

# ADITI NEWS







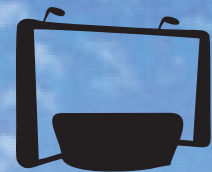
# Expodent

## NORTH-ZONE

15TH-16TH SEPT. 2018



Free Entry



150+ Stalls



Special Offers



REGD. No. S/20884 OF 1990

Event Organized By:  
**ADITI (North Zone)**

Association of Dental Industry &  
Trade of India

E-mail: expodentnorthzone@gmail.com

Venue :

***Palms Resort,***

Zirakpur, Chandigarh

(Delhi-Ambala-

Chandigarh Highway)





## Message from the Head office

### National President's Message



I am sure during your term Voice of ADITI will be the media to communicate with the members. We have been repeatedly tried to make voice of ADITI to be popular but not met with success.

I am sure you being young and energetic, want to do something great and will fulfill this task. It is important for the media to reach information to members with regards to activities. ADITI is planning for many more activities and our members should be fully aware. They should be able to interact. All the activities are equally important for the members to grow to greater heights.

If individual member grow in totality ADITI will grow. Every member must think in terms of how to grow with the message of Prime Minister "Make in India", even importers have great challenge with the registration law coming.

I am sure you should be able to print all the information which is relevant to each and every member. Whenever there is new regulation you must try to print those regulations for the members to fully aware about the rules and regulations.

*With Regards,  
Dr. B. Subhaschandra Shetty*

### Hon. Secretary's Message



New techniques and innovations are changing the world at breathtaking speed. In today's fast-paced evolving world both marketplace and healthcare industries are continually compelled to develop new and creative ways for human welfare.

There can be no medical progress without technical progress, and there is no "Healthy Future" without innovations. Dental sector is one of the fastest growing market in the healthcare industry. A forum like ADITI where manufacturers, traders, importers and all other connected with the dental trade fulfilled a vital gap in the link between dental practitioners, academia, manufacturers and traders apart from giving voice to the aspirations of all in representations and discussions with the Government. GST is India's biggest tax reform till date and is expected to improve compliance levels, increase governmental revenue, and bridge the divide between small and large businesses by amalgamating a host of central and local taxes. After GST bill on was introduced on medical and dental equipment's it went through multiple iterations of revisions. Many meetings were conducted by ADITI head office bearers for the corrective actions wherever possible. We were able to resolve most of the issues related to our Industry. Therefore, All the members of ADITI are advised to do ethical business and follow government rules & regulations related to these.

After elections, first CEC meeting of newly elected body was held at Hotel Jaypee Siddhartha on 13th May'2018. Many points were discussed during the meeting pertaining to matters of the zones as well as of the Head Office. Meeting lasted for more than six hours with the strength of more than 60 members who have shown active participation thus, making this meeting worthy and successful. Suggestions, ideas and information's exchanged during the meeting were very informative and entertaining. Different committees and sub committees were formed to play various roles for the mutual growth of ADITI. Mumbai Expodent date was also finalized. Further, Meeting was adjourned on positive note.

*With Best Regards,  
Shammi Gumbhir*





## ADITI HEAD OFFICE



**Dr. B. S. Shetty**  
National President



**Mr. Shammi Gumbhir**  
Hon. Secretary



**Mr. Rajesh Seth**  
Hon. Treasurer



**Mr. Biren Patel**  
National Editor



**Mr. Rajinder Mathur**  
Chairman EII



**Mr. Rajeev Seth**  
Advisor and Coordinator



**Mr. Karan Bir Suri**  
President North Zone



**Mr. Mantu Chowdhury**  
President East Zone



**Mr. Dilip Valimbe**  
President West Zone



**Mr. C. J. Shastry**  
President South Zone





## Message from the Editor



First of all I would like to thank all the members for electing me as the National Editor.

I would like to build upon the efforts of my predecessors and work toward improving communications not only internally among members but across all stakeholders at the national and international level. A improved magazine and a thrust to the digital presence of ADITI are the key goals I have set myself.

I look forward to working with the senior and experienced team not only at the national head office but also the zonal office bearers. I welcome all members to contribute with their suggestions and feedback for improving internal communication as well as creating a greater image for ADITI on a much higher level.

It is our aim to cut through the confusion and give you clear, sensible and reliable information from authentic sources. Inside you'll discover news, features and regular columns on a wide range of topics that affect us on a day to day basis and also over the long term.

I hope you enjoy this first issue and do let us know if there are any topics you'd like to see covered in the future.

*Best Regards,  
Biren Patel*

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## Zonal Updates

### North Zone

New Ventures, New Beginnings, New Innings, Old Office Bearers!!

It gives me immense pleasure to pen a message for the upcoming Issue of ADITI NEWS!!! It fills my heart with joy to know that Mr. Biren Patel, our New EDITOR, is very keen to carry forward the baton of the VOICE OF ADITI ahead and nurture this the same way that I have done it in the past. I mention New Ventures as the Voice of ADITI is coming up in a rejuvenated avatar and I mention New Beginnings as the New Editor will begin his Career at the Head Office after having donned the duties in West Zone for many terms. I mention New Innings for everyone who have taken over after being elected and shall start new at various Posts. I, myself have now Taken over the Role of ADITI North Zone President and hope that I shall be able to justify my being elected to this coveted post. Finally, I mention Old Office Bearers as three Principal Office Bearers – Head Office President, Head office Hony. Secretary and Head Office Treasurer resuming their Duties at helm of ADITI Affairs after being Re-Elected. Let us be a part of the hope that we can see the Flag of ADITI flying high at all times. Wishing all the best to Every-One.

*Karan Bir Suri*

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Neeraj Mehta | Pankaj Pratap Singh | Rajeev Sagar |  
Satinder Singh Grewal

### East Zone

It is indeed an honour to be elected as the President of East Zone. I am touched and convey my kind regards to you all. I accept the position of the President of ADITI EAST ZONE with great humility. I may at times no stand up to your expectations but I will surely try to do my best. I have been the President since 7 years of this Association and have actively taken part in its activities, In this long run I have learnt that we all need to work as a team to achieve what we aspire of.

Well I may not be a very good orator but as a leader I will try to assure that our tasks be easy to achieve, goals be easy to reach and success to be found in the way.

JAIADITI

*Mantu Chowdhury*

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Sunirmal Nandi | Bipul Talukdar

#### **ZEC**

Ajay Sarkar





## Zonal Updates

### West Zone

I am honored to have been chosen as the president of the West zone of ADITI. My team and I are prepared to undertake every challenge under every situation to bring about a change that is in the best interest of all the members of the west zone and our association as a whole.

Along with the new team at the center and the other zones we hope to take our association to a greater height and look forward to the whole hearted support of all the members.

*Regards,  
Dilip Valimbe*

#### **President: Mr. Dilip Valimbe**

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Nilesh Jamsandekar | Nitin Somaiya | Prashant Daga |  
Rajesh Sheth | Shadab Ali Syed | Sanjay Dabhade

### South Zone

We congratulate the Aditi Members of the country for electing a wonderful, energetic members for the National ADITI TEAM. We can see a bright light from the team members eyes coming. We wanted to work under the leadership Dr. B.S. Shetty at least one TERM. Now at Delhi also Aditi has taken the place to open a office for Expodent International Delhi. So that expodent has got a permanent address. All our works will be done in the FAST LANE. We have dreams for our South Zone. We need co-operation from all the zones and from individual members, together we can do wonders when the year reaches 2020. We have capacity, we have a good team.

"TOGETHER WE CAN DO WONDERS IN OUR TERM OF 3 YEARS"

*C.J. Shastry*

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P. Siva Shanmugam | Udayraj Shetty |  
K. G. Unni Krishnan | P. Venkatesh Raju

#### **ZEC**

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J. M. Mohan | V. Raja shekar | C. Baskaran |  
D. Anandhan | Mohamad Shyjal



## Glimpses from the Last AGM







# C A Communique

## **CA Ketul Patel**

### **GST - A Year of Changes**

GST is now one year old and it's time to overcome from teething trouble. The GST council and government's constant efforts on the regulatory side and IT Infrastructure front has helped the GST to stabilise in the 1st year. The biggest reform in the country has positive and negative effect on each sector. We are going to discuss GST impact on Pharmaceutical Sector especially Dental Material.

The GST rates on Dental products are having classification issue and few products are classifiable in two different categories, the HSN wise list is given for few major products relevant to dental industries along with the rates are attached herewith. We have covered few aspect of ITC relevant to traders as well as dental industries.

#### **Input Tax Credit :**

As per the provision of the GST, Input Credit is available on the Input, Input Services as well as Capital goods used for furtherance of business. The trading concerns were not eligible to avail credit in Pre GST era and Entire Capital Expenditure was required to be capitalised. Even in GST few capital goods credit like Building, Motor Car are not eligible. Post July, 2017 trading concerns are eligible to avail credit of Computers, Furniture fixture, Plant & Machinery, Purchase of mobiles Etc. in the year of Purchase.

The input services like Consultancy Services, Transportation services, software etc. were not eligible for Input Credit in pre GST era. Under the GST law input credit of such services are available which is an additional advantage to trading concerns. Trader can avail credit of Telephone, Mobile phones, Travelling Expenses, Building Repairing, Stationery, Insurance, Transportation expenses etc.

#### **Reversal Of Input Tax Credit :**

In Pharma industries there is common practise to distribute Free Samples, gifts etc. As per provision of Section 17(5) of the CGST Act, 2017 input tax credit shall not be allowed in respect of goods lost, stolen, destroyed, written off or

disposed of by way of gift or free samples.

Very often companies send free samples to their customers or business partners. This is more prominent in industries like pharmaceuticals. No tax needs to be charged on such samples, which are supplied to the distributors or other players in the supply chain. However, credit cannot be taken in respect of these samples. Since it is difficult to determine at the time of taking credit, which goods and services will be used in such supplies, credit needs to be reversed in respect of these samples. Sometimes samples may not be in the same size as the goods actually sold and in such cases the computation will be more complex and subject to disputes. It is therefore necessary to have clear records right from the first day to ensure clarity on input tax credit to be reversed. Reversal of credit on samples can also result in double hit in some cases. To illustrate, manufacturer supplied free samples to a distributor on reversal of credit. The distributor supplied these samples to his depots in other States on payment of tax as per the requirement of law, since depots being related persons. The depots further distributed these samples to the sub-distributors/ retailers by reversing the credit once again. Therefore, on one sample the credit was required to be reversed twice. Business processes need to be tweaked to avoid such unnecessary leakages of credit.

Manufacturer consolidates expired products at different locations in the country to economize on the transport cost and get them destroyed at their warehouses or through a third party service provider. A proper process should be mapped and it should be ensured that only the relevant person reverses the credit. The documents accompanying movement of goods (invoice/ delivery challans and way bills) also need to be clearly specified to the concerned staff so that the procedural formalities are completed.

The reversal of credit is very critical of pharma industries, the reversal is not only for input and input services but also for Capital goods over the period of 60 months (5 years) and the working of reversal is very important being free sample and gifts do not carry any value (Valuation rules require for reversal of credit.)



## C A Communique

Following are few items HSN code helpful to the Dental material suppliers

| HSN Code<br>(Relevant for GST ) | Description                                                                                                                                                                                                                                                                                                                                         | GST Rate (%) | Related Export / Import HSN Code                  |
|---------------------------------|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|--------------|---------------------------------------------------|
| 9018                            | Instruments and appliances used in medical, surgical, <b>dental</b> or veterinary sciences, including scintigraphic apparatus, other electro-medical apparatus and sight-testing instruments                                                                                                                                                        | 12           | 90183100, 90183210, 90184100, 90184900,           |
| 9022                            | Apparatus based on the use of X-rays or of alpha, beta or gamma radi-ations, for medical, surgical, <b>dental</b> or veterinary uses, including radi-ography or radiotherapy apparatus, X-ray tubes and other X-ray generators, high tension generators, control panels and desks, screens, ex-aminations or treatment tables, chairs and the light | 12           | 90221300, 90221410, 90221420, 90221900, 90222100, |
| 3006                            | Dental Cements And Other Dental Fillings; Bone reconstruction Cements                                                                                                                                                                                                                                                                               | 12           | 30064000                                          |
| 3407                            | Modelling Pastes Including Those Put Up For Children's Amusement; Preparations Known As "dental Wax" Or As "dental Impression Compounds" Put Up In Sets In Packings For Retail Sale Or In Plates Horseshoe Shapes Sticks Or Similar Forms                                                                                                           | 18           | 34070010,34070090                                 |





## Tech Speak

### Sterilization, Pouches / Reels – “Quality Matters”

Appropriate sterilization inhibits the buildup of bacteria and various other diseases. The Sterilization pouch is designed for a quick and easy organization of sterile instruments in a clinic. Being an infection control product, the quality of the pouch is very important to ensure safety. In our dental industry, mostly decision to purchase disposable and safety products are based on price. This has a great influence on the treatment result and patients health. Let us see in the article how to identify a quality sterilization pouch or reels.

#### *Paper & Film*

Sterilization pouch must be made of surgical grade paper fused with tinted polypropylene / polyester film. The Medical grade paper used in a pouch must be minimum 60GSM. This will give the adequate strength to the pouch and improve the seal quality that acts as a good barrier. The Film used to fuse should be blue tinted and made of polypropylene / polyester. A tinted film is preferred because the tint allows any deficiencies in the film to be easily detected.

There is no industry standard for identifying the size of a pouch. However it is important to select the right size of pouches as any overloading or use of an undersized pouch can make it impossible to achieve a proper seal and thereby compromise the sterilization of the instruments.

#### *Sealing Quality*

The long edge of the reels should have three layers of seals on either side. This will give stability to the pouch can hold heavy instruments firmly. The right procure to remove the sterile instruments from the pouch is to separatethe paper from the film by peeling (as shown in the picture).Cutting or pushing instrument through the paper should be avoided as this will contaminate the instruments. It is very important there is no film sticking to the paper while peeling the pouch.

#### *Sterilization*

The autoclave with vacuum function will make the sterilization of wrapped hollow instruments more

complete. Therefore pouched instruments should be ideally sterilized in a Class B Autoclave with dry cycle.

#### *Conclusion*

Instrument sterilization is an important process in a dental clinic. Only quality products will offer the required safety. As a dealer it is very important that we offer high quality products and not jeopardize the safety of our customers, their clinical team and their patients with an inferior product. Our supply makes us accountable and responsible for the safety of all the people involved. So let us select our products for distribution based on quality and not on price.

*Contributed by*

*J Manoj Kumar*

*Member: South Zone*





## Tech Speak

### Digital Dentistry: An understanding

Words like digital dentistry, CAD/CAM, scanning, milling, and 3-D printing are echoing throughout the dental industry both in India and internationally. So what is all this noise really about? This article will try to break it up to offer a better perspective for everyone

#### *The Methods*

Computer-aided design or CAD is the use of computer systems to help in the creation and alteration, of a design for manufacturing. CAD output is often in the form of electronic files that are used for printing, machining, or other manufacturing operations.

Computer-aided manufacturing or CAM is the use of software to control machine tools and related ones in the manufacturing of work pieces. CAM is a subtractive process. The restoration is carved out of a solid block of ceramic, Zirconia or composite resin.

3D printing is the processes in which material is joined or solidified under computer control to create a three-dimensional object. 3D printing is used in both rapid prototyping and additive manufacturing. CAD/CAM in dentistry helps to in the creation of dental prostheses like crowns, veneers, inlays and onlays, fixed bridges, dental implant superstructures, dentures, surgical guides and orthodontic appliances.

The genesis of Computer Aided Design/Computer Aided Manufacturing (CAD/CAM) occurred during the 1950s. The introduction of CAD/CAM to dentistry took place during the 1980s. Since that time, dental CAD/CAM has evolved to include more sophisticated techniques and is now capable of producing a wide variety of restorations.

#### *The Management*

In modern digital dentistry, the three basic phases of work are image acquisition, data preparation or processing, the production.

Digital scanners are devices for capturing direct optical impressions in dentistry similar to other three-dimensional (3D) scanners, they project a light source onto the object to be scanned, in this case the dental arches. The images of the teeth and surrounding tissues captured by imaging sensors are processed by the scanning software, which generates 'virtual' 3D models. The scans of the

teeth, gums, relationship with adjacent teeth and the teeth in the opposite jaw must be accurately recorded in order to get a good final restoration. The current set of scanners are adequately precise at capturing impressions for fabricating a whole series of prosthetic restorations on both natural teeth and implants.

Designing a dental restoration on these 3d models is done using CAD software. With evolution and improvements in software it has now become a simpler yet accurate task. Given the proper training and experience an operator can design not only functional and esthetic restorations with appropriate contacts, but also establish a relationship between restorations and the soft tissue.

A milling unit or 3D printer produces restoration of teeth which is the exact replica of the 3D design of the restoration done by the dentist or laboratory technician on the CAD/ CAM software.

The milling blocks and printing materials are now available in number of different shades, and translucencies to achieve a high level of aesthetics.

#### *The Materials*

The incorporation of new dental technology has brought a new range of manufacturing methods and material options. Some of the material options for digital dentistry include glass ceramics, resin nano ceramics, zirconia, ceramic composites, ceramics and resin composites. These materials are available as varied types of blocks from multiple manufacturers and are designed for to suit almost any milling units

#### *Conclusion*

The CAD/CAM restorative procedures have developed considerably since their introduction and continue to advance, resulting in superior accuracy, wider applications, and improved efficiency with both new and existing materials.

The Currently available CAD/CAM materials offer excellent strength and esthetics with a wide range of available shades. CAD/CAM is increasingly being used, and it can be expected that its use will continue to increase with newer innovations and better affordability.

*Contributed by  
Dr. Bhavin Patel  
Member: West Zone*





## Member Commendation



**KALABHAI**  
*partnering perfection since 1918*

**100**  
YEARS & COUNTING  
**1918-2018**

### 100 years of Kalabhai

A household name in dental clinics and institutions in India and beyond, Kalabhai celebrates its centennial year. Founded in 1918 by Kalabhai Karson Nandwana, the company has humble beginnings as false ceiling and plaster interiors contractors in Mumbai. Over the following decades, Kalabhai Karson's attention to detail and quality earned the company both the reputation of being specialists of plaster. Led by Govindji Kalabhai Nandwana and Rajendra Govindji Nandwana, the company gained clientele that included JRD Tata, the Taj Mahal Hotel, Tata Theater / NCPA as well as several palaces, corporate offices and heritage properties. By the 1970s, the company was manufacturing high strength plasters for specialized industrial applications and boasted an ISI quality mark in 1980, the first plasters to do so.

Since then, Kalabhai has had a strong history of firsts – from being the first Indian company to

exhibit at the International Dental Show in Germany to being the first plaster company to be ISO 14001 certified.

Since the 1980s, Kalabhai has gained an impeccable reputation not only in India, but also in over 30 countries internationally that it has exported plasters to – including Germany. Through strong leadership, customer loyalty, ethical business practices, specialist know-how over four generations and uncompromising dedication to quality, Kalabhai has cemented its place in Indian dental history

Rajen Nandwana, the man in the drivers seat insists that none of this would have been possible without the help of the technicians, dealers, dentists, colleagues and co-workers, well-wishers and the trust and support of the Indian dental community. The company, he said would like to take this opportunity to deeply express its gratitude to the countless people involved in its growth over the last century.



Welcome to the Mega Dental Exhibition



REGD. NO. S/20884 OF 1990



# EXPONENT

***Bengaluru - 6th & 7th Oct 2018***

Place : Bangalore International Exhibition Center,  
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**ENTRY FREE**

Participants : **200 Companies**  
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Stalls : **More than 450**



**Organized By : Association of Dental Industry & Trade of India - South Zone**



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Special Offers

Organised by  
The Association of Dental Industry  
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# EXPONENT

INTERNATIONAL INDIA

21ST, 22ND, 23RD DECEMBER 2018

PRAGATI MAIDAN, NEW DELHI (INDIA)



INDIA'S BIGGEST  
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**Association of Dental Industry & Trade of India**

