



## 2014 Volume 1

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

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# INCISAL EDGE

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### PLEASE NOTE D&S Dental Laboratory Will be Closed the Following Dates in 2014

**May 26 - Memorial Day**

**July 4 -**

*Independence Day*

**September 1 -**

*Labor Day*

**November 27 & 28 -**

*Thanksgiving*

**December 25 & 26 -**

*Christmas (Observed)*

## ADA RESOLUTION URGES LAB REGISTRATION

At the end of 2013, the ADA Council on Dental Practice submitted Resolution 52H-2013 dealing specifically with ensuring the continued quality of current and future dental prosthetic services. After convening a diverse group of stakeholders to discuss the topic of dental lab services, the Council determined it would be beneficial for state boards to require dental labs to register.

Some of the advantages would include:

- A state-maintained registry providing assurance to the dentist and public that the lab is compliant with minimum standards required by the state.
- An elevation of the profession by recognizing dental lab techs as an integral part of the dental team, which could lead to increased interest in the profession and more educational programs.
- A cost effective way to ensure compliance with minimum standards, including infection control, continuing education for labs and technicians, complete disclosure of all materials, and place of origin for dental prosthetics.
- A clear channel of communication between labs, manufacturers, and the FDA should there be a recall on a material or piece of equipment.

The National Association of Dental Laboratories is an ardent supporter of requiring laboratory registration, and 76% of labs surveyed by the NADL also support the idea. The NADL recently launched the "What's In Your Mouth?" campaign to promote transparency in dentistry and the role and value of trained dental technicians. The campaign is aimed at providing consumers, dentists, and the lab community with the knowledge they need to make important purchasing decisions.

Since 2005, the amount of dental lab work imported from outside the United States has continually risen to a peak of approximately 40% of the total market. However, in a survey done by Strategic Data Marketing of 450 dental practices, over 50% don't believe their lab is outsourcing. In the same survey, approximately 90% of the respondents agreed that lab work done outside the United States is inferior to work done domestically. The biggest concern with internationally manufactured restorations is the

quality of the materials being used. Most foreign countries that import dental restorations to the United States have no standards or level of scrutiny to follow. In 2008 an Ohio woman discovered that her dental bridge contained nearly double the amount of lead (in parts per million) allowed in imported toys. Her dentist's office told her the bridge had been imported from an overseas manufacturer. It does appear, thanks to the proliferation of new materials and efficiencies gained domestically through the use of digital technology in production, that the amount of imported work is now on the decline. Requiring disclosure of materials and point of origin of the restoration would at least push labs that do outsource to be honest with their clients, so the doctor can make an informed decision.



However, it's not just outsourcing labs that pose a potential problem. Due to the lack of oversight of the domestic lab industry, it would be very easy for an inferior and potentially dangerous situation to occur in a lab here in the United States as well. Essentially, any individual could hang a sign out today and call themselves a dental laboratory with no one checking whether or not they are providing quality or functional work for their clients' patients. There are numerous "labs" throughout the United States who do nothing more than pick up cases and ship them elsewhere (both domestically and internationally) to be done without ever touching them. There are also situations like a news story from November 2013, also in Ohio, where police discovered a basement-based dental laboratory with cigarette ashtrays sitting right next to restorations in production. The "technician" had learned his skills in prison, and he was selling his homemade dentures to dentists in Ohio. The scary part of this story is the fact this man did not break any laws due to the lack of regulation in the majority of our states.

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## PRODUCT SPOTLIGHT PATIENT SPECIFIC ABUTMENTS

In today's world of CAD/CAM dentistry all of our fixed restorations and partial dentures are designed virtually to the optimal final outcome before fabrication even begins.

The same principle is true with patient specific abutments. Patient specific abutments offer many advantages to the doctor, the laboratory, and the patient, including:

1. Designed from the final restoration shape to provide optimal support and retention
2. Custom fit to the individual edentulous space
3. Ability to overcome implant angulation challenges
4. Unique shape and emergence profile based on individual anatomy promoting long-term soft tissue management
5. Margin can be placed at an ideal level for safe removal of excess cement
6. Eliminates need for chairside modification
7. Ability to order duplicate abutments anytime

In addition, the cost of patient specific abutments is comparable to, or lower than, utilizing a stock abutment. Better esthetics, better function, better results...at a better price. Call our implant department today to find out more about our patient specific abutments.

**Goldhue  
Titanium** ▶



**Zirconia** ▶



**Titanium** ▶



## D&S GROUP, INC. EXPANDS REACH, PURCHASES ILLINOIS LAB



D&S Group, Inc. of Waunakee, Wisconsin recently welcomed the experienced Hootman Dental Laboratory of Rockford, Illinois, as its newest laboratory facility.

Serving the dental community of northern Illinois and southern Wisconsin since 1927, Hootman Dental Laboratory brings tremendous history, tradition, and experience to the D&S Group. The Rockford based laboratory will serve as D&S's southerly hub for improved presence in southern Wisconsin and northern Illinois.

Travis Zick, President of D&S Dental Group, Inc., said, "This partnership allows us to expand into a new market and team up with some great people. We're excited about bringing our philosophy of service, education, and quality craftsmanship—backed by competitive pricing—to the northern Illinois arena."

While Hootman's experience and locale will improve D&S's Midwestern presence, D&S's command of the newest and most efficient dental technologies will boost the Illinois lab's technological capacities and product selection. Digital impression scans, digital design, CAD/CAM milling services, immediate access to the latest materials and products, and additional technological resources will now be offered on Hootman's list of services.

"The collaboration will both enhance and expand upon our current product offerings to meet the needs and exceed the expectations of both existing and potential clients," said Debra Swenson, President of Hootman Dental Laboratory. "With new state-of-the-art technology, affordable pricing, additional continuing education opportunities, and an expanded well of expertise and knowledge to draw from, Hootman will continue to be the best laboratory choice for area dental professionals."

With the acquisition of Hootman Dental Laboratory, D&S now has four convenient locations to serve area dental professionals. For more information about D&S Group, Inc., including products and services offered, visit [dnsdental.com](http://dnsdental.com).



**HOOTMAN**  
Dental Laboratory, LLC

# SYNERGY FOR SUCCESS: CONTEMPORARY IMPLANT RESTORATIVE CONSIDERATIONS

FRIDAY, MARCH 14, 2014 • ROCKFORD, IL

## COURSE DESCRIPTION

Contemporary implant dentistry is a demanding combination of pre-treatment planning, surgical and restorative expertise, and skilled laboratory support. Each practitioner must gain a comfort level with the basic procedures required to treat the most common edentulous scenarios. This course will explore the restoration of everyday cases emphasizing a contemporary implant system and its restorative components.

At the conclusion of the seminar, participants will be able to:

- Understand the synergistic relationship of the biomechanical and biochemical considerations
- Select and use appropriate abutments for various clinical situations
- Gain an appreciation for the team approach to implant treatment planning and delivery



## REAL WORLD ENDO® PRESENTS THE EVOLUTION OF ENDODONTIC TECHNIQUE

### DESCRIPTION: FULL-DAY PRESENTATION (LECTURE AND HANDS-ON)

This presentation will describe the "Evolution of Endodontic Technique" beginning with basic biologic principles and concluding with new methodology to make your endodontics better and more efficient.

The lecture segment will concentrate on three areas: **1)** How to incorporate new material science, such as bioceramic technology into your practice, **2)** How to perform root canal therapy in such a manner that you actually enhance the long-term prognosis of the tooth, and **3)** Understanding the Endo-Restorative Continuum and its implications for your practice. The goal of this program is to have all dentists learn how to perform exceptional endodontics in such a manner that they do not destroy the tooth in the process. Real World Endo remains committed to the preservation of the natural dentition as an alternative to implants.

Included in the lecture component will be a thorough discussion concerning access, non-surgical ultrasonic use, rotary file design, instrumentation techniques, and a new bioceramic obturation method. Particular emphasis will be placed on developing endodontic synchronicity (a matching system) between a machined preparation and a laser verified master bioceramic coated cone. Additionally, a new obturation technique (Synchronized Hydraulic Condensation) will be introduced and all participants will have the opportunity to validate these concepts during the hands-on session.

The hands-on session provides the participants the opportunity to use "Real World" techniques and to witness first-hand, how they will change the way they practice endodontics.

## AGENDA

**Date** Friday, March 14, 2014

**Time** 8:00 - 8:30 A.M. *Registration and breakfast*

8:30 A.M. - 12:00 P.M. *Lecture presentation*

**Location** **Franchesco's**

7128 Spring Creek Rd, Rockford, IL 61107

815-229-0800

**Tuition** Complimentary - *No refunds will be issued as this is a tuition-free course.*

**CE credits** 3.5 hours

**CE information:** DENTSPLY is an ADA CERP Recognized Provider. ADA CERP is a service of the American Dental Association to assist dental professionals in identifying quality providers of continuing dental education. ADA CERP does not approve or endorse individual courses or instructors, nor does it imply acceptance of credit hours by boards of dentistry. DENTSPLY designates this activity for 3.5 continuing education credits.

## REGISTRATION/INFORMATION

To register or for more information on this program, contact

D&S Dental Laboratory:

**Email** info@dnsdental.com

**Phone** 800-236-3859

If registering by email, please reference the program date and location and also include your full name and contact information.

**Please respond as soon as possible as space is limited.**

FRIDAY, APRIL 11, 2014  
8:30 A.M.—3:45 P.M.

COURTYARD BY MARRIOTT  
MADISON WEST/MIDDLETON  
2266 DEMING WAY - MIDDLETON, WI 53562

**CREDIT: 6 HOURS**

Lecture/Participation

**SCHEDULE:**

8:30—9:00 A.M.

*Registration*

9:00 A.M.—12:00 P.M.

*Morning Session*

12:00—12:45 P.M.

*Lunch*

12:45—3:45 P.M.

*Afternoon Session*

**TUITION:**

\$100 (Waived for D&S clients who send in registration with their next case)

**REGISTRATION:**

Visit [www.dnsdental.com](http://www.dnsdental.com) for Registration Forms



Academy  
of General Dentistry™

**PACE**

Program Approval for  
Continuing Education

Approved PACE Program Provider  
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of dentistry or AGD endorsement 1/1/2012  
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Real World Endo  
AGD Provider  
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Last year Minnesota became the seventh state in the United States requiring labs to register with the state dental board. In Minnesota, laboratories are required to fully disclose the material composition and point of origin of the restoration, and also include a statement of compliance with the FDA. Additional provisions requiring a Certified Dental Technician in each laboratory and minimum continuing education were considered, but not adopted. Other states do require labs to comply with these and other measures.

According to the ADA, dental offices located in states where labs are required to register have not reported any measurable increase in their operating costs. It is time to encourage all of our states to follow the lead of states such as Minnesota, Texas, South Carolina, and others, and require laboratories doing business there to register and comply with a minimum set of standards.

In the meantime, doctors should review the labs they are working with and ask the following questions...

- Are you a Certified Dental Laboratory (CDL) according to the National Board of Certification?
- Do you have Certified Dental Technicians in your laboratory?
- Do you fully disclose point of origin and material composition with your restorations?
- Are you registered with the FDA? If so, are you an importer or a manufacturer?
- Do you outsource any of your work to other laboratories (foreign or domestic)?
- Are you OSHA compliant?
- Do you have Quality Systems in place?

The domestic dental laboratory profession, like dentistry itself, is going through significant change. Due to a variety of reasons, the number of U.S.-based dental labs is predicted to decline up to 39% by 2017. Increased regulation and oversight will ensure that the good labs stick around, that technicians continue to live up to educational standards, and that full disclosure between labs, offices, and patients is achieved. As NADL President Gary Iocco says, "Both patients and dentists should be informed consumers and know the history of their restorations because not all dental restorations are created equal. We want to get the message out there that minimum standards are absolutely necessary in the profession, and we are eager to raise awareness of their impact on positive dental experiences."

## TECHNICIAN'S TIP OF THE MONTH

### IMPRESSIONS AND TRAYS

Be careful of impression set-up times with the change in seasons. Many offices prefer "Quick Set" or "Fast Set" impression material, but a slight change in storage temperature in your office can affect the set-up time.

Check for distortions with non-rigid triple trays. Many of the plastic/metal combo trays on the market employ a metal connector bar that is not very robust, and it can bend when the impression is removed from the patient's mouth. The thicker all metal trays do not bend, and the all plastic trays tend to snap back after bending. However, the metal/plastic combo trays can bend and stay bent, which may result in a slight distortion.