

Classifieds

# SOUTH CAROLINA DENTAL ASSOCIATION

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## **President's Message**

By John C Comisi DDS, SCDA President



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"The thinnest yellow light of November is more warming and exhilarating than any wine they tell of. The mite which November contributes becomes equal in value to the bounty of July." Henry David Thoreau

Welcome to November!

The Holidays are rapidly approaching, and the final SCDA Board meeting has been held of my Presidential term. A great deal has been accomplished since I assumed this office in January, but the work continues each day.

At the ADA House of Delegates meeting, a new President-Elect has been selected, and an old friend, Dr. Linda Edgar rose to the top place in ADA leadership following another friend, Dr. George Shepley. Linda, George, and I served on the Academy of General Dentistry's Board of Trustees together for many years. Linda was President of the AGD when I took on the role of AGD Speaker of the House. It was a great honor to have served the Academy as Speaker. Parliamentary procedure requires that the Speaker provides a fair and balanced forum for the membership to discuss the various issues that come before the Body of an organizations House of Delegates. This is not always an easy process, but it is so necessary to have the voice of the membership to be heard.

I have certainly attempted to enable that process to occur at our SCDA Board meetings this year, and I hope I have achieved that during this year. I continuously marvel at the collegiality, respect and energy shown by the members of the Executive committee and members of the Board. I am so very grateful to each of you for all that you have done this year.

As my Presidential year gets closer to the end, I must make a simple request of our SCDA membership. Please step forward and volunteer to help your organization. We are so very fortunate at this time to have a remarkable group of leaders, but we will need more to join this group as we move forward. Yes, it does take time to become more actively involved, but the benefits, I believe will surprise you. The comraderies that this former New Yorker has experienced this year and in my previous years, moving up the chairs, has been surprisingly fun and beneficial. I have met and worked with a very diverse group of volunteers during this time, that I would certainly not have encountered, if I had not ventured down this road. The insights and visions shared by all of these people has helped me grow as a person and a professional.

I ask you to volunteer. I ask you to become more involved. We need you!

I am thankful for this experience and the new friends I have made along the way. I believe you will experience it as I have and again, you too will be thankful.

As Charmaine J. Forde stated: "Don't wait until the fourth Thursday in November, to sit with family and friends to give thanks. Make every day a day of Thanksqiving!"

Always at your service!

John C. Comisi, DDS

## Preventing Needlestick and Sharps Injuries: Guide to OSHA Standards

By Total Medical Compliance, an SCDA Endorsed Company

Dental and medical practices face numerous health and safety risks every day. One of the most significant, and frequently overlooked, risks are needlestick and sharps injuries. In this comprehensive guide, the following topics will be covered:

- OSHA standards for preventing needlestick injuries,
- Proper OSHA needle disposal techniques, and
- Steps to take if an injury does occur.

## What are Needlestick and Sharps Injuries?

Before diving into prevention and protocols, it will be helpful to clarify some terms. "Sharps" refers to any device with sharp points or edges that can puncture or cut skin. This includes needles, blades, and syringes. Needlestick and sharps injuries occur when these objects accidentally puncture the skin, posing a serious health risk as they can transmit <u>bloodborne pathogens</u>, including Hepatitis B, Hepatitis C, and HIV.

### OSHA Standards for Prevention

OSHA has set out clear standards to minimize the risk of sharps injuries using the <u>Bloodborne Pathogens</u> <u>Standard</u>. This sets the benchmark for protecting healthcare workers from hazards posed by needlesticks and other sharps injuries. The standard emphasizes the use of safer devices, proper disposal methods, and appropriate responses to injuries.

## Preventing Needlestick and Sharps Injuries

Here are some guidelines for how to prevent and minimize the risk of injuries associated with needlesticks and sharps:

- **1. Use Safer Medical Devices:** Whenever possible, use safety-engineered sharps, which are designed to prevent accidental punctures.
- **2. Safe Handling:** Never recap a used needle. If recapping is necessary for a specific procedure, use a one-handed "scoop" technique or a recapping device.
- **3. Immediate Disposal:** Disposable sharps should be disposed of immediately after use in a sharps container to reduce the risk of injury. Reusable sharps should be placed in a secure, closed container immediately after use.
- **4. Dispose of Sharps Containers:** When the sharps container reaches the fill line, dispose of the sharps container, and replace with a new one.

## Importance of Proper Needle Disposal

Proper OSHA needle disposal guidelines are vital to preventing needlestick and sharps injuries. Reusable sharps need to be promptly autoclaved or decontaminated before reuse. Used disposable sharps should be immediately placed in a sharps disposal container. These containers should be:

- puncture-resistant,
- labeled or color-coded,
- leakproof on the sides and bottom,
- closable (lid, flap, door, or other means of closing the container),
- kept upright,
- replaced routinely,
- not overfilled,
- easily accessible and close to where sharps are used.

Sharps disposal containers that are reusable must not be opened, emptied, or manually cleaned to eliminate exposure to injury.

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We are pleased to announce...

Erwin R. Baker D.M.D.
has merged into the practice of
Bela Family Dentistry
Newberry, South Carolina

Joseph L. Griffin Jr., D.M.D. has acquired the practice of Richard M. Andrews, D.M.D. Timmonsville, South Carolina

We are pleased to have assisted in these practice transitions.

## **Practices For Sale**

**COLUMBIA MILLION DOLLAR OPPORTUNITY:** This GP is an excellent opportunity for a talented clinical dentist. Current collections are \$900K with a 3.5 doctor and 2.5 hygiene work week. The practice has a patient base that is 80% PPO and 20% FFS. There are a total of 7 ops, with 5 equipped. The practice has a robust hygiene program and an exceptional recall system in place. The seller is willing to stay on post-sale for as long as the purchaser would like. **Opportunity ID: SC-7919** 

**SATELLITE, MERGER OR START-UP OPPORTUNITY:** GP located in an office complex in the West Ashley area of Charleston. This 1,000 sq. ft. space houses 2 fully furnished ops, plus a partially equipped 3rd op that's plumbed. Current collections are \$330K with 750+ active patients that are 64% PPO and 36% FFS. The practice operates on 3 doctor and 3 hygiene days per week. Most specialty procedures are referred out, creating an extraordinary potential for growth. **Opportunity ID: SC-7918** 

**SOUTHEASTERN, SC CLOSE TO THE COAST:** This remarkable GP located in a free-standing building has 5 ops, 2 of which are hygiene ops, in 1,700 sq. ft. It is all digital with paper charts for patients. The seller is willing to stay on post-sale if you desire. The practice is a mixture of 80% FFS and 20% Medicaid, no PPOs to control your compensation. This practice collected over \$875K in 2021, making it an excellent income opportunity. **Opportunity ID: SC-7402** 

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## Continued from Page 2

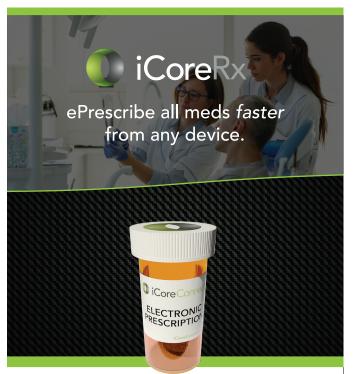
Implementing Needlestick Injury Protocols
Despite our best efforts, accidents can happen.
That's why every healthcare office must have a clear needlestick and sharps injury protocol in place. If an injury occurs, OSHA outlines several steps:

- **1. Wash Injuries:** Immediately wash needlesticks and cuts with soap and water.
- **2. Flush Splashes:** If your skin or mucous membranes have been exposed, flush with water.
- **3. Report the Incident:** Promptly report the incident to your supervisor.
- **4. Post-Exposure Evaluation and Follow-Up:** After an incident, it's essential to get a confidential health evaluation and follow-up, including any necessary post-exposure prophylaxis.

Remember that safety isn't a one-off action, it's an ongoing commitment. Regular staff training on these protocols is crucial to ensuring everyone knows what to do in the event of an injury.

## Making Safety a Priority

Preventing needlestick and sharps injuries isn't just about complying with OSHA standards. It's about creating a safer, healthier workplace for everyone. That's why Total Medical Compliance is here. We provide comprehensive solutions to help you exceed OSHA standards. Together, we can make your practice safer for everyone with the appropriate awareness, resources, and dedication.





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As Thanksgiving approaches, we at Drake Precision Dental Laboratory Inc. want to take a moment to express our sincere gratitude for the trust and collaboration we've shared over the years. Your commitment to excellence in dental care and your dedication to your patients have not only inspired us but also strengthened our partnership.

This Thanksgiving, we're thankful for the opportunity to work alongside you in creating beautiful, healthy smiles for your patients. Your vision and expertise, coupled with our passion for precision in dental craftsmanship, have allowed us to craft countless smiles that have transformed lives.

Together, we've achieved remarkable smiles.

We want to extend our heartfelt appreciation for your continued trust in our services. Your dedication to patient care has not only improved lives but has also made a significant impact on our dental community.

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Wishing you and your loved ones a joyful and thankful Thanksgiving celebration filled with smiles, laughter, and cherished moments.





## **Executive Director's Notes**

By Phil Latham, SCDA Executive Director

Coming Together to Meet the Needs of Patients

Oral health is health, that's the message that the Division of Oral Health at the South Carolina Department of Health and Environmental Control (SCDHEC) is trying to convey through their Oral Health Diabetes Medical Dental Integration (OHD-MDI) initiative. South Carolina was one of only 5 states to receive funding from the CDC to implement a medical-dental integration project.

Establishing the connection between oral health and overall health is the pathway to help patients understand that they need to look at themselves in a complete way, not a body with a mouth or a mouth with a body. Medical dental integration goes beyond collaboration and supports a model of care that encourages providers to approach patients in a holistic way and to develop comprehensive care plans to meet the needs of the whole person. For example, patients with diabetes need to understand that the chronic inflammation from gum disease can negatively impact their blood sugar levels and that high blood sugar levels can have an adverse impact on their periodontal health.

The goal of South Carolina's Oral Health-Diabetes Medical Dental Integration (OHD-MDI) initiative is to strengthen a statewide system that provides education and outreach to help support the integration of oral health and chronic disease services. The intended result is to strengthen community-clinical linkages to include diabetes screening for dental patients and dental screenings for patients with diabetes. The estimated prevalence of diagnosed diabetes in South Carolina is 13.8% among adults aged 20 years and older. In comparison with other states, SC's counties are among the Southern cluster that rank above the national median for diagnosed diabetes. Research supports that addressing unmet oral health needs improves diabetes-related outcomes for people with uncontrolled HgA-1-c levels.

The Division of Oral Health (DOH) is working with teams across the 4 DHEC public health regions to raise awareness about the connection between diabetes and oral health through outreach and preventive message delivery. Regional staff have been trained and materials and resources have been developed to support patients with diabetes in dental and medical settings. An important part of the outreach includes encouraging patients with diabetes to inform their dental provider that they have diabetes and keep their medical provider informed of any oral health issues that they may be experiencing. Dr. Jim Curtis, the OHD-MDI dental consultant for the project developed a screening tool for use in a medical setting that supports the bi-directional conversation and referral that needs to take place to support improved outcomes for patients with diabetes. These tools are currently being tested to determine their effectiveness to facilitate the connection that needs to happen between a patient and their medical and dental team.

The strength of the Division of Oral Health project lies in the ability to utilize the public health regions to get the information out to the public leading to more of a statewide impact. Regional staff include health educators and community health workers who interface with patients one on one and through outreach events. The OHD-MDI project is also supported by a strong leadership team that meets quarterly to discuss project activities and outcomes and to provide guidance and oversight. The MDI Leadership team consists of members from both the dental and medical community, professionals that are connected to oral health and diabetes care, and private associations, including the SC Dental Association.

The Medical Dental Integration priority is aligned with the foundational principles set forth in South Carolina's current State Oral Health Plan, specifically that optimal health begins with oral health; improved outcomes for populations that are disproportionately affected by oral disease; multi sector collaboration; and promotion with prevention. Moving forward with an awareness and plan to foster open communication within all sectors of healthcare will go a long way in addressing the health, including oral health, needs of patients. For more information on the MDI initiative, <a href="https://www.connectingsmilessc.org">www.connectingsmilessc.org</a>

Members of the South Carolina Dental Association have always been champions for oral health and the patients they care for. Please join us in this effort to improve the health of South Carolinians with diabetes.

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## A Thank You from MUSC's First-Year Dental Students

By Dr. Sarandeep Huja, Dean, James B. Edwards College of Dental Medicine

Thank you for your continuing support of our dental students! The SCDA's annual gift of lab coats provides our first-year students with the necessary protective attire for pre-clinical training in our simulation lab. Your generosity is also a memorable welcome into the South Carolina dental community.

Faculty members Dr. Doug Alterman, Dr. John Comisi, Dr. Monica Cayouette, Dr. Sompop Bencharit, Dr. Joe Vuthiganon and sim lab manager Ms. Pam Graule organized the presentation of the SCDA-emblazoned lab coats to our Class of 2027 D.M.D. candidates.



Dr. Comisi, SCDA President, is pictured with the students in their SCDA lab coats. As you can see, we are all smiles!

**Curious about what's new in the dental school curriculum?** There are still a handful of days left to register for our first-ever Digital Innovation Symposium. Four of our own faculty will share aspects of digital dentistry. A small number of seats are available in our hands-on workshop the following day, which offers an opportunity to explore one of our labs. You can complete almost all of your annual continuing education hours. Plus, it's a great time to enjoy downtown Charleston in the offseason! Find complete course information at <a href="https://dentistry.musc.edu/students-and-admissions/ces/digital-innovation-symposium">https://dentistry.musc.edu/students-and-admissions/ces/digital-innovation-symposium</a>.





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Excellent opportunity and competitive compensation for new graduate or experienced dentist. We are looking for full or part time dentist to join our rapidly growing practice in the lovely **Forest Acres** community in Columbia SC. If interested or have questions text 803-447-6373 or email rdcsmiles@live.com.

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Busy and growing dental practice in beautiful **Fort Mill, SC** is looking for an associate general dentist to join our expanding team. Competitive and excellent pay for qualified candidate. Experience is preferred but not mandatory. State of the art facility, computerized and paperless. For more information or please contact <a href="mailto:beth@friendlydentalgroup.com">beth@friendlydentalgroup.com</a>.

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Associate Dentist for the **Fort Mill/Rock Hill** area. Private practice in Baxter Village. Flexible opportunity for PT or FT schedule. Must be able to work independently. Knowledge and experience with cerec restorations. To apply, submit resume and relevant documents to <a href="mailto:drgwillis@gmail.com">drgwillis@gmail.com</a>

Orthodontist (Charleston, SC) Full time, competitive pay, 401k, health insurance, malpractice, membership & ce reimbursement, ownership and so much more! Contact Kelly Kakkuri <a href="mailto:kkakkuri@oakpoint.us">kkakkuri@oakpoint.us</a>.

Midlands Technical College in Columbia, SC, is looking for a **Dental Hygiene Program Director**. Program offers graduates an Associate's degree; starting 20 new students each year. Qualifications: Master's degree, Licensed Dental Hygienist, or Dentist licensed to practice in SC. Applications located online at SC.Gov, under "Find A Job."

Exciting opportunity to join a highly successful practice in **Charleston, SC**! We offer a modern office with state-of-the-art technology that includes a 3D CBCT, Implant system, Digital scanner, and more! Enjoy a full schedule, strong new patient flow, defined partnership path to ownership, mentorship opportunity with one of the top implant doctors, and a full service dental practice! <a href="mailto:cpowell@ammonsdental.com">cpowell@ammonsdental.com</a>.

Passionate dentist wanted to join **Columbia**'s thriving West Vista Dental. Exciting Associate Dentist opening in patient-centric practice. Work with experienced professionals, enjoy clinical autonomy and growth opportunities. Contact John Petty at john@oakpoint.us to join our team and deliver exceptional oral care in a welcoming environment. john@oakpoint.us

**Periodontist**- Full or Part time position available, we have an excellent team. We are adding to our growing specialist office. Please forward CV. All applications will be confidential, will consider new grads. management@teethds.com.

Dental Associate full time position in **Charleston**. We are a busy general dental office. Team is well trained. We work together as a team. Same day crown technology and office is paperless. If this sounds like a fit for you, please send CV to management@teethds.com.

We are looking to add an **endodontist** to our specialty office. We are looking for someone that is patient focused and can provide our patients with high quality dentistry. We can offer a full time or part time position. Please send your CV to\_management@teethds.com, all applications will be confidential.

Looking for a solid future? Become the main dentist in this 2.9 million annual sales, state of the art office. One of our dentists who has been practicing in **Myrtle Beach** for over 40 years is cutting back as soon as you arrive. We have over 4000 patients and add over 90 new each month. Call Peter Jones with Tidelands Dental at 843-650-4500 for more information.

Looking for a full-time associate dentist in our busy, private practice office in **Conway, SC**. Our office is fully equiped with an itero scanner, Glidewell milling unit, Prexion and more. Offering minimum daily base pay or 35% of production. FFS office. 401K and benefit potential. <a href="mailto:caracolemandmd@gmail.com">caracolemandmd@gmail.com</a>

**Myrtle Beach**- Flexible opportunity for PT or FT schedule. Child friendly family practice seeking compassionate dentist to work with children and adults of all ages. Enjoy the ability to work independently with supportive staff. Mon-Fri, new grads welcome. Send resume to <a href="mailto:mendez-marlene@yahoo.com">mendez-marlene@yahoo.com</a>.

Fantastic opportunity for high earning potential! **Seneca Family Dentistry** is seeking a part-time or full-time Associate Dentist. We are a privately owned general dentistry practice located steps from Lake Keowee and 10 min to Clemson! Established office with exponential growth! Beautiful facility with state-of-the-art equipment, wonderful patient base and great support staff! Contact: <a href="Dmdword@gmail.com">Dmdword@gmail.com</a> or 864-423-9190

#### **Positions Available- Staff**

Looking for a New Dental Team member, for a **Full time Dental Hygiene** position in wonderful Irmo, Sc! 32-36 hours a week, 8a.m.-5p.m. Monday-Friday (60min recares/ 80min New Patients) Exceptional Pay!!!! Sign on bonus!! Please call/text-1 (843) 593-6428 info@foxdentalstaffing.com

Looking for a New Dental Team member, for a Full time **Front Desk** position in Beautiful Bluffton, Sc! Please call/text- 1 (843) 593-6428 Join the team. We are looking for More Dental Team members,both temporary (Full-time) and Permanent (Full-time) positions in SC, NC and GA! info@foxdentalstaffing.com

Looking for a New Dental Team member, for a temporary **Dental Hygiene** position in the beautiful town of Beaufort, Sc! 7:30am - 4:00pm. Fun & Energetic Environment. Eagelsoft & Dexis. 60min recares/80min New Patients/ 30 min child prophy. Competitive Pay. All Proper PPE Provided. Please call/text- (843) 593-6428 info@ foxdentalstaffing.com

Full time **certified dental assistant** position in a busy pediatric dental office. Duties include taking digital dental radiographs, chair side assistance to the dentist during a variety of treatment procedures. Must be a dynamic team player. Only certified Dental Assistants need to apply. Email resume and references to <a href="mailto:dmd4kids@bellsouth.net">dmd4kids@bellsouth.net</a>.

A state of the art- paperless dental practice is seeking a highly energetic **RDH** to complete our team. General office of 18+ years that uses itero scan for invisalign braces- Eaglesoft digital x-rays. Your uniforms, CE and medical insurance will be provided. Send resume to 147 Charlotte Ave. Rock Hill, SC 29730.

Once in a lifetime opportunity to be part of Maxillofacial Prosthodontics and Head and Neck Surgery Team! Together, we will improve quality of life of patients with complex dental and maxillofacial needs. Duties include but are not limited to taking CBCT, 3D intraoral scans, assisting chairside and in OR Email resume or CV and references to <a href="mailto:leeby@musc.edu">leeby@musc.edu</a>.

**Irmo, SC-** Dental hygienist needed. Full time/ part time, Monday-Thurday 8am-5pm, lunch 12-1. Competative pay with experience.acm5765@aol. com.

We are looking for a **DAII** to join our team. Applicant should be a people-person and willing to help out in all aspects of office life. Comensation based on experience. Benefits include PTO, paid holidays, health insurance and 401K. <a href="mailto:info@smilesinthesun.com">info@smilesinthesun.com</a>.

We are looking for a **patient coordinator** to join our team in Indian Land. Applicant should be a people person and have experience with Eaglesoft. Compensation based on experience. Benefits include PTO, paid holidays, health insurance and 401K. info@smilesinthesun.com.

Our Lady of Mercy Community Outreach is seeking a **dental assistant** with great customer service. Four days/28 hours a week position. Must have graduated from an accredited dental assisting program or have a minimum of two years of chairside work experience. Submit a resume and cover letter to ashlee.franklin@olmoutreach.org.

We are seeking an energetic individual to step into the role of PT/FT **dental hygienist**. We are privately owned, FFS office and we offer competitive pay. Please send all resumes and references to info@lugoffsmiles.com.

**Dental assistant and front desk** position available. Our office hours are Monday-Thursday. We take pride in being an individual/solo practice. Surgical and implant experience preferred. X-ray certification needed. Health benefits are available. Please e-mail all resumes to <a href="mailto:info@drdonaldhogan.com">info@drdonaldhogan.com</a> or fax 803-788-4409.

**Dental Hygienist**- Exciting opportunity to join a longstanding practice with a full range of dental service. The office has state-of-the-art technology, including 3D CBCT! 4 day work week, strong new patient flow, guaranteed base pay with bonus opportunity. Retirement plan matching, CE, paid time off and holiday pay. <a href="mailto:Cpowell@ammonsdental.com">Cpowell@ammonsdental.com</a>.

Columbia- Well established private practice seeking FT RDH who is passionate about patient care, oral health and is a team player. State of the art technology including ultrasonics, digital xrays, intra oral scanning, in office milling, 3D printing and CBCT. Full benefits. M-Th 8-5 frontdesk@ fivetowersdentistry.com

Practices/Office Space Available
Satellite dental office; 52 foot trailer. One operatory fully equipped white coastal chair. One operatory plumbed and ready. Lab, reception, business office, 1 full bathroom. Available to be donated to a legitimate charity for their use as a dental clinic call 803-617-8701.

Spectacular GP for sale in **Columbia**, **SC** only 8 miles from downtown! Practice is collecting over \$650,00 with 4 operatories with tons of room for growth. Fully digital, amazing location. Extremely low overhead with high profit margin. To find out more about this practice, please contact Bradley at 803-463-6636.

Dental laboratory for sale in **Summerville**, SC. Asking price is \$400,000. Contact Bradley Lloyd 803-463-6636 or <a href="mailto:bloydcommercial@gmail.com">blloydcommercial@gmail.com</a>.

Office space available in **Columbia SC.** 3 operatories, 2 fully equipped, reception, private office, 2 bathrooms, lab. Call 803-798-7001.

Office For Sale in **Greenwood**- Established general practice, 40 year history 1.5m collections prior year, strong fee schedules. Loyal patient base, Underserved area means student loan forgiveness may be available to provider. Building also for sale. <a href="mailto:jwhite@hci-ebs.com">jwhite@hci-ebs.com</a>.

A profitable periodontal practice situated in the **Upstate** Region of South Carolina, where 2022 collections totaled nearly \$1 million seeing patients 4 days per week. The one-story, stand-alone facility is 2,200 sq. ft., with 4 fully-equipped operatories. CS 8200 3D Neo Edition. Contact <a href="mailto:matt.kosciewicz@mcgillhillgroup.com">mcgillhillgroup.com</a> for more information.

#### For Sale

3,300 SF **Office Space For Lease**. Asking rate: \$18.50/SF NNN. Space delivered in shell condition. Tenant improvement allowance: \$40/SF (negotiable). Located minutes away from Patewood Medical Campus and I-385. <a href="mailto:matt@pintailcre.com">matt@pintailcre.com</a>

**SCDA Supplies** 

SCDA Supplies offers discounted dental supplies for all members of the South Carolina Dental Association. SCDA members could save up to 20% or more on dental supplies. More than 60,000 products from more than 500 brands (most available through dealers) are listed.

No Gray Market, expired or counterfeit items. All products are from direct manufacturers and authorized dealers. Visit
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"I've made a few purchases and have been pleased! Orders are shipped fast, I usually get in a day or two. I also really like the real time inventory check! Some prices are a good bit cheaper than my normal supplier, which makes it even better!"

Jennifer Patterson, DMD

"I have really enjoyed using SCDAsupplies.com! It's a huge benefit to the practice to be able to search for items and order as much or as little as I need with free shipping. I've also had good experience with customer service as well." Mark (Wil) Waninger, DMD



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