



2018 Volume 4

The quarterly newsletter of
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INCISAL EDGE

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PLEASE NOTE
D&S Dental Laboratory
Will Be Closed the
Following Dates

November 22-23
Thanksgiving

December 24-25
Christmas

January 1
New Year's Day

The Truth About Same-Day Dentures

We've all heard and seen the advertisements from a variety of denture franchises, that will remain unnamed, for same-day and low-cost dentures. These ads have prompted questions from dental offices about how their products differ from ours. The aim of this article is to share our perspective on the subject, based on limited knowledge obtained primarily from company websites. This is purely opinion and is not based on scientific research.

As you might expect, the biggest differentiator between these companies' dentures and ours is the grade of materials they are using – both the resin for the denture base as well as the teeth. Final detailing also varies.

• **Materials** – It appears some of the low-cost, same-day dentures advertised are using fluid resin materials and a cold pour process like we use for repairs and relines. Essentially, they pour the fluid resin in a mold and cure it in a pressure pot with warm water for 30 minutes. The fluid resin cures quickly but is a less dense material, which means it is more porous, absorbing more odors and being more susceptible to discoloration. Due to its lower density, it is likely more prone to fracture, too. In addition, the cold cure process has the greatest amount of shrinkage as the acrylic hardens.



In comparison, at D&S Dental Laboratory, we use high-impact resins for all our dentures (even economy ones) and they are either press-packed or injected and cured for 8 hours to remove excess monomer. We apply 3,000 pounds of pressure to make the material as dense as possible and to avoid shrinkage.

- **Teeth** – Tooth quality is determined by hardness of the plastic as well as shade selections. Your lower-cost dentures are not using the hardest plastic teeth and come in limited shade choices.
- **Detailing** – The least expensive dentures come with “unaccented” materials, which have no characteristics, contouring or festooning. Only as you go up the quality and cost scale, can you get dentures with “custom pigment to match tissue appearance” and “handcrafted, custom detailing.”

So what do you tell patients who have questions? Obviously, product and price point decisions ultimately reside with your patient and what best fits their needs. Our best advice is to make sure patients do their research and know what they are getting, keeping in mind the old adage – you get what you pay for.

See page 4 for Digital Dentures update.



PRODUCT SPOTLIGHT

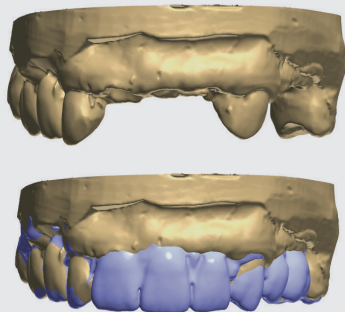
Custom Implant Abutments

Thanks to the large volume of implants produced at D&S Dental Laboratory, we can drive down the cost of custom implant abutments lower than stock abutments, typically by \$100-\$150. That makes choosing a custom abutment a no-brainer since custom abutments are designed from the final tooth shape, not a generic oval or round shape, and provide better crown support and a better emergence profile.



TECHNICIAN'S TIPS OF THE MONTH

- 1 When possible, it is helpful to provide a pre-op model and/or intraoral scan. This extra step aids our technicians in better understanding how the existing dentition was prior to prep. We have the ability to utilize this information as we are designing the case and it helps with margin marking. Most intraoral scanners have this option available for submission.



- 2 We recommend using BISCO's Z-PRIME™ Plus primer for bonding zirconia crowns, especially if you're having issues with crowns coming off.

Annual Golf Outing Winners

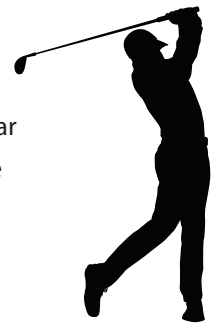
Congratulations to the following winners from our Annual Learn on the Links Golf Outing/Seminar held Friday, August 10, at the beautiful Beloit Club in Beloit, Wisconsin. Our speaker was once again Dr. Jack Griffin, who received extremely positive reviews!



Pictured above is the winning group with a score of 61: Dr. Scott Stanek and Dr. Peter Stanek from Stanek Family Dental in Milwaukee, and Straumann Rep Craig Niebler.

Flag event winners were:

- Closest to pin (#10) – Dr. Ken Scholz
- Closest to pin in 3 shots – Dr. Kent Vandehaar
- Closest to pin off the green – Dr. Jim Thorpe
- Longest putt (#9) – Bisco Rep Brian Rossetti
- Longest drive – Dr. Hermioni Toto
- Longest putt (#18) – Dr. Kevin Otte



Cementation Lunch & Learn

Confused about what cement to use? Set up a 15-minute meeting or Lunch & Learn with your local representative from 3M Oral Care. Call 3M Customer Care at 800.634.2249 to get your local rep's contact information to schedule a session.



In Memoriam

Our Mission of Mercy team would like to send condolences to the family of Dr. Bryan Gapson.

SAVE THE DATE

D&S Annual Golf Outing
Friday, August 9, 2019
The Beloit Club



New Digital Impression Discount

Need one more reason to go digital and purchase that intraoral scanner you've had your eye on? D&S Dental Laboratory now offers a Digital Impression Discount. For every digital impression you submit to D&S, you will receive a \$10* discount on your bill. Ten bucks may not seem like a lot, but it can really add up. Think about all the traditional impressions you send to the lab ... that will now be digital scans. We accept scans from all major scanners – True Def, iTero, Carestream, Trios, E4D-Planmeca Planscan and CEREC. For instructions on how to connect your scanner to D&S, visit our website at www.dnsdental.com and select Send A Case > Submit a Digital File.



**No discount for model work only*



Study Club Space Available

If your dental study club or other group is looking for complimentary space to hold meetings, D&S Dental Laboratory has a new seminar room available for you. With two wall-mounted TVs, sound system and space to seat up to 40 people, we can accommodate your group.

Contact Joleen if you'd like to see or schedule the space. Tours of the lab, including our high-tech 3D printer and milling room, are also available upon request.

Wisconsin Dental Study Club Winter Meeting

D&S Dental Laboratory is proud to sponsor the Wisconsin Dental Study Club's Winter Meeting, held December 6–7, 2018, at Grand Geneva Resort in Lake Geneva, Wisconsin.

This year's 1 ½ day program features speaker Judy Kay Mausolf talking about how to build a cohesive team that supports each other and your practice. Judy is an expert at developing skills to build happy, healthy, high performing doctor/team/patient relationships.

Some of the course objectives:

- Align focus on serving patients and practice
- Identify how to spot opportunities that create W.O.W. patient experiences
- Learn how to identify and reduce stress makers
- Learn steps to address and resolve conflict and eliminate gossip
- Determine behaviors that inspire a culture of appreciation and celebration

For registration details and fees, go to wisconsinstudyclub.com/winter-meeting.



Judy Kay Mausolf

Judy Kay is an expert in helping others become happier and more successful! In this course, you will learn how to raise job satisfaction, patient service and your bottom line.

CE CREDITS: 9.5 HOURS

WD Wisconsin Dental
SC Study Club



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Your Full Service
 Certified Dental Laboratory

D&S Remains at the Digital Forefront

Everyone in the dental industry is talking about the next two game-changing technology evolutions – 3D printing and digital dentures. D&S Dental Laboratory continues to be at the cutting-edge of digital fabrication.

3D Printing

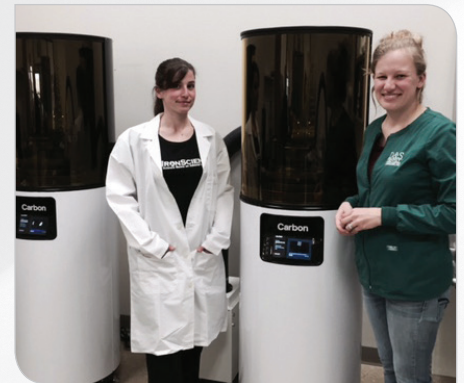
While D&S has been using 3D printing to fabricate its partial denture frameworks for years, we recently acquired two new Carbon 3D printers to print models from digital impressions. And we’re actively testing other 3D print capabilities.

Digital Dentures

We’re in full research and development mode when it comes to digital dentures. We’re exploring both 3D print and milling denture capabilities and have been CAD/CAM designing and milling splints for some time, along with a partial denture product called Ultaire AKP.

Going digital benefits dentists and patients as it results in a more precise and accurate fit, lower remakes and can often shorten turnaround times in the long run.

Stay tuned for updates.



D&S staff with the new Carbon 3D printers (top) and printed models from the Carbon machine (below).