

**From:** ezgreco@aol.com [mailto:ezgreco@aol.com]  
**Sent:** Friday, August 07, 2009 11:46 AM  
**To:** Demetrios Ballas  
**Subject:** letter

Dear Demetri:

Just a note letting you know the laser seems to be paying for itself with the variety of procedures which are easily accomplished with its use.

For example, just yesterday I removed a tooth which was broken off at the gumline, decayed below the bone and was previously treated with a root canal. I also crown lengthened the tooth next to it at the same time. Before the laser I would have referred out both procedures to an oral surgeon and/or periodontist. My periodontist charges \$1275 for a lengthening and the oral surgeon about \$600 for an extraction of that nature. I charged a conservative fee of \$775 for both saving the patient over \$1000, the discomfort of having these procedures done the old fashioned way which appears to be more traumatic and with more post operative discomfort than having it done by the Waterlase in my office not to mention the inconvenience of going to three different offices for separate procedures.

The periodontal laser treatments have been nothing short of miraculous. 7mm pockets in the posterior sextants measuring 2mm three months later have been common and are way beyond my expectations.

As far as doing any procedures I still use the settings and techniques YOU taught me during your in office training session with our office. The actual certification course was terrific taught by two very enthusiastic and knowledgeable laser dentists but I find myself following your guidelines whenever needed. I thank you in this regard and for the prompt response you have always given me whenever an occasional follow up to question arises.

Overall, at this point, I am pleased with my purchase of the Waterlase MD and happily surprised at the amount of support you as the original salesperson has given me in helping assimilate the laser into my practice.

Sincerely,  
Dr. Gene Greco