompBenefits generated revenues of nearly $545 million in 2006. The company provides dental and vision coverage to more than 44.8 million people throughout the country. It serves more than 14,000 employers in 22 states, mainly in the south and midwest.

Louisville-based Humana will finance the acquisition through a combination of cash and debt.