

# HOW TO BUILD YOUR DENTAL DEPARTMENT



Paul Camilo

Practice Administrator

Hometown Animal Hospital & Dental Clinic

What type of department do you want?



# The difference between the levels

Five Star



One Star



\* One Star – Economy Teeth Cleaning



# DOG OR CAT IS DROPPED OFF FOR PROCEDURE





**Groomer's Standing Dental**

# Anesthesia-free Dentistry-1

- ▣ October 27, 2003
- ▣ Huntington Pet Vet  
Huntington Beach, FL
- ▣ 9 year-old toy poodle
- ▣ The teeth were horrible and the breath worse.
- ▣ Hand scaling and polishing was performed.
- ▣ The phone number is a cell phone and the absence of address begs the question of stability.



V.D.S



VETERINARY DENTAL SERVICE Inc.

Chuck Purkey

949.500.6185

chuck@veterinarydentalservice.com

## Anesthesia-free Dentistry-2

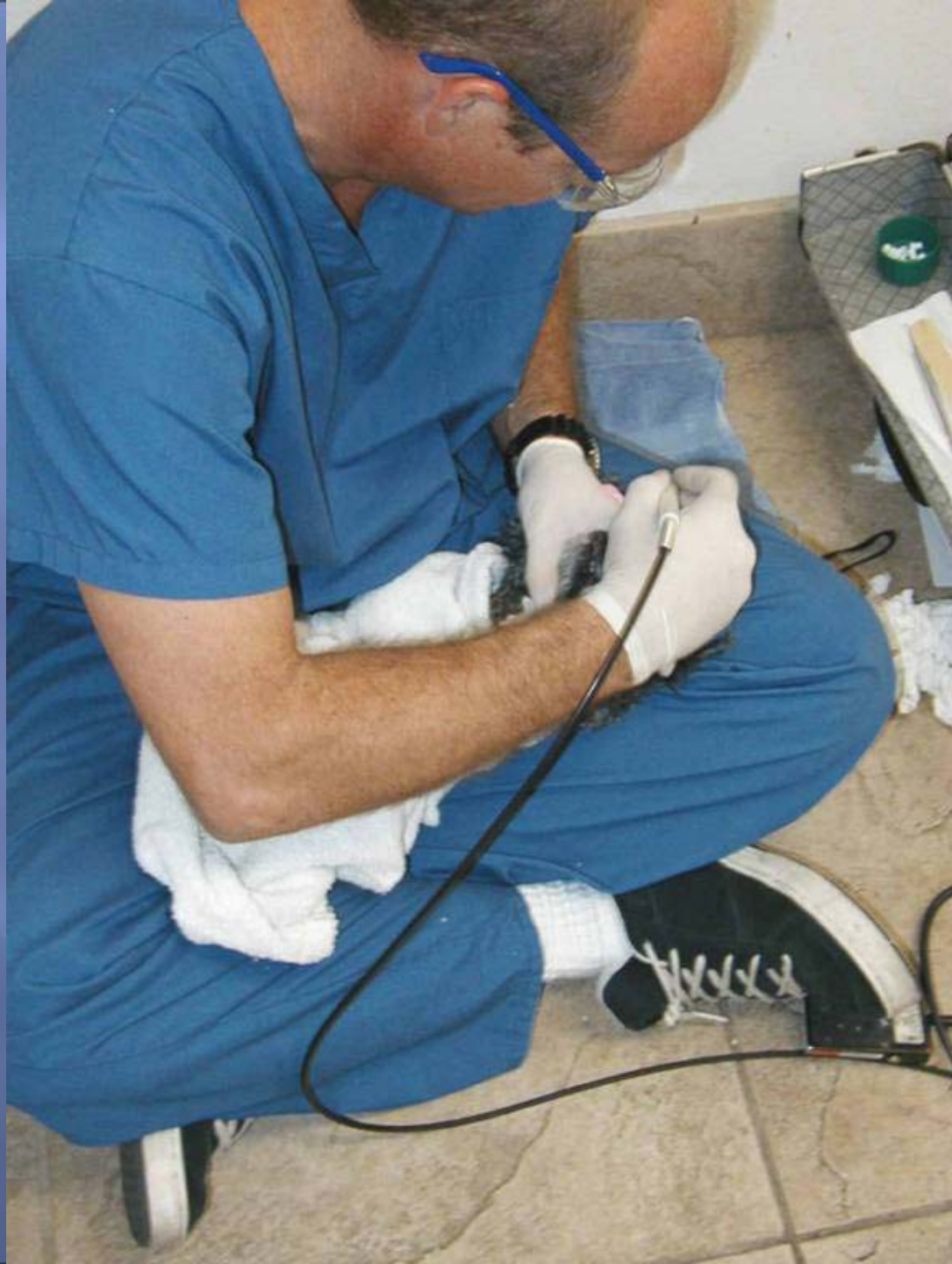


“Non anesthetic pet dental care is available for both cats and dogs. Veterinary Dental Service has developed a unique and safe technique to clean and polish your pet’s teeth without the use of anesthesia. We have pioneered a gentle and compassionate way of embracing your loved one in the hygienists lap while removing tartar above and below the gum line. Once the tartar has been removed the teeth are gently machine polished with tasty toothpaste which includes fluoride especially made for cats and dogs. This helps to protect your pet’s teeth after the cleaning is completed...”

*from the V.D.S. Inc. brochure*













# AVDC Position Statement

Companion Animal Dental Scaling **Without** Anesthesia



Inhalation anesthesia using a cuffed endotracheal tube

# AVDC Position Statement

Companion Animal Dental Scaling **Without** Anesthesia



## Movement

# AVDC Position Statement

Companion Animal Dental Scaling **Without** Anesthesia



Subgingival  
evaluation and scaling



# AVDC Position Statement

Companion Animal Dental Scaling **Without** Anesthesia



complete oral examination

# Heavy Sedation



# Hand Scaling



# Calculus and plaque removed supragingivally



# FEES

- ▣ One size fits all—discounted, coupons



 **Savings - Coupon**

**WARNING**  **Discount Animal Hospital**  **WARNING**

**\$50.00 off** any Dental package, **Only Good For FIRST VISIT!**

Please call for an appointment now - 623-6780

Limit 1 coupon per customer. *Simply Print & Clip*

# AAHA Dental Guidelines

- Pre-anesthetic exam
- Anesthesia monitoring
- Dental radiographs
- Scaling & Polishing
- Fluoride/sealants
- Home Dental Care



# \*\* Two Star – Budget Teeth Cleaning



# General anesthesia with intubation





# Little to no Monitoring



# Ultrasonic scaling







# Little or no dental evaluation



**No polishing nor treatment**



# Fees based on weight



\*\*\* Three Star – **Average** Teeth  
Cleaning Without Intraoral  
Radiographs





**Patient is generally evaluated in exam room before dental procedure**

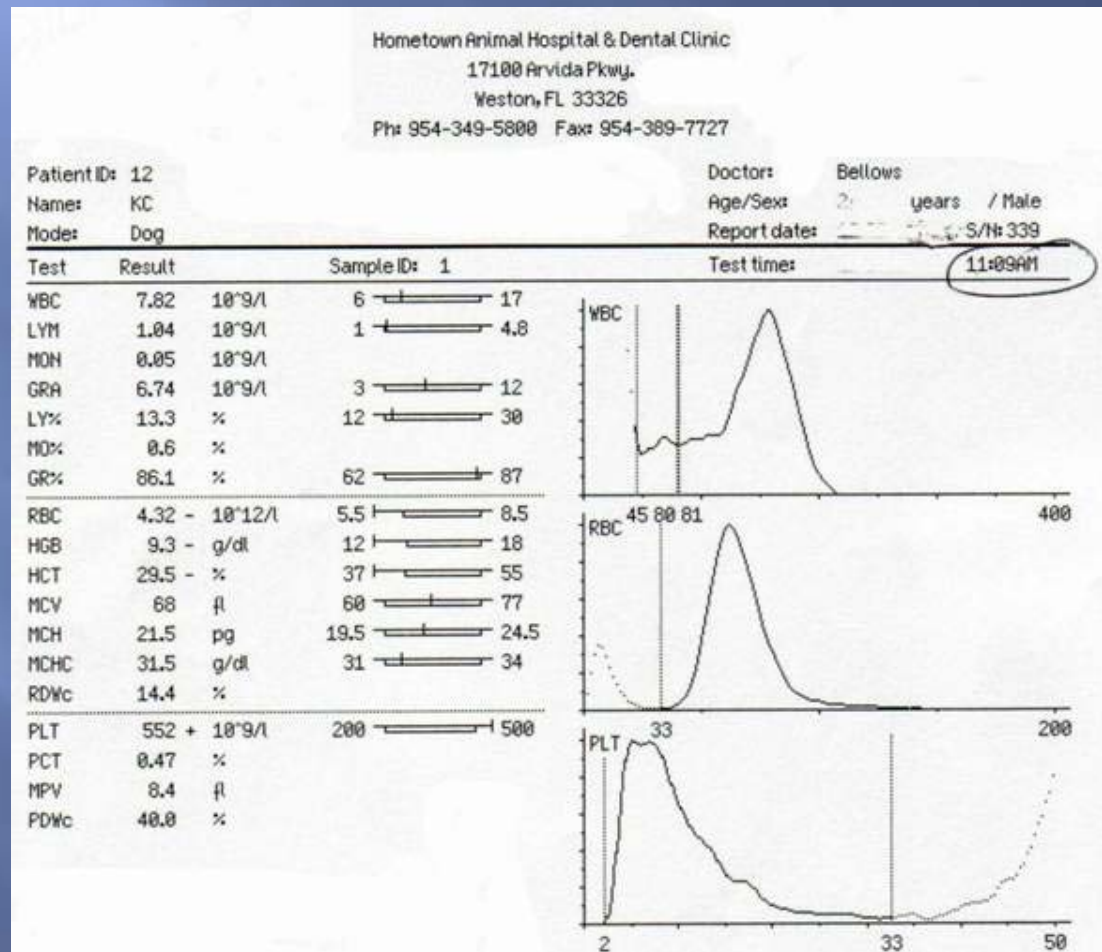


**An oral evaluation is provided to discuss gross clinical findings with the owner**



# Preoperative blood testing is

optional



===== VETSCAN =====

10:35 AM

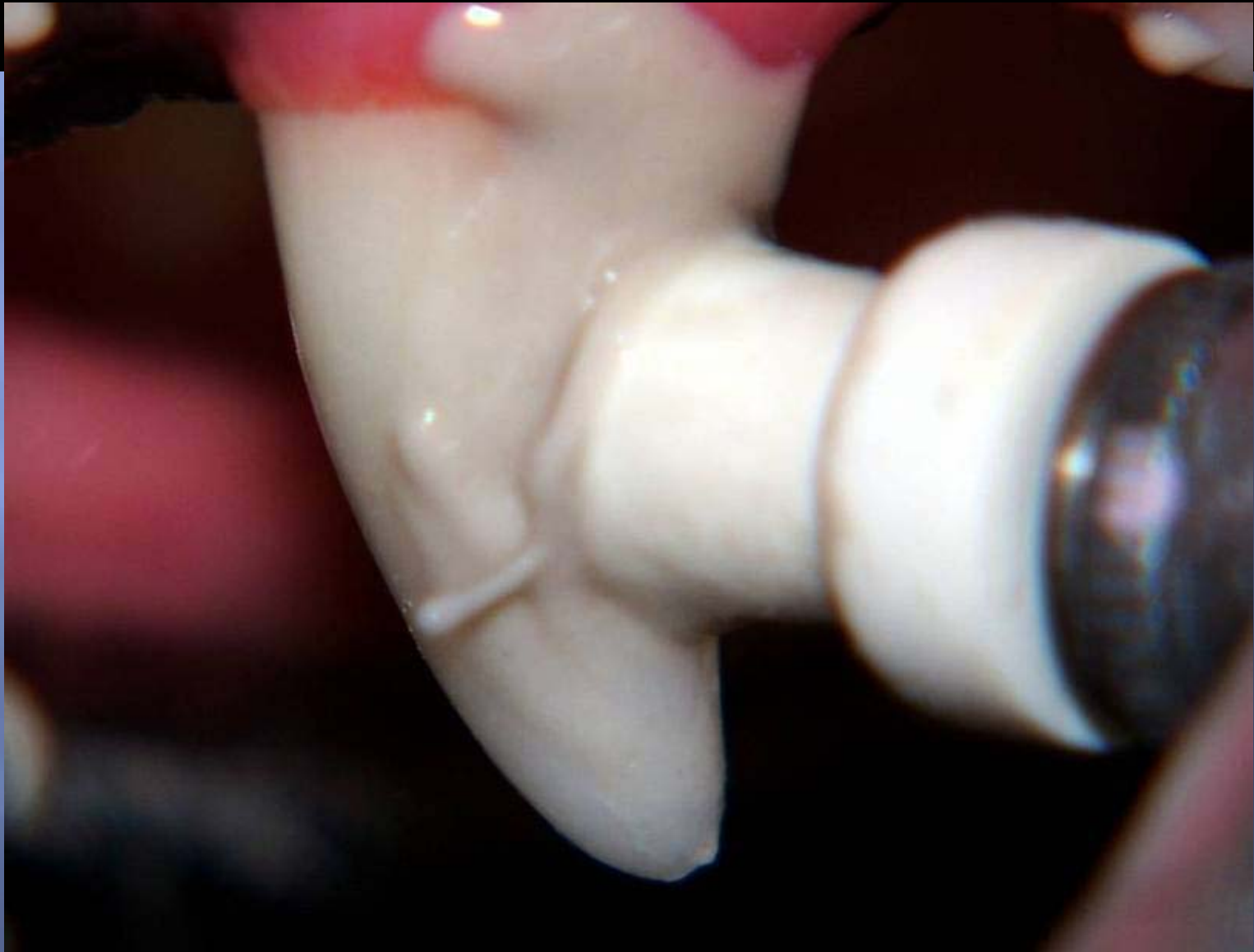
ANIMAL TYPE: DOG  
PATIENT #: 12  
COMPREHENSIVE DIAGNOSTIC  
ROTOR LOT #: 5384AB5  
OPERATOR #: 69-  
SERIAL #: 0000008957

.....

ALB	1.7*	2.5-4.4	G/DL
ALP	35	20-150	U/L
ALT	41	10-118	U/L
AMY	1194	200-1200	U/L
TBIL	0.3	0.1-0.6	MG/DL
BUN	76*	7-25	MG/DL
CA++	10.4	8.6-11.8	MG/DL
PHOS	13.2*	2.9-6.6	MG/DL
CRE	5.4*	0.3-1.4	MG/DL
GLU	126*	60-110	MG/DL
NA+	144	138-160	MMOL/L
K+	5.4	3.7-5.8	MMOL/L
TP	4.7*	5.4-8.2	G/DL
GLOB	3.1	2.3-5.2	G/DL

QC OK  
HEM 0 , LIP 0 , ICT 0

**Teeth are polished and irrigated**



# Fluoride



# Application of FluraFom (Virbac) on gauze

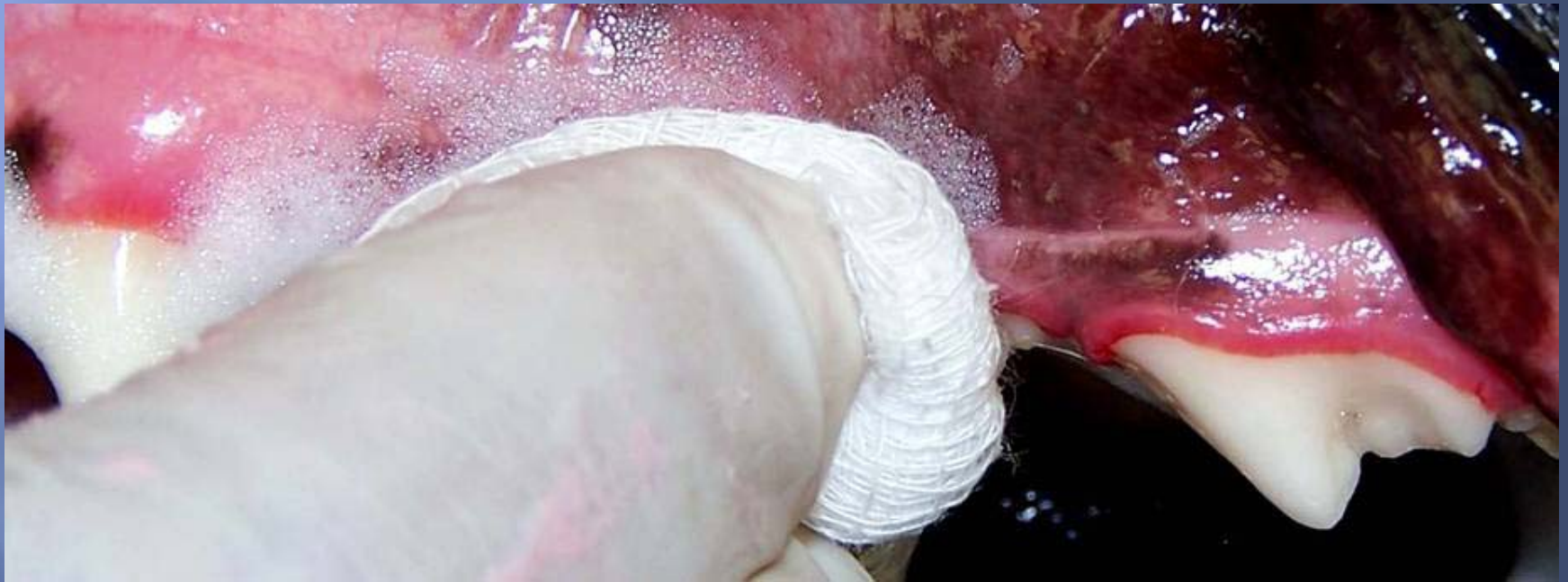


# Application of Fluoride on cheek teeth





# Removal of excess fluoride foam with dry gauze



Recommended

plaque barrier  
application



# Drying teeth for plaque barrier application



# OraVet plaque barrier application

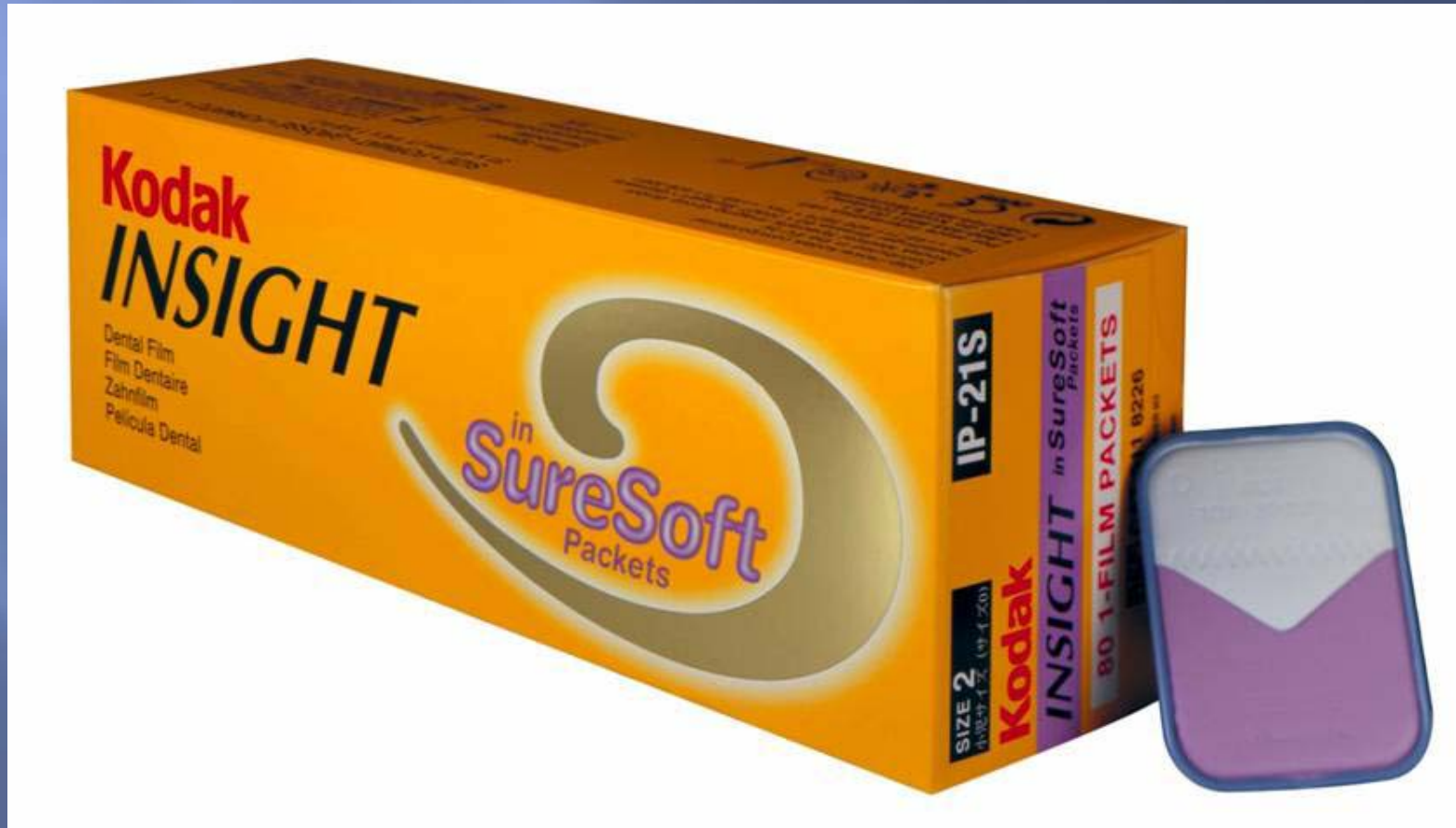


**plaque barrier pressed subgingivally**



# Falls short of AAHA Dental Guidelines

- Dental films **not** exposed



# Fees; weight based plus extractions



+

\*\*\*\* **Four Star – First Class**

**Oral Assessment, Treatment, and Prevention  
(Oral ATP)**





# It's **Not** A Prophecy or

- \* Dental
- \* Teeth Cleaning
- \* Professional Dental Examination
- \* Complete Dental Prophylaxis

It's an  
**Oral**  
**Assessment,**  
**Treatment, and**  
**Prevention**  
**(Oral ATP)**

# AAHA Dental Guidelines (pre-ops)

- Preoperative blood testing-  
**NOT OPTIONAL**



- Electrocardiogram

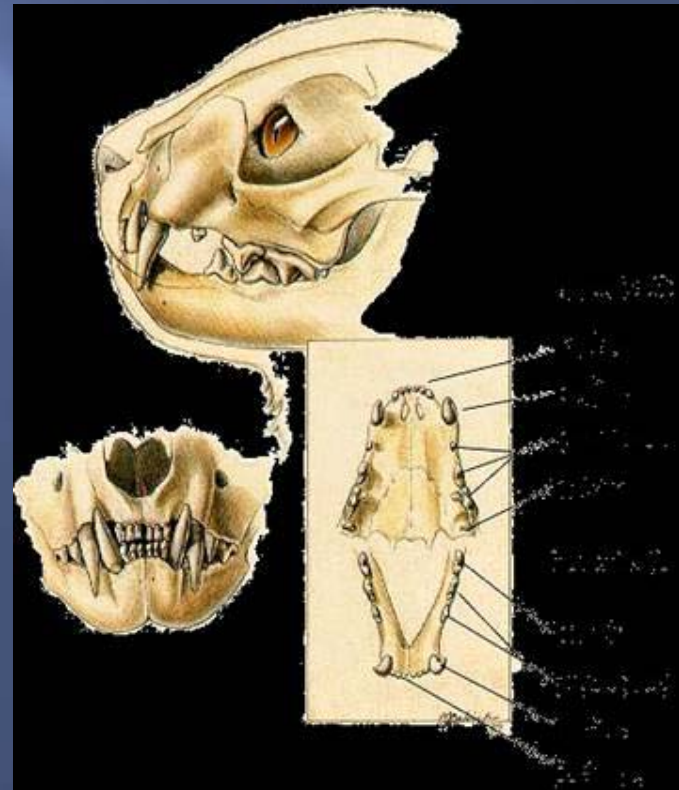
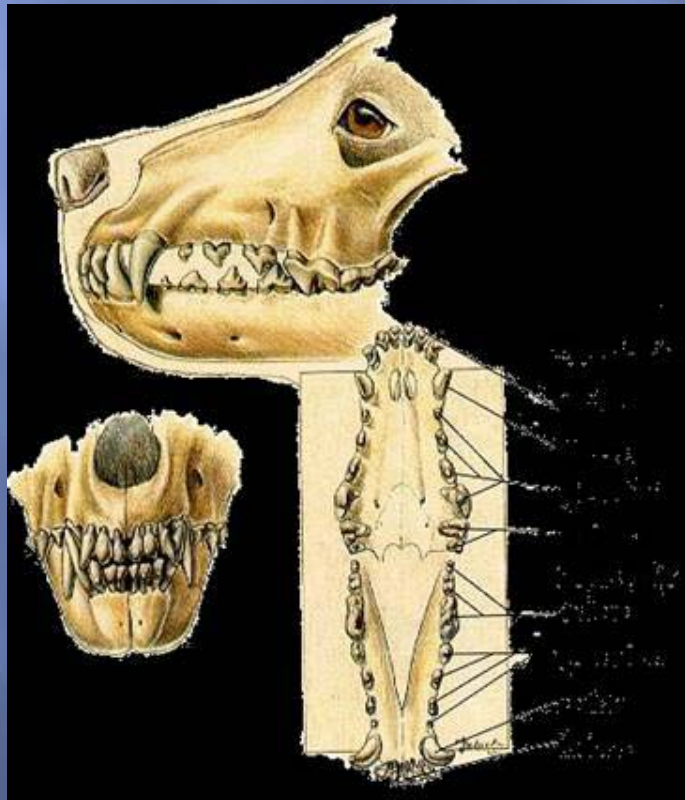


- Intravenous catheter and fluids



# A tooth-by-tooth exam is conducted

- ▣ Dogs -42 teeth
- ▣ Cats 30 teeth



# A two-part fee discussion

- an estimate for pre-ops, anesthesia, and cleaning given over the phone
- additional are discussed once the pathology is found under anesthesia

# Dental charting to note abnormalities

## ORAL HYGIENE VISIT—COMPLETED DENTAL CHART

### Canine Dental Chart

**CLAVAMIX**  
(amoxicillin clavulanic acid)

**ANTIROBE**  
(doxycycline hydrochloride)

**Doxirobe Gel**  
(0.5% doxycycline)

Pet's Name: Hills, "Lefty" Date: 01-01  
 Breed: PM Age: 7 Sex: M/N  
 Medical Alert: none; pre-op labwork normal  
 Presenting Complaint: needs dental cleaning

#### Procedure Record

Signs (U) moderate to significant calculus + plaque; areas of significant gingival inflammation + attachment loss worn incisors; rt. lower canine fractured + open canal.  
 Diagnosis: Focal Stage 3 Periodontal Disease

#304 Fracture + stage 4 periodontal; #504 retained deciduous incisor attrition (U)

Treatment: Complete dental cleaning w/periodontal therapy; surgical extraction #304; extraction #504

Clean/Polish/Fluoride: Routine  Extended   
 Root Planing/Packing: Doxirobe - left maxillary primolars/molars  
 X-rays: Full-mouth

Comments: Require professional treatment + home care may help save the remaining teeth

Antibiotics Dispensed: Pre-op: Clavamox; Rx Clavamox 14 d

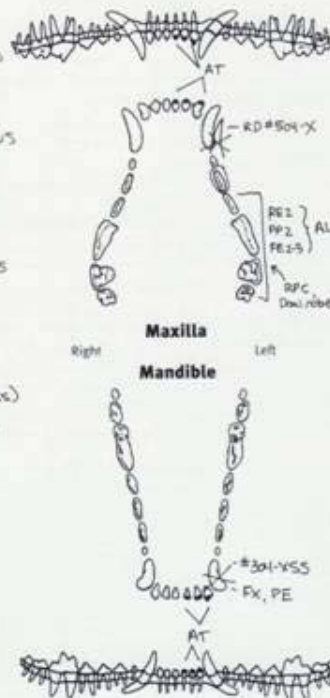
Pain Medications: Inj Rimadyl; local bupivacaine  
 Dispensed: Rimadyl 2d (2 pain packs)  
 oral gels initially

Diet: Soft 24-48 hrs post Home Care: start brushing in 14d

Recheck: re- in 2 weeks; re-treat in 6 mo

#### Abbreviation Key

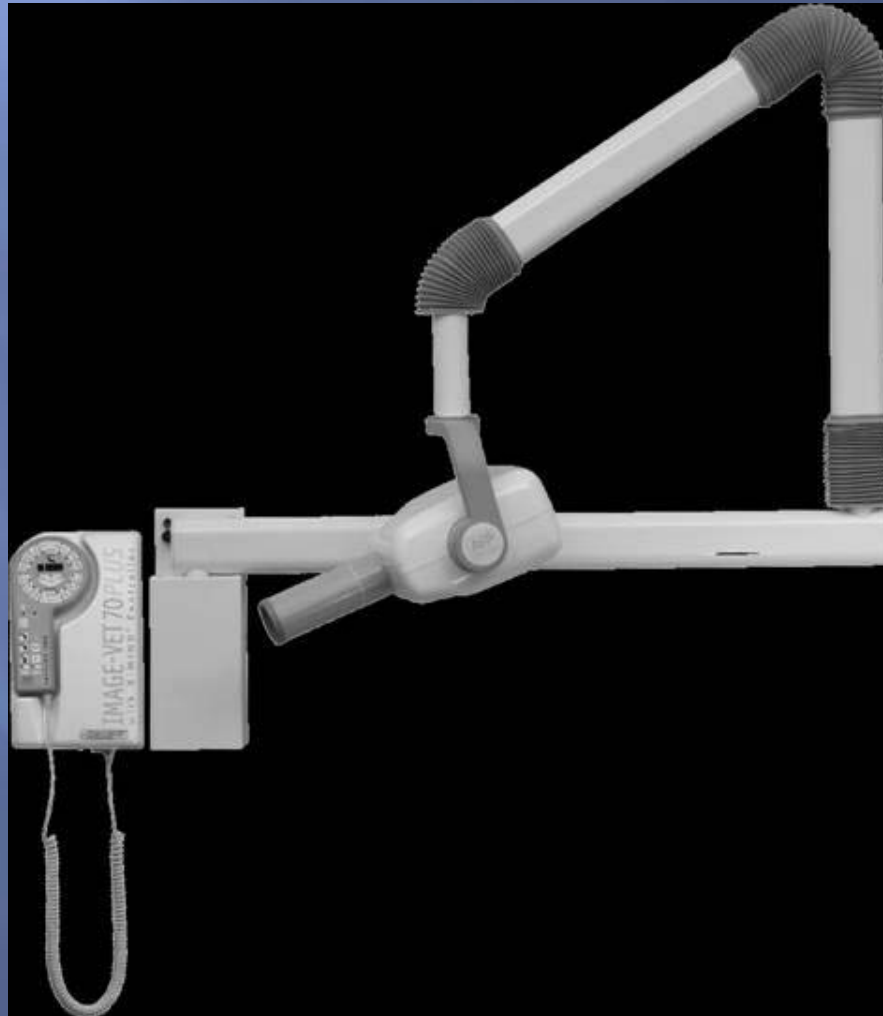
AL — Attachment Loss	OM — Oral Mass
AT — Attrition	ONF — Oronasal Fistula
CA — Caries	PE — Pulp Exposure
CWD — Crowding	PP — Periodontal Pocket
ED — Enamel Defect	RD — Retained Deciduous
EP — Epulis	RE — Root Exposure
FE — Furcation Exposure	RL — Resorptive Lesion
FX — Fracture	ROT — Retained Tooth
GH — Gingival Hyperplasia	RPC — Root Planing, Closed
GVIP — Gingivostomatitis/Plasty	RPO — Root Planing, Open
LPS — Lymphocytic, Plasmacytic, Stomatitis	RTR — Retained Root
M — Mobile Tooth	X — Extraction
○ — Missing Tooth	XS — Extraction, Sectioned
OP — Odontoplasia	XSS — Extraction, Surgical



# Creating the dental map



# Intraoral radiographs



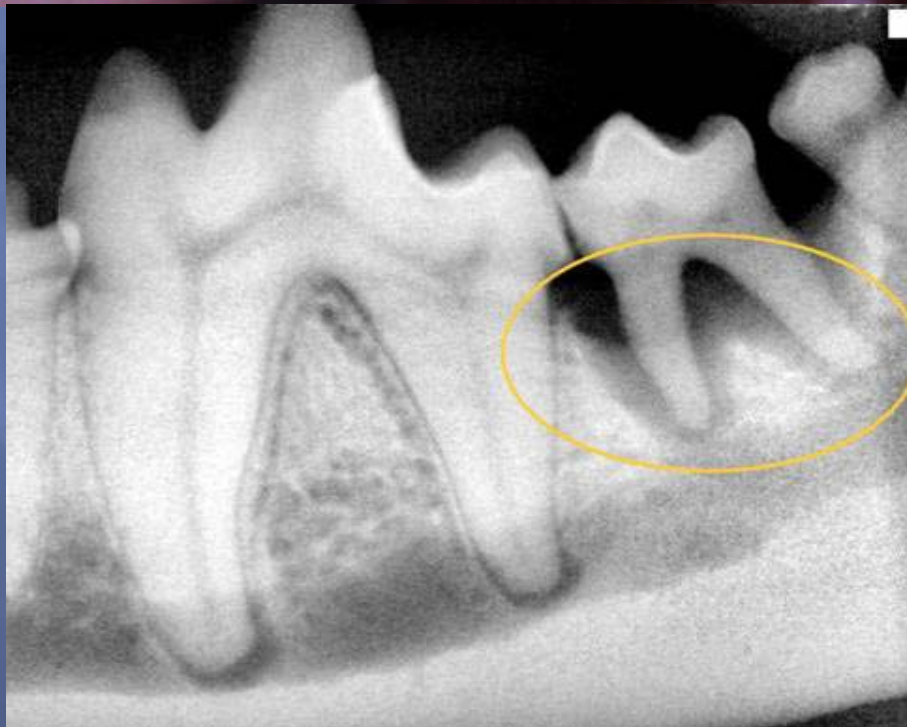


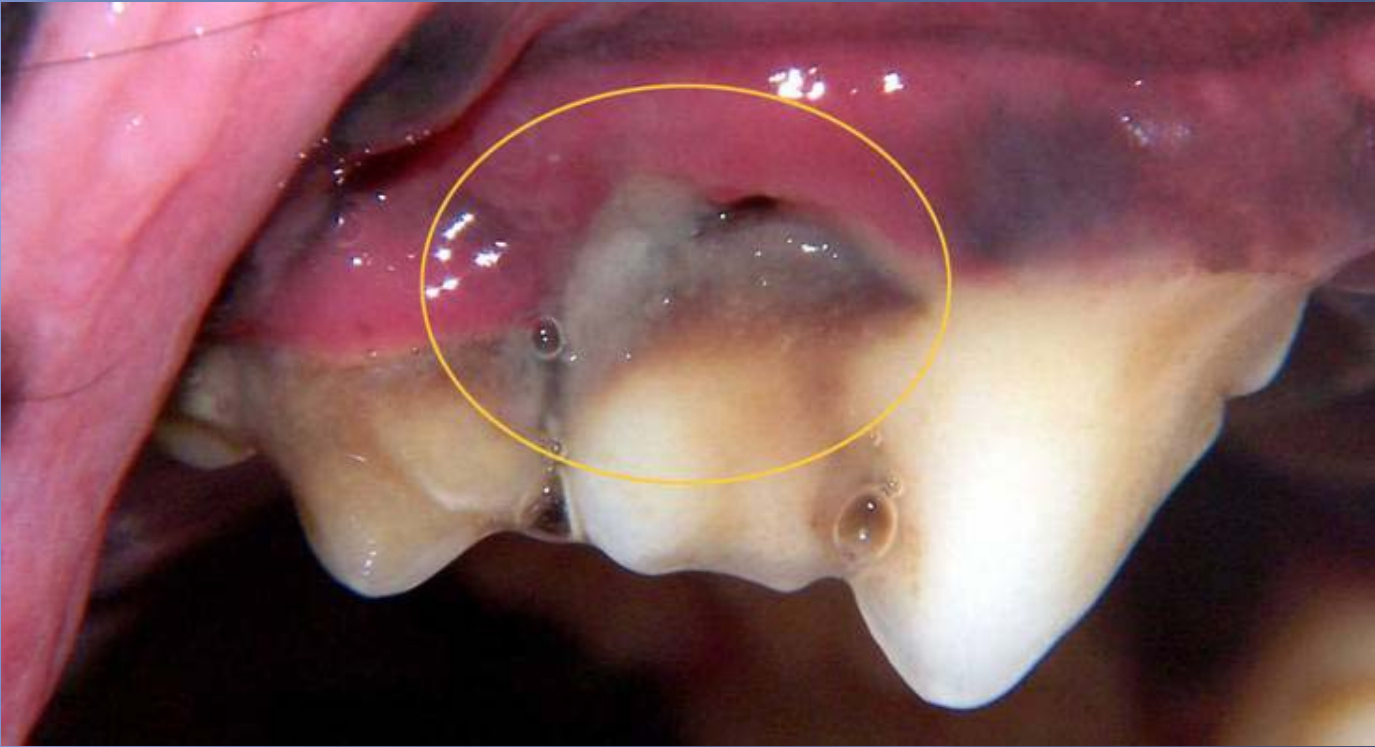
# Intraoral films taken **only** in areas of pathology













# OraVet plaque barrier application on **every** case



Meets AAHA Dental Guidelines  
minimum requirements







\*\*\*\*\* Five Star – The Ultimate Quality




# \*\*\*\*\* Five Star

- Preoperative exam
- Explanation of the dental procedure by the doctor



# \*\*\*\*\* Five Star

- 
- A photograph showing three people in a clinical or veterinary setting. On the left, a man in a light blue striped shirt is smiling and holding a small white dog. In the center, a woman in a light blue long-sleeved shirt is smiling and shaking hands with a woman on the right. The woman on the right is wearing a dark blue scrub top and is also smiling. The background shows a wall with a framed picture and a tiled counter.
- A technician assigned to the case and answer any of the clients questions
  - Initial estimate is generated before the clients leaves, expecting an update after the tooth-by-tooth exam

## \*\*\*\*\* Five Star

Pain control is a major issue. All animals undergoing procedures that could result in pain are given preanesthetic, intraoperative, and post operative pain relief medication

# Anesthesia monitoring

Every patient is monitored with three or more of the following; electrocardiogram, pulse oximeter, end tidal carbon dioxide, blood pressure.

# Local Anesthesia

- ▣ Used in ALL extractions



\*\*\*\*\* Five Star



Wireless anesthetic monitoring

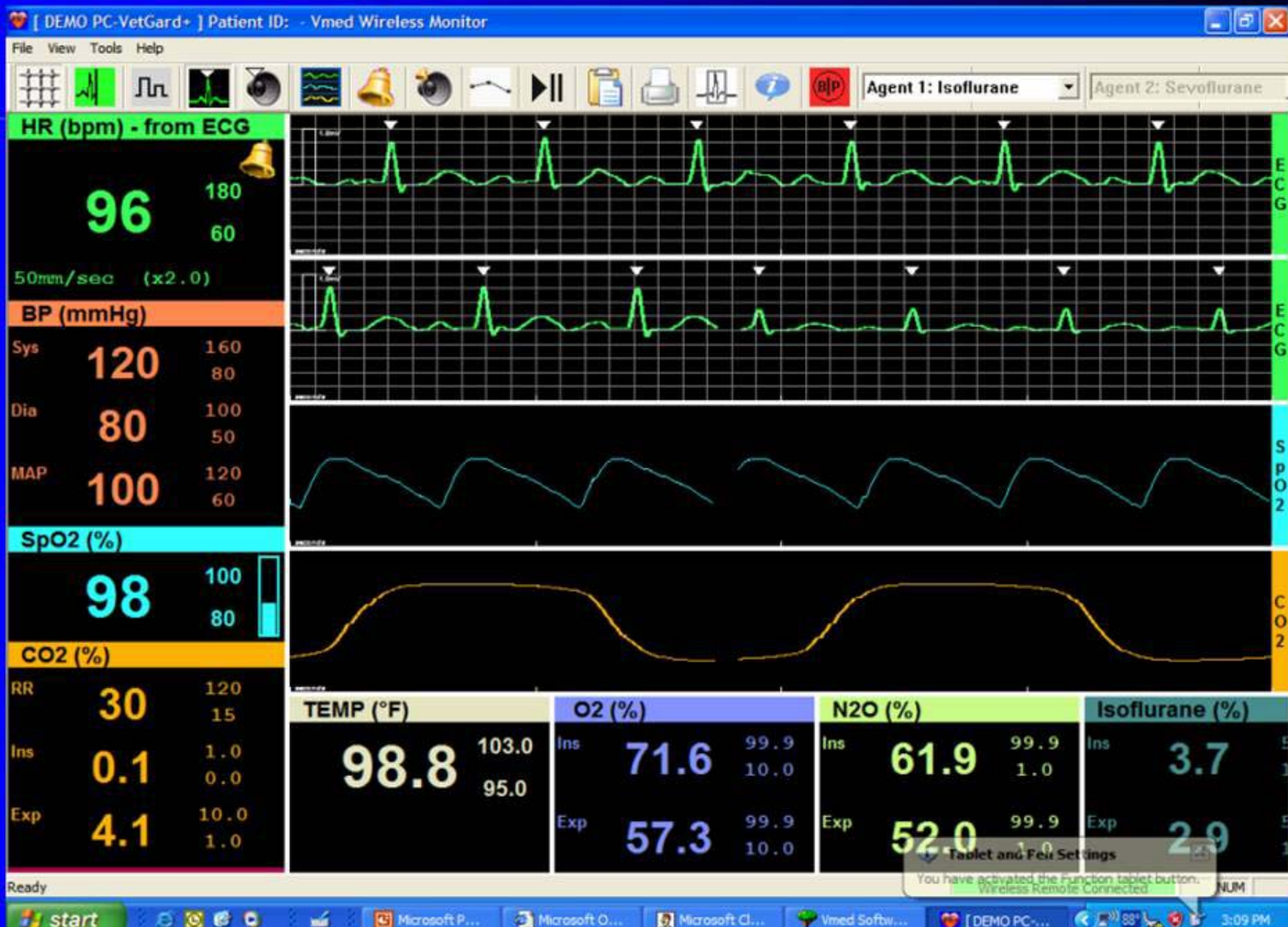


\*\*\*\*\* Five Star



Virtually no wires!!

# Surgical display



# ECG interpretation

## ECG interpretation Software

The screenshot displays the Vmed Interpreter software interface. The window title is "Vmed Interpreter - [[[DEMO] Vmed Demo Abnormal - Dec 08, 2005 - 16:54:16]". The interface is divided into several sections:

- EPISODE INFORMATION:**
  - Episode Date: Dec 08, 2005 16:54:16
  - Episode Duration: 00:00:13
  - Patient Name/ID: Vmed Demo Abnormal
  - Owner: Vmed Technology
  - Species: Canine
  - Breed: Lab
  - Age: 12
  - Sex: F
  - Weight: 75
- MEASUREMENTS (click label to select measurement):**
  - Elapsed Time:
  - R-R Interval:
  - P Wave:
  - P-R Interval:
  - QRS Complex:
  - S-T Segment:
  - T Wave:
  - Q-T Interval:
- ECG Trace:** A standard ECG trace is displayed on a grid. The paper speed is set to 50 mm/sec and the gain is x1.0. The time is 16:54:16 - 00:00:00. The trace shows a regular rhythm with a heart rate of approximately 80 BPM. There are five beats visible, with arrows pointing to the first four. The fifth beat is significantly delayed, indicating a First-Degree Atrioventricular Block (AVB1).
- Quick Check Results:**
  - Analysis of Beats (5...10)
  - Abnormal**
  - PASS -- Heart rate within normal range
  - PASS -- P-waves present and related to R-waves
  - FAIL -- Steady R-R intervals  
Reason: Arrhythmia(s) found
  - PASS -- Amplitude of beats within maximum range
  - FAIL -- Normal complexes and beats  
Reason(s): See below
  - 2 beats met the criteria of Arrhythmia (ARYTH)
  - First-Degree Atrioventricular Block (AVB1) found in episode
- Event Log Table:**

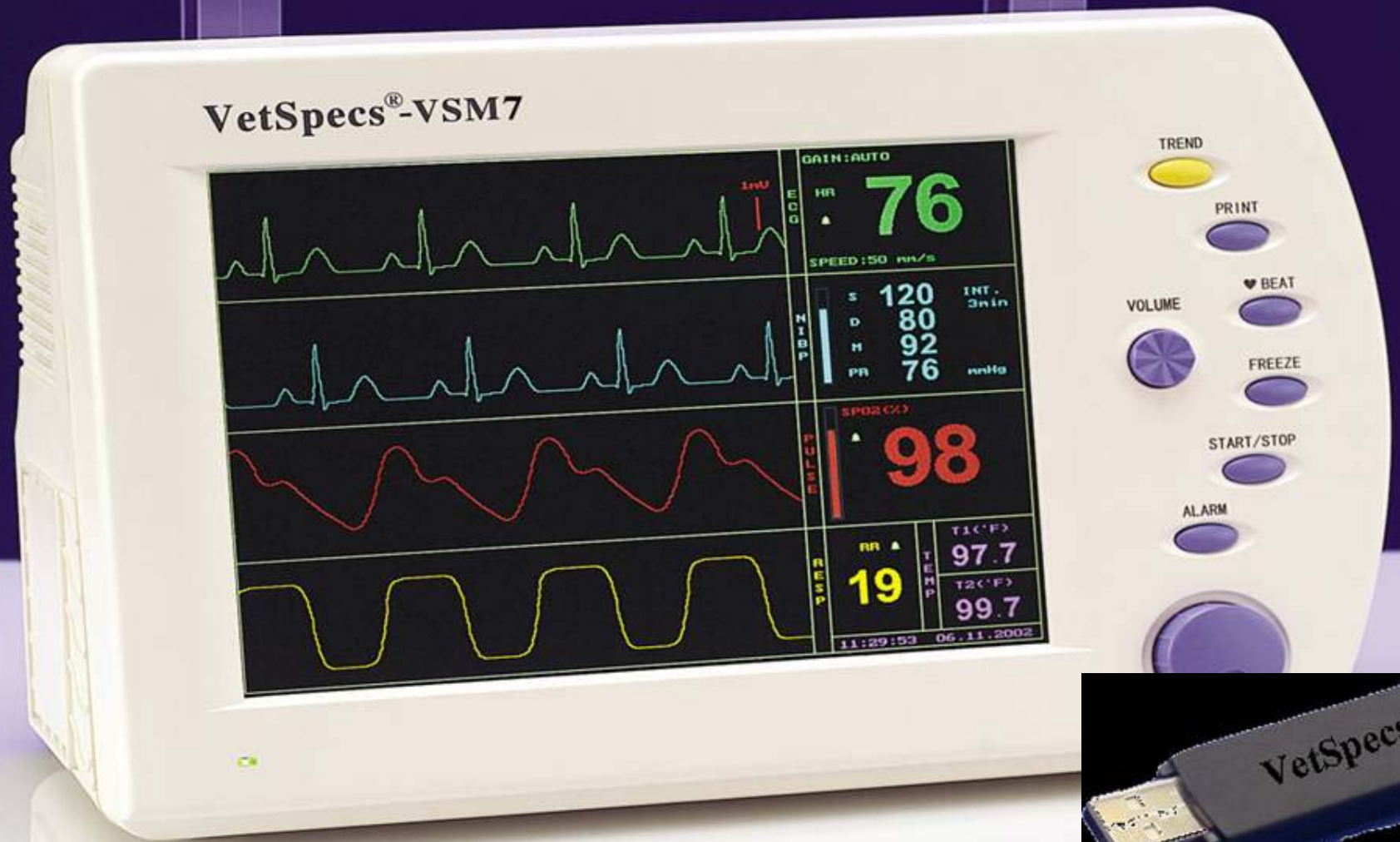
Event Date / Time	Elapsed	Event	HR	SpO2	PR	RR	Temp

At the bottom right, there are buttons for "More about Results", "Send ECG to an outside Reviewer", and "E-mail episode to Reviewer". A message box indicates "Tablet and Pen Settings" and "You have activated the Function tablet button."



\*\*\*\*\* Five Star

# \*\*\*\*\* Five Star

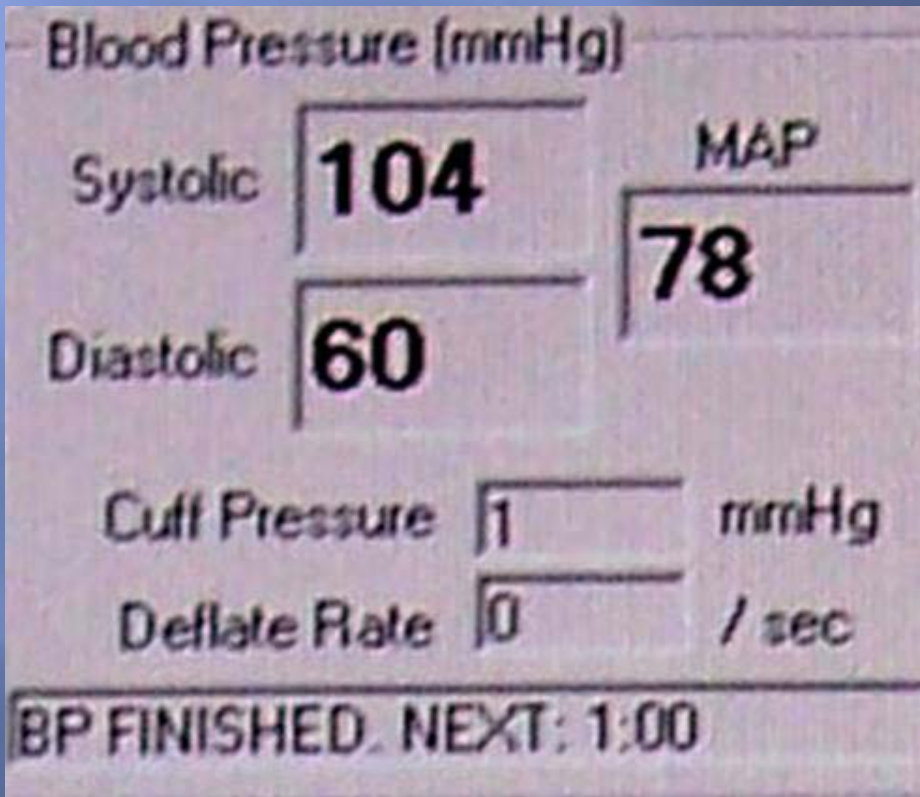


\*\*\*\*\* **Five Star**

- **Temperature is monitored and controlled**



\*\*\*\*\* Five Star



Blood Pressure



Apnea monitor

# Sterility





# Sterile packs for different procedures



# Periodontal surgery pack



# Sterile burs

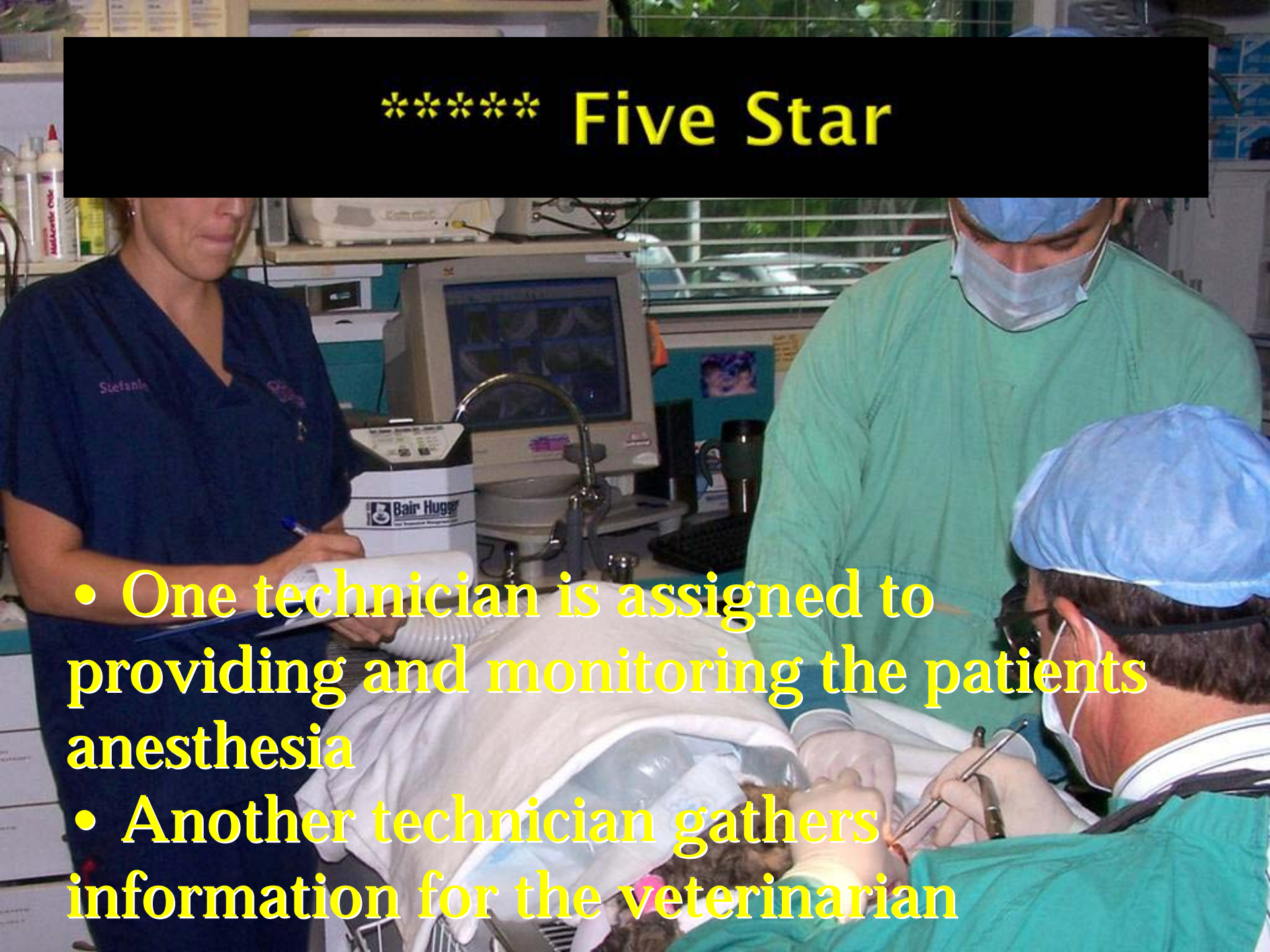


# Storage by discipline



# \*\*\*\*\* Five Star

- One technician is assigned to providing and monitoring the patients anesthesia
- Another technician gathers information for the veterinarian



# \*\*\*\*\* Five Star



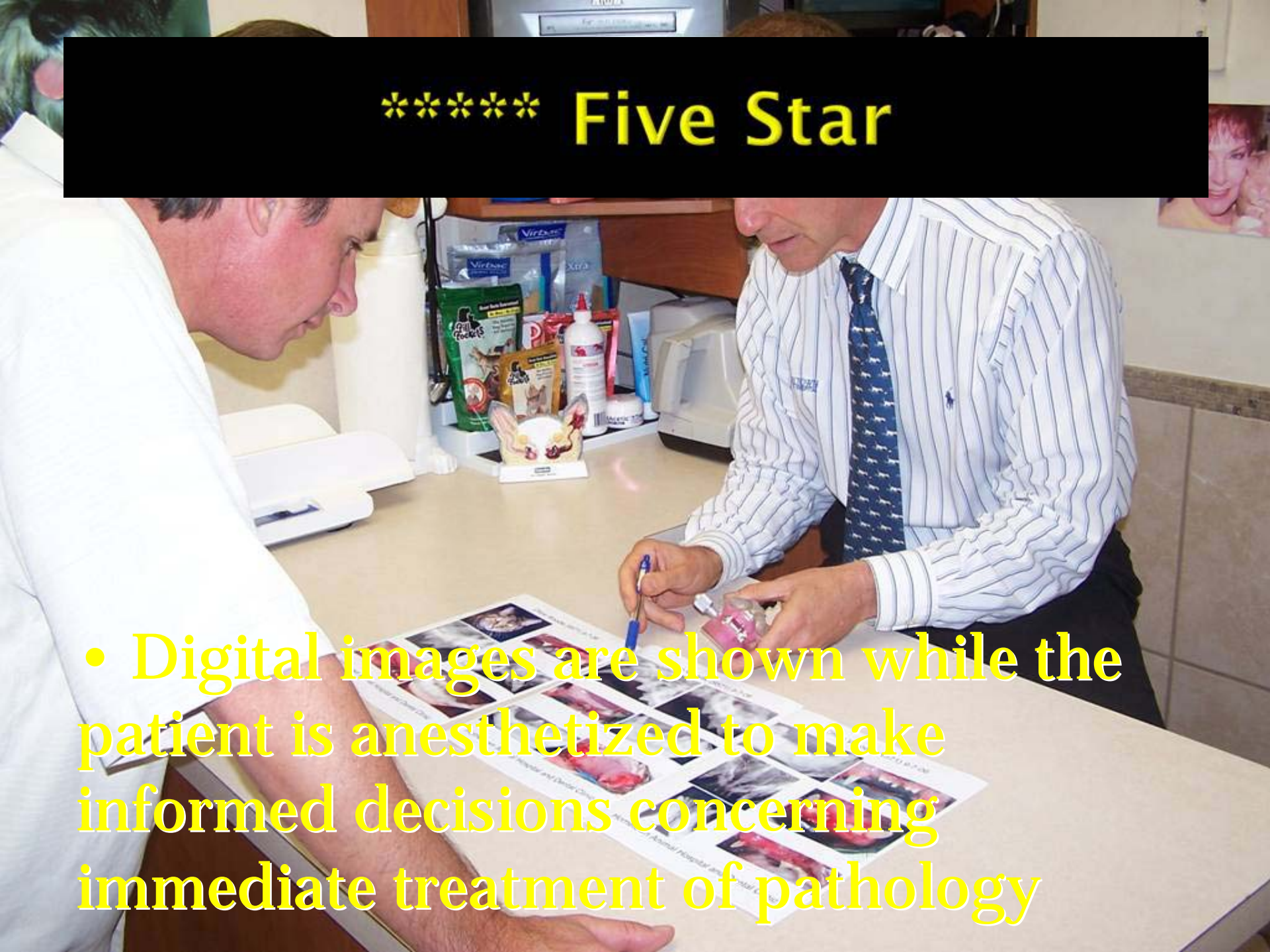
- Every case gets a complete oral survey with film and a dental chart
- The entire oral cavity is digitally imaged before and after the procedure



- All cases have professional plaque barrier sealant applied while under anesthesia
- Having the proper equipment to perform the dental treatment plan, or the willingness to refer to another

# \*\*\*\*\* Five Star

- Digital images are shown while the patient is anesthetized to make informed decisions concerning immediate treatment of pathology





A photograph showing a person in a blue uniform, likely a veterinary technician, petting a small brown and white dog lying on a blue metal table. The dog is resting on a white towel. The person's hand is on the dog's head, and they are wearing a watch. The background is dark, and the overall scene is a clinical setting.

\*\*\*\*\* Five Star

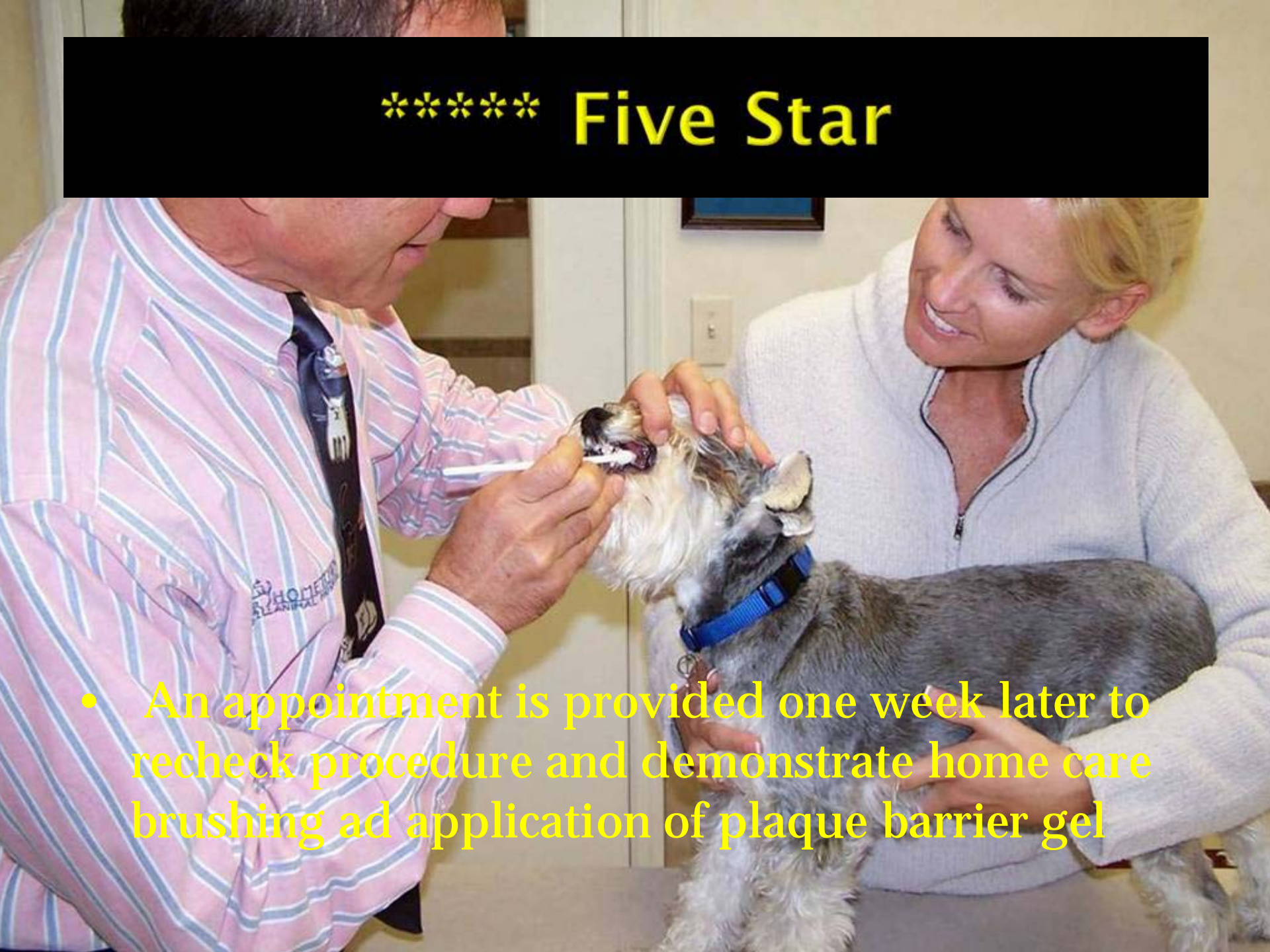
- After the procedure the technicians sits with the patient until fully awake
- Appointment time allotted for the veterinarian to review the exam findings and treatment provided in the

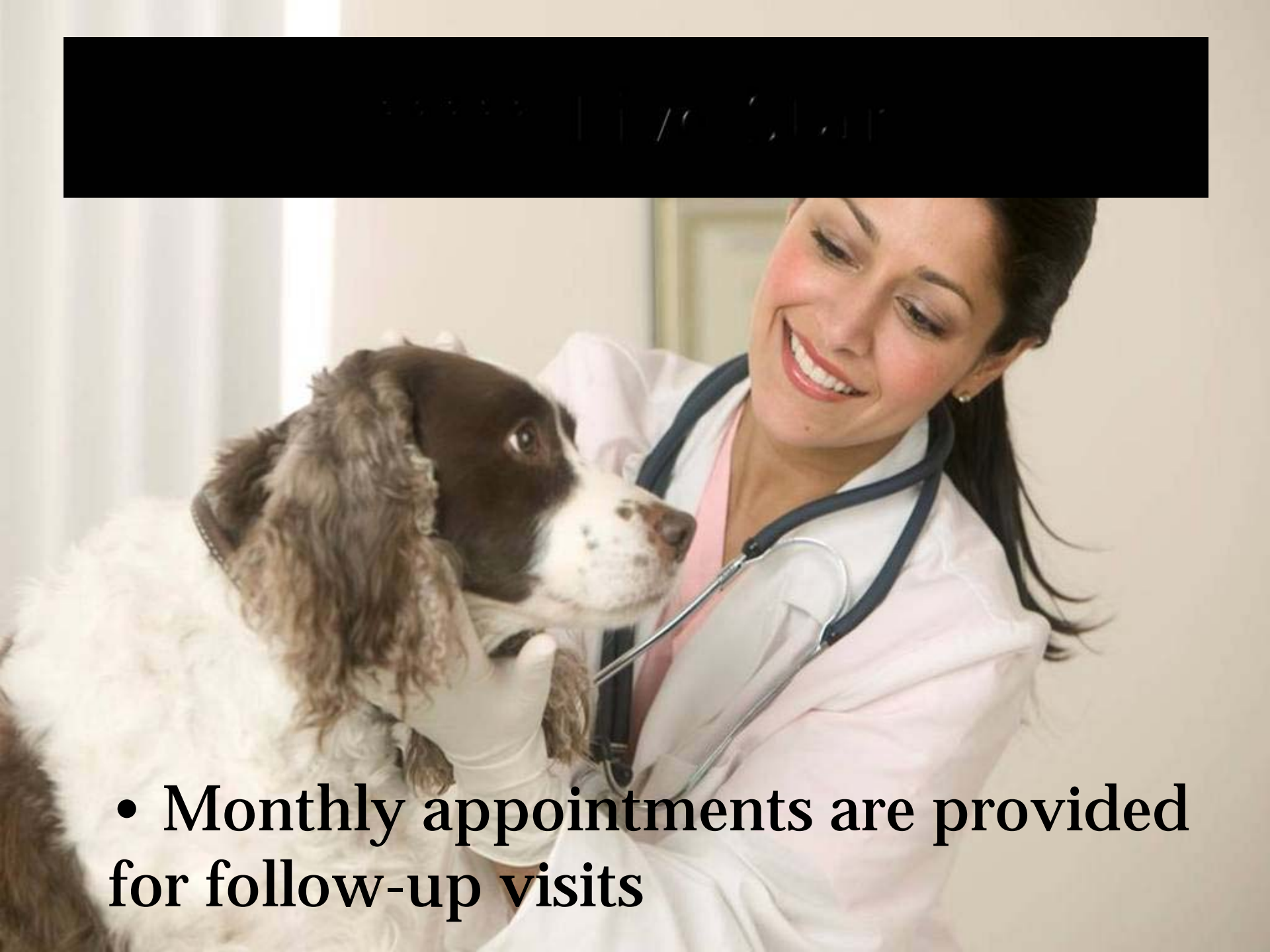
\*\*\*\*\* **Five Star**



# \*\*\*\*\* Five Star

- An appointment is provided one week later to recheck procedure and demonstrate home care brushing and application of plaque barrier gel





- **Monthly appointments are provided for follow-up visits**

# How to create the five star dental practice



Find a *Eagle*



# Eagle requirements

- ▣ Must believe that creating a 5 star dental practice is doable **doubting Thomases need not apply**
- ▣ Should understand dentistry
- ▣ Be empowered to hire new staff and purchase necessary equipment
- ▣ Must believe that fees are related to expenses

# Pick a Date and work Backwards

## January 2006

Mo	Tu	We	Th	Fr	Sa	Su
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30	31					

## February 2006

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## March 2006

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## April 2006

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## May 2006

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## June 2006

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## July 2006

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31						

## August 2006

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## September 2006

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## October 2006

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## November 2006

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## December 2006

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\*\*\*\*\* **Five Star Dental Practice**

exceeds



Dental Guidelines

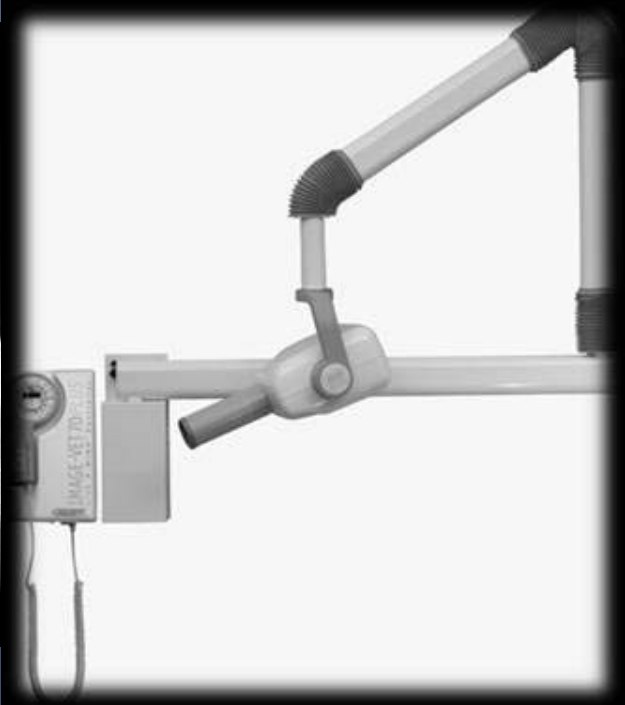
Once you find the eagle begin  
with...

**E**quipment

**V**ision

**E**ducation

# Equipment



# Vision



Base the vision of your dental  
practice around...

The  
**Oral ATP**

Assessment Treatment and Prevention

# Assessment

**Feline Dental Chart**

**CLAVAMIX**  
amoxicillin/clavulanic acid

**ANTIROBE**  
enrofloxacin hydrochloride

Pet's Name: SHAKA ZULU CAMILO Date: 1/28/07  
 Breed: DSH Age: 7y Sex: N  
 Medical Alert: \_\_\_\_\_

Presenting Complaint: PT DOES NOT WANT TO EAT, BRULUS WILD TO SEVERE DISCOMFORT ON FACE, REDNES ON GINGIVAL AREA

**Procedure Record**

Signs: HALITOSIS, LOSS OF APPETITE

Diagnosis: FOAL on 308, 306, 108

Treatment: SURGICAL EXTRACTION

Clean/Polish/Fluoride: Routine \_\_\_\_\_ Extended   
 Root Planing/Packing: \_\_\_\_\_  
 X-rays:   
 Comments: \_\_\_\_\_

Antibiotics Dispensed: CUNSOLO 15mg /nd  
 Pain Medications: Inj: \_\_\_\_\_  
 Dispensed: \_\_\_\_\_

Diet: \_\_\_\_\_ Home Care: \_\_\_\_\_  
 Recheck: \_\_\_\_\_

**Abbreviation Key**

<p>AL — Attachment Loss            AT — Attrition            CA — Caries            CWD — Crowding            ED — Enamel Defect            EP — Epulis            FE — Furcation Exposure            FX — Fracture            GH — Gingival Hyperplasia            GV/GP — Gingivectomy/Plasty            LPS — Lymphocytic, Plasmacytic, Stomatitis            M — Mobile Tooth            O — Missing Tooth            OP — Odontoplasia</p>	<p>OM — Oral Mass            ONF — Oronasal Fistula            PE — Pulp Exposure            PP — Periodontal Pocket            RD — Retained Deciduous            RE — Root Exposure            RL — Resorptive Lesion            ROT — Rotated Tooth            RPC — Root Planing, Closed            RPO — Root Planing, Open            RTR — Retained Root            X — Extraction            XS — Extraction, Sectioned            XSS — Extraction, Surgical</p>
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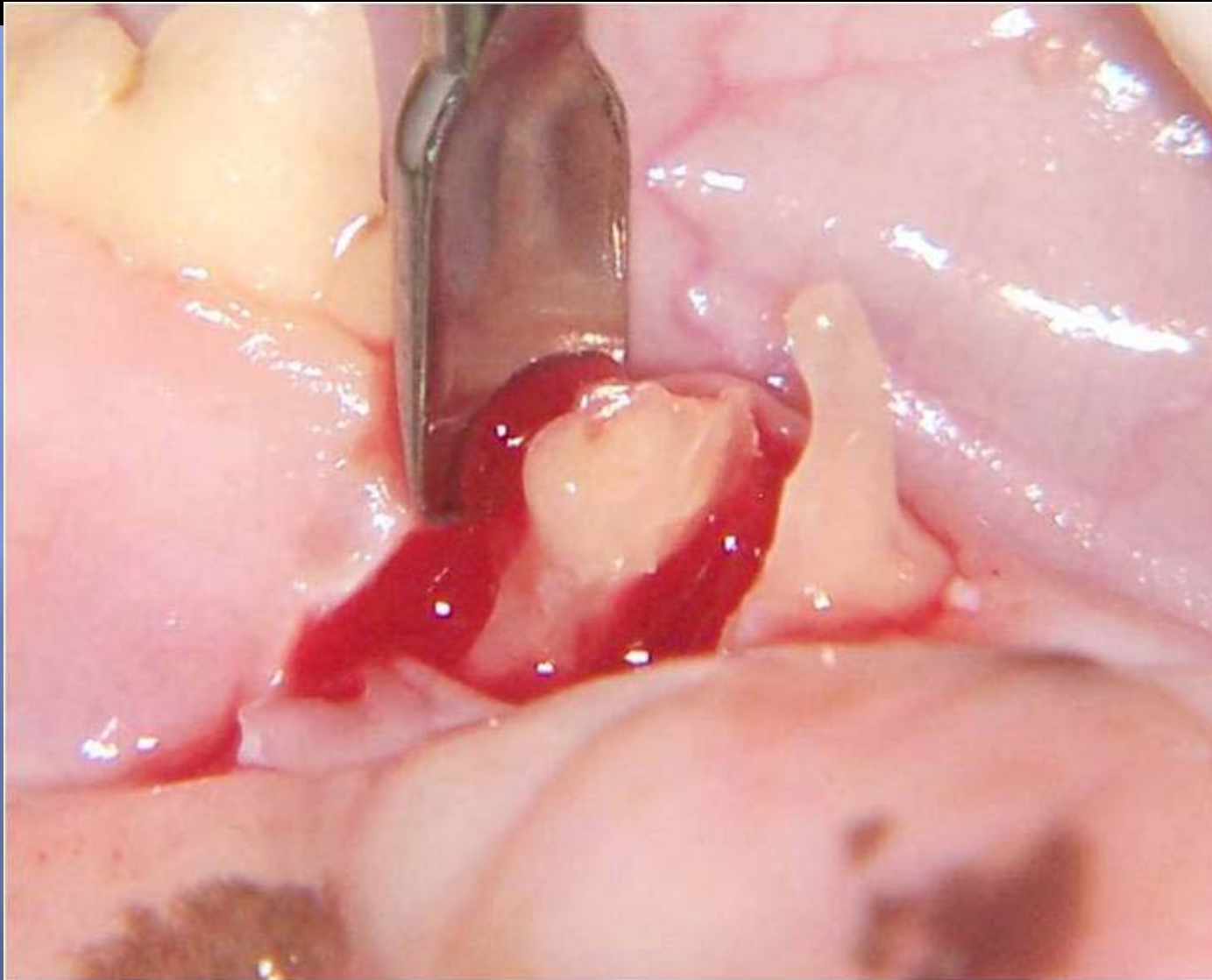
Right

Left

**Animal Health**

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# Treatment



# Prevention





# Education



[www.veterinarydentalforum.com](http://www.veterinarydentalforum.com)

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approval

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103MB, ZIP file

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**New!**  
**NewTom VG**  
In-office cone beam CT scanner. 9" field of view.



*For more information, contact the AFP Marketing Dept.*

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### Peer-to-Peer Contact

Veterinary Information Network

### Educational Resources

International Veterinary Information Service

### General Vet Dentistry Information

[Pet Dental Home](#)

### Vet Dentistry Sites

- American Veterinary Dental College
- American Veterinary Dental Society
- Academy of Veterinary Dentistry

### Boarded Dentists Sites

- Hometown Animal Hospital, Dr. Jan Bellows
- Animal Dental Clinic, Dr. Bert Dodd
- Greater Cincinnati Animal Dental Care, Dr. Barron Hall
- Animal Dental Center, Dr. Ira Luskin
- Hale Veterinary Clinic, Dr. Fraser Hale
- Norwalk Animal Hospital, Dr. Richard McFarland

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### Welcome to the School of Dental Health



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