

SOP

skin cancer screening



**STANDARD
OPERATING
PROCEDURE**

An estimated 76,250 Americans will be diagnosed with melanoma and approximately 9,180 will die of it in 2012.
Source: National Cancer Institute

Skin Cancer Screening



3Gen DermLite® DL3 711-0040

Skin cancer detection at its best.

- Polarized and Nonpolarized modes
- Can be used with iPhone 4/4S or Sony Camera

LEDs: 21+7 white **BATTERY:** Rechargeable Lithium
LENS: 4-element 25mm, 10x

Additional Skin Cancer Detection Products from 3Gen

Features	Carbon	DLII	DL100	DLII PRO
Item Code	110-6516	108-7376	711-0188	711-4286
LEDs	16 White	24+8 white	8 white	16+16 white
LENS	15mm, 10x	3 element 25mm, 10x	15mm, 10x	3 element 25mm, 10x
Battery	2 CR5 Lithium	Rechargeable Lithium	2CR5 Lithium Battery	Rechargeable Lithium
Adapts to Camera	No	Yes/iPhone 4/4S	No	Yes/iPhone 4/4S

CPT Code	Treatment Description	Average Reimbursement	Annual Revenue on 10 per week
11100	Biopsy skin lesion	\$102.45	\$53,274
11101	Biopsy add-on	\$32.60	\$16,952
11421	Shave skin lesion	\$157.26	\$81,775
11621	Excision malignant lesion, 0.6–1cm	\$229.27	\$119,220

This chart is for illustration purposes. Please consult your local Medicare office for reimbursement rates in your area.

www.henryschein.com/dermatology

Women aged 39 and under have a higher probability of development melanoma than any other cancer except breast cancer.
Source: National Cancer Institute

Illumination & Magnification 3Gen



LUMIO™ (108-0398)
Lumio is the ideal device for general skin exams where an in-depth, glare-free image of the skin is essential.

LEDs: 40 White
LENS: 75 mm 2x lens **BATTERY:** 4 AA



LUMIO™ S (120-3518)
Lumio S lets you see an area that is 4 times larger than what your dermatoscope provides, while showing lesion structures invisible to the naked eye. Simply push & hold to turn on the device, quick-tap to change between two sets of polarized and non-polarized LEDs.

LEDs: 40 White
LENS: 40 mm 10x lens **POWER:** Rechargeable USB Cable

Skin Cancer Screening DermLite DL3N

The DL3N features refined optics and improved visualization of both pigmented and vascular structures. Retractable faceplate spacer design and focusing mechanism quickly switches between non-contact and skin contact modalities. The optional PigmentBoost mode produces a warmer illumination reminiscent of conventional dermatoscopes.



LEDs: 28 White
LENS: 25 mm 10x lens **POWER:** Rechargeable USB Cable

www.henryschein.com/3Gen

Melanoma is the most common for of cancer among young adults 25–29 years old.
Source: National Cancer Institute

Destruction & Dessication The Bovie® Derm 101

The Bovie Derm 101 allows you to provide better in-office patient care, at a more than sensible price, saving both you and your patient time and money. Here are some revenue models based on top minor skin procedures:



Making your practice more productive

ROI Based on Five Procedures Per Week	Benign Lesions CPT Code 17110				
	Seborrheic Keratosis	Mole or Nevi	Telangiectasia	Cherry/Spider Angioma	
Est. Treatment Wattage*	3-8 watts	2-6 watts	0.1-3 watts	0.5-3 watts	
National Avg. Reimbursement	\$109.26				
Weekly Revenue	\$546				
Annual Revenue	\$28,407				
ROI Based on Five Procedures Per Week	Premalignant Lesions CPT Code 17000		Malignant Lesions		
	Actinic Keratosis	Basal Cell	17260	17270	17280
Est. Treatment Wattage*	3-8 watts		Arms / Legs / Trunk	Scalp/ Neck/ Hands/ Feet	Face
National Avg. Reimbursement	\$75.23		\$93.50	\$149.38	\$140.07
Weekly Revenue	\$376.15		\$467.50	\$746.90	\$700.35
Annual Revenue	\$19,559		\$24,310	\$38,838	\$36,418

*Significant variations may occur due to surgical preferences, patient differences, electrode configuration and surgical technique. This chart is for illustration purposes only. Always consult appropriate coding guidelines for correct treatment coding.

For more information, visit:
www.henryschein.com/derm101

PRACTICE ESSENTIALS FOR PHYSICIANS WHO SCREEN AND DIAGNOSE SKIN CANCER

TOPICAL ANESTHETIC AGENTS



Cetacaine			
635-0065	Topical Gel	32 Gm. Jar	
635-2470	Topical Spray	56 Gm. Can	
Lidocaine (Compare to Xylocaine)			
104-3378	HCl Jelly 2%	30 mL Tube	
472-8261	HCl Viscous Sol 2%	100 mL Bottle	
118-2154	Jelly Urojet 10 mL 2%	25/Pkg.	
119-7562	Ointment 5%	50 Gm. Jar	
201-3928	Ointment 5%	1 1/4 oz. Tube	
114-5405	Topical Solution 4%	50 mL Bottle	
104-6587	w/Prilocaine Cream	30 Gm. Tube	



LMX® Cream			
728-2359	4%	30 Gm. Tube	
728-7382	4% + Tegaderm	5 x 5 Gm./Pkg.	
728-2927	5%	30 Gm. Tube	

PROCEDURE PREP SUPPLIES

HENRY SCHEIN® Alcohol Prep Pads			
890-0236	Sterile Medium	200/Box	
104-6352	Non-Sterile Medium	200/Box	
315-9974	Needle 30 Ga. x 1/2"	100/Box	
315-0023	Needle 30 Ga. x 1"	100/Box	
Compare to Xylocaine®			
248-0644	Lidocaine 1%	50 mL/VI	

EXAM GOWNS

HENRY SCHEIN® Premium Exam Gowns 30" x 42"	50/Case		
895-8836	Blue	895-4109	Mauve
Non-woven Multiphasic Gowns			
100-7083	Blue 30" x 42"	50/Case	

GENERAL MEDSURG SUPPLIES



HENRY SCHEIN® Gauze Sponges			
	Non-Sterile		
	200/Pack 4" x 4"		
100-5952	8 Ply	100-1444	12 Ply

HENRY SCHEIN® Cotton Tipped Applicators			
100-9175	6" Non-Sterile	1000/Box	
100-9249	6" Sterile (2's)	100/Box	

HENRY SCHEIN® Cotton Balls			
100-4752	Sterile-Medium	500/Box	
100-0468	Non-Sterile-Medium	4000/Case	
100-1491	Large	2000/Case	

HENRY SCHEIN® Surgical Markers – Blue			
	(Contains Non-Irritating Gentian Violet Ink)		
900-7019	Sterile w/Ruler and 6-Up Labels, Taper Tip	50/Box	
900-7018	Non-Sterile Pen, Taper Tip	100/Box	
900-7020	Non-Sterile Mini Pen	100/Box	

ADHESIVE BANDAGES

911-7964	Coverlet® Spots 7/8"	100/Box	
911-5389	Coverlet® Spots Oval 1 1/4"	100/Box	
911-0396	Coverlet® Strips 1" x 3"	100/Box	

HENRY SCHEIN®			
	100/Box		
112-6143	Spot 7/8"	112-6142	Strips 1" x 3"

BIOPSY AND EXCISION SUPPLIES

HENRY SCHEIN® Biopsy Punches – Sterile, Blue			
900-4864	2.0mm	900-4865	2.5mm
900-4866	3.0mm	900-4867	3.5mm
900-4868	4.0mm	900-4869	5.0mm
900-4870	6.0mm	900-4871	8.0mm
953-7731	BiopBlade®	50/Box	
780-0121	Derma Blade™	50/Box	

SURGICAL INSTRUMENTS

(For Specimen Collection)

953-5215	Fox Dermal Curette 5 1/2" 3mm	Each	
953-3539	Iris Scissors 3 1/2" Curved Delicate	Each	
953-4705	Adson Forceps with Platform 1" x 2"	Each	
953-3356	Steven Tenotomy Scissors 4 1/2" Curved	Each	
953-3863	Halsted Mosquito Forceps 3 1/2" Straight	Each	
953-3443	Halsted Mosquito Forceps 3 1/2" Curved	Each	
953-4108	Webster Needle Holder 4 3/4" Smooth	Each	
100-3532	Siegel Knife Handle 6"	Each	

HENRY SCHEIN® Scalpel Blades – Carbon Steel	10/Box		
112-6183	#10 Blades	112-6181	#15 Blades

HENRY SCHEIN® Scalpel Blades – Stainless Steel	10/Box		
112-6199	#10 Blades	112-6178	#15 Blades

LAB AND TRANSPORT ACCESSORIES

Prefilled Formalin Container			
396-2441	20 mL	100/Case	
120-7084	40 mL	100/Case	
120-7083	60 mL	100/Case	

369-4647	Petri Dish 4" (100mm)	25/Pkg	
122-7441	Petri Dish 4" (100mm) Glass	12/Pkg.	

Histoscreen® Tissue and Biopsy Cassette			
106-2043	White	1000/Case	
104-3109	Tissue Cassette Storage Box	10/Case	



Topical Skin Adhesive

FDA-approved liquid adhesive consists of n-butyl-2 cyanoacrylate

Steril, 0.5-mL Single-Patient Use Plastic Ampules

112-6111	Blue	Each
112-6106	Clear	Each
112-6933	Flex	Each

WOUND CLOSURE

HENRY SCHEIN® Sterile Wound Closure Strips			
900-4316	1/4" x 1 1/2"	300/Box	
900-4315	1/4" x 3"	150/Box	
900-4314	1/2" x 4"	300/Box	

Monosof™ 10" Sutures
Perfect for dermatology, biopsy wound, and other small closures

Item Code	Size	Needle	Qty.
294-0448	4-0	C-1	12
840-6454	5-0	C-1	12
840-6458	6-0	C-1	12
840-6455	4-0	C-13	12



POST PROCEDURE PROTOCOLS



Aquaphor® Advanced Therapy Healing Ointment			
911-0011	Unit Dose 0.9 Gm.	144/Box	

116-5156	WoundSeal® MD	12/Box	
	Topical Hemostatic Powder		

(Compare to Bactroban®)			
111-8857	Mupirocin Topical Ointment 2%	22 Gm./Tube	

Reusable Pack – Cold			
467-5687	Eye	12/Case	
467-6589	Full face	12/Case	
467-0126	Round Hot/Cold, Pink	Each	
467-9362	Pink	50/Case	
467-7628	Blue	50/Case	

Ask your Sales Consultant how to personalize these packs with your practice name!

Gel-Care® Advanced Scar Therapy			
471-0010	1.5" Self Adhesive Discs	6/Pkg.	
471-0005	5" x 6" Self Adhesive Sheet	10/Pkg.	



To Order: **1.800.P.SCHEIN** (1.800.772.4346) 8am–9pm, et
To Fax: **1.800.329.9109** 24 Hrs
www.henryschein.com/dermatology

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