Trade news

- 3M Co. in Minnesota increased third quarter sales of oral care products 15 percent.
- GlaxoSmithKline in the U.K. agreed to pay $170 million to purchase Biotene for the treatment of dry mouth syndrome from Laclede in California.
- Zimmer Holdings in Indiana increased third quarter sales in its dental implant business 5 percent to $52 million.
- According to a P&G survey, a third of people in the United States believe that a little gum bleeding is normal when they brush their teeth.
- American Dental Supply in Pennsylvania agreed to acquire Leach & Dillon Products in Rhode Island for an undisclosed sum.
- Dale Dental in Texas introduced an online case entry Web site for dental labs that automatically prints air bills to ship cases and prints unique PanTags™ to aid in production planning.
- Two investment firms acquired Dental One Inc., a privately owned practice management firm in Texas. Dental One generated annual revenues of $55 million from its approximately 60 dental offices in the southwestern United States.
- The state of Arkansas is considering opening a new dental school at the University of Arkansas. If approved, this would be the only dental school in the state.
- Great Expressions Dental Centers in Michigan purchased Consolident Inc., a dental chain with 41 affiliated practices in Florida and Michigan.
- Kettchen in Germany is launching its line of impression materials in the United States, through its newly formed California subsidiary. The firm will market these products directly to dentists.
- Zila Inc. in Arizona engaged the investment-banking firm William Blair & Company in Chicago to shore up the company’s capital structure and further evaluate opportunities for growth.
- Researchers at the UCLA School of Dentistry are developing a test to detect oral cancer by measuring protein levels in saliva.
- D4H Technologies Inc. in Texas announced that its E4D Dentist system can now make restorations with Ivoclar Vivadent’s high-strength IPS e.max CAD LT material.
- Infinity Medical Group Inc. in Canada contracted with Kerry Associates to develop a franchise strategy for its dental implant and cosmetic medical laser clinics.
- Nobel Biocare North America in California announced that it is offering dentists who purchase a minimum of 15 dental implants a free Web site with one year of free hosting.
- Dr. Jane Grover, vice president of the American Dental Association, testified before the United States Congress urging members to get more dentists to participate in Medicaid for low-income children.
- CMP Industries in Albany, N.Y., reported that its Nobilium/Ticonium division opened a new distribution center in central Florida to serve the southeastern United States.
- Internet Dental Alliance in Tijuana, Calif. is now providing its Nine Truths dental office marketing program online.
- Turnkey Opportunities Inc. in Exton, Pa., is now marketing the TKO™ Dental Assisting School Program, which allows dentists to use their existing facilities to train assistants and generate significant new revenue.
- Dental, medical and other bioscience sites created more than 1.5 billion pounds [0.68 billion kg] of biomedical waste in 2006.
- 3M ESPE donated $45,000 to Oral Health America’s Smiles Across America program.
- Bright Now! Dental in California reported that all of its offices in Oregon and Washington state are now offering LumiNees veneers at $1,200 per tooth.
- Turku University’s Institute for Dentistry in Finland developed a baby pacifier that releases xylitol and probiotics to boost children’s immune systems.
- Henry Schein Inc. sponsored its 11th annual Back to School program that provided more than 1,500 children with back to school clothing and supplies.
- National Dentex Inc. purchased Dental Art Laboratories in Michigan. This adds more than $7.3 million in additional revenues.
- Philips Oral Care launched the Philips Sonicare HealthWhite power toothbrush that can whiten teeth two shades after two weeks of use.
- Sales of mouthwash products in the United States increased 4.7 percent last year to $3.45 billion.