



2019 Volume 2

The quarterly newsletter of D&S Dental Laboratory, Inc.

Waukegan – 800-236-3859

Baraboo – 800-362-3340

Eau Claire – 800-591-7964

Rockford – 815-964-8932

Greenfield – 414-546-3040

www.dnsdental.com

info@dnsdental.com

INCISAL EDGE

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PLEASE NOTE

**D&S Dental Laboratory
Will Be Closed the
Following Dates in 2019**

May 27

Memorial Day

July 4-5

Fourth of July

September 2

Labor Day

November 28-29

Thanksgiving

December 25

Christmas

New Scanner Bonus Credit

In Addition to Digital Impression Discount

D&S Dental Laboratory recently implemented a new Digital Impression Discount, which provides \$10 off with every digital case submitted (valid only on D&S lab-printed models and cases involving more than model work only).

Now, to help further offset monthly maintenance costs of intraoral scanners, D&S Dental Laboratory is issuing a monthly credit on your lab bill based on the volume of digital cases you send.

You can qualify for up to \$100 off your monthly statement.

DIGITAL CASES PER MONTH	DIGITAL DISCOUNT PER CASE	NEW! LAB CREDIT
0-19	\$10	\$0
20-39	\$10	\$50
40+	\$10	\$100

Here's how it works:

- This program is available for new or existing doctor accounts. Doctors must sign up to participate by submitting the Scanner Bonus Credit form. Go to dnsdental.com/scanners
- The program begins the month signup is received by D&S. Lab credit is then applied on the following month's statement.
- Only an individual doctor can meet qualifying case totals. Credit does not apply to case totals per scanner or practice.
- There is no time limit on this program (1-3 year), but we reserve the right to adjust it in the future.



WE WANT YOUR SCANS

D&S wants to help you pay for an intraoral scanner because digital impressions result in more accurate restorations and fewer remakes.

Digital impressions also speed up the process by eliminating shipping/delivery time.

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PRODUCT SPOTLIGHT

Crown Tattoos

Crown tattoos on posterior teeth, or cosmetic decals as we call them, are becoming more popular. D&S Dental Laboratory is privileged to have experienced ceramist Brian Sperry on-staff who hand paints all our crown tattoos. Brian can do just about any design people can imagine. The cost begins at \$125 for simple designs.

Here's a sampling of some of Brian's creations. You can see more on our website at www.dnsdental.com/tattoos.



Bonus Credit *Continued from pg. 1*

- The doctor account must be current for credit to be applied.
- Digital impressions can be submitted for all fixed cases at D&S. However, only splints and ortho cases currently can be submitted digitally on the removable side.
- D&S accepts digital impressions from all major intraoral scanners – TruDef, iTero, CEREC, Carestream, Trios and E4D Planmeca.
- Model only cases or cases requesting a stone model rather than a D&S lab-printed model do not qualify in these case totals nor do they qualify for the digital impression discount.

MONTHLY SAVINGS EXAMPLES

DOCTOR A	DOCTOR B	DOCTOR C
Digital Cases.....12	Digital Cases.....22	Digital Cases.....51
Discount -\$10/case ..\$120	Discount -\$10/case ..\$220	Discount -\$10/case ..\$510
Lab Credit.....\$0	Lab Credit.....\$50	Lab Credit.....\$100
Total Savings.....\$120	Total Savings.....\$270	Total Savings.....\$610

New CDT Joins D&S



D&S Dental Laboratory is happy to welcome Certified Dental Technician Lori Gregory to our Removable Department in Waunakee. Lori has 26 years of experience in the dental industry, having served as a dental technician for the past 18 years. Prior to working in the lab, she worked as a dental and lab assistant at Howard Air Force Base in Panama, as well as a dental and orthodontic assistant at Mountain Home Air Force Base near Boise, Idaho. She received her United States Air Force Certificate of training in 1995. Lori recently relocated from Michigan to Wisconsin. In her spare time, she enjoys spending time with her daughter.

MARK YOUR CALENDAR

D&S Dental Laboratory Events

May 21, 2019

Women in Dentistry Roundtable
Madison, WI

August 9, 2019

Annual Learn on the Links Seminar & Golf Outing
Beloit, WI

See more at dnsdental.com/events



Practice Sales Listing

Dental Practice for Sale – Established practice in newly constructed building available in YourTown, Wisconsin with three operatories and space for fourth. Motivated seller due to relocation. Cost negotiable. Call 123.456.7890.

If you're trying to sell your dental practice, let us know by sending basic information (sample above) in an email to info@dnsdental.com. We're creating a new page on our website, www.dnsdental.com, under Services to list dental practices for sale. Be sure to visit this page if you're a new dentist looking to buy a practice or an existing dentist looking to expand your footprint.

CE SEMINAR

Ivoclar Digital Workflows for Digital Denture Excellence

Bill Barton (MBA (MM), BS, CDT, TE), Associate Manager Digital Services for Ivoclar Vivadent, Inc., will present a lecture covering key components for the fabrication of a premium denture utilizing Ivoclar's Digital Denture Professional processes. It includes a comprehensive look at both the clinical and laboratory innovative workflows as well as unique diagnostic instrumentation, equipment and materials.

Attendees will gain a thorough understanding of the following:

1. That precise clinical instrumentation and competencies ensure digital denture success.
2. Unique innovative laboratory workflows for digital dentures.
3. Advantages of fully monolithic milled teeth over manufactured teeth.
4. Exclusive 3Shape Digital Denture software add-on, Ivoclar Digital PrograMill 7 milling unit, and high-quality materials e.g., IvoBase CAD and SR Vivodent CAD DCL.

About the Speaker



Bill Barton, MBA (MM), BS, CDT, TE is the Associate Manager Digital Services for Ivoclar Vivadent, Inc. Bill is a dental laboratory technician, manager and educator with over 36 years' experience in the industry. He served 25 years in the United States Air Force prior to joining the Ivoclar Vivadent Technical Services Department in 2009. His extensive technical background includes experience in all phases of fixed and removable prosthodontics.



Digital Dentures are Coming!

In fact, D&S Dental Laboratory will soon offer them. D&S is the first and only lab in Wisconsin to have an Ivoclar Digital Denture mill. We also have Carbon 3D printers and have been testing both the milling and printing of digital dentures.

Come learn about digital dentures and how clinicians and labs will need to work together to produce a quality end product. This is the future of removable products!

CE SEMINAR - 2 SESSIONS

Thursday, May 2

SCHEDULE

5:30-6:00 p.m. *Dinner and Registration*
6:00-8:00 p.m. *Program*

LOCATION

D&S Dental Laboratory
1020 Quinn Drive, Waunakee, WI

TUITION

Complimentary

REGISTRATION

www.dnsdental.com/dentureDS

CE CREDITS
2 Hours

Friday, May 3

SCHEDULE

9:30-10:00 a.m. *Registration*
10:00 a.m.-3:00 p.m. *Program (Lunch served)*

LOCATION

Holiday Inn Eau Claire South
4751 Owen Ayres Court, Eau Claire, WI

TUITION

Complimentary

REGISTRATION

www.dnsdental.com/dentureEC

CE CREDITS
4 Hours



1020 Quinn Drive
Wauunakee, WI 53597
www.dnsdental.com

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Your Full Service
Certified Dental Laboratory

D&S Proud to Wear Purple



D&S employees recently participated in the 2019 international “Wear Purple Day” to support and raise awareness for individuals with epilepsy. The Epilepsy Foundation estimates that 1 in 26 people will develop epilepsy in their lifetime – 1 in 26, which happens to be the exact number of people in this photo!

For the past several years, D&S Dental Laboratory has participated in Purple Day and sponsored fundraising events for Lily’s Fund, a nonprofit organization dedicated to raising money for epilepsy research at the UW-Madison.

To see other causes the lab supports and lab-hosted CE seminars, be sure to follow us on Facebook at www.facebook.com/dnsdental.



TECHNICIAN’S TIP



Did you know that all your fixed cases are mounted and designed on full-size adjustable articulators? That’s right. Thanks to our CAD design programs, all cases are virtually

mounted on full-size adjustable articulators utilizing Bonwill’s equilateral triangle and average value settings.

So even though your case may be returned to you on a small plastic articulator, you can be assured that the most up-to-date technology has been used at D&S to simulate mandibular jaw movements, move digitized occlusal surfaces against each other according to those movements, and then correct digitized occlusal surfaces to enable smooth and collision-free movements.