



2012 Volume 1

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

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INCISAL EDGE

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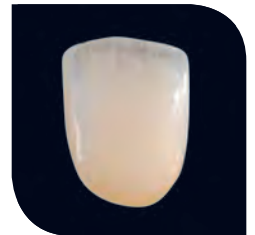
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PREPPING FOR A CERAMIC RESTORATION

Over the last couple of years, there has been a tremendous increase in the popularity of non-metal restorations. Fit, esthetics, performance, and cost have all contributed to the shift toward ceramic restorations. In addition, with the material options available today, any required indication can be fulfilled with a type of non-metal restoration. At D&S, e.max® (Lithium Disilicate), Lava™ (porcelain fused to Zirconia), and ZR (monolithic Zirconia) account for nearly 40% of all crown and bridge units we produce.

While ceramic restorations have many advantages, the materials must be treated correctly in order to ensure functionality, which begins with the preparation. In general, chamfer or shoulder preps with an axial wall taper of 4-8° work best for non-metal restorations. Sharp line angles and edges must be avoided, while rounded internal angles lead to more consistent restorations. Fractures and chipped margins are common results of inadequate margin preparations or sharp angles.

In addition, proper reduction is extremely important, which can vary depending on the type of crown being prescribed. For the monolithic ZR Crown, we can work with as little as .5 mm of clearance all the way around. Because of the monolithic nature and material strength of the ZR, .5 mm is sufficient to guard against fracture; however, at that thin prep, the esthetic result is slightly diminished. Similar to a PFM, IPS e.max® and Lava™ should have at least 1mm of reduction at the gingival margin, and at least 1.5 mm of occlusal reduction. Thinner preps often result in chipped margins or fractures of e.max® crowns, and porcelain chipping or fracturing on a Lava™ crown (also on a PFM).



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DR. MCKINNEY JOINS D&S

In mid-November, Dr. Clayton McKinney joined D&S to help instruct and train some of our younger technicians in anatomy, morphology, basic dental sciences, and occlusion. Dr. McKinney is presently conducting four classes each week for one hour. He also assists technicians as a facilitator of particular programs such as anatomical design of posteriors and full denture construction. There are 12 technicians now under his tutorage who feel fortunate to not only receive some formal education in dental technology, but also to receive some insights to the clinical side of our products.

Originally from Ashland, Wisconsin, Dr. McKinney attended the University of Minnesota Dental School, and, after graduation, began a practice on Madison's east side in 1961. In 1997 his son Dan joined him in the practice. After practicing full time for 39 years, Dr. McKinney continued to see patients part time for a number of years.

D&S places a high value on giving our technicians who have an interest, opportunities for growth both technically and personally. With the presence of Dr. McKinney we hope to continue to improve their knowledge base for the benefit of our clients and their patients.

INTRODUCING D&S REWARD CERTIFICATES

Beginning in 2012, we will be awarding "D&S Reward Certificates" in place of the Flightags® Travel Certificates as a reward for prescribing at least five Lava™ units in a given month. All past Flightags® Travel Certificates will be honored through Flightags® Inc. of Des Moines, Iowa. All new "D&S Reward Certificates" will be honored directly through our laboratory in Waunakee, Wisconsin.

The goal of this program is to reward you, a valued partner of our laboratory. Since introducing the program two years ago, we have seen tremendous growth. By creating our own Rewards program we will be able to streamline the redemption process, and provide you with the level of customer service you are used to receiving from D&S, without having to rely on a third party administrator. All D&S Reward Certificates sent in for reimbursement will be processed within days, and all questions can be answered right at the lab. The D&S

Rewards program also gives us the flexibility to expand the offer to other lab products or services quickly and easily.

For the time being, the D&S Reward program will continue to reward everyone who sends at least five Lava™ units in a given month. You will still receive a \$100 D&S Reward Certificate for every 10 Lava units invoiced in a given month, and a \$30 D&S Reward Certificate for every five Lava units invoiced (note that clients will not be rewarded twice for the same units). So, if you are invoiced for five Lava™ units you will receive a \$30 certificate, if you are invoiced for 10 units you will receive a \$100 certificate, if you are invoiced for 15 units you will receive \$130, and so on. The D&S Rewards Certificates can be used for airfare, hotel accommodations, auto rentals, sporting events, vacation packages, cruises, etc. To receive reimbursement, you simply send related receipts

along with your certificates to the laboratory, and our accounting department will issue a check.

Our laboratory continues to reward for Lava™ Crown & Bridge because Lava™ is the Cadillac of non-metal restorations. Lava™ units offer precision-milled fit, proven strength, and natural esthetics. In addition, as a 3M Authorized Lava Milling Center, D&S is able to provide unit pricing for Lava™ that is extremely competitive. As metal prices continue to hover near all-time highs, Lava™ provides a terrific alternative to a PFM. If you would like more information regarding Lava™, or our D&S Rewards program, please call our laboratory or visit our website, www.dnsdental.com.

*Lava and D&S Dental Laboratory, Inc.
– There Is A Difference*

UPCOMING EVENTS CALENDAR

Below is a preliminary schedule for educational seminars and programs currently scheduled for the spring and summer months.

ESTHETIC DENTISTRY

Co-Sponsored by Dr. Jody Schilling
March 1, 2012
Madison, Wisconsin

Located at The Bonfyre Grill in Madison, this webinar is part of the Clinical Grand Rounds series offered through the University of Minnesota School of Dentistry.

5:15–6:30 p.m. Registration, Networking, Dinner (light supper, soft drinks, and dessert provided)
6:30–8:00 p.m. Clinical Case Presentation Webcast

CE Credits: 1.5

There is no cost for attending, however, seating is limited and pre-registration is required. To register, send an email to frontdesk@schillingperio.com with your name and the course you plan to attend.

MASTERING IMPLANT DENTISTRY

Co-Sponsored by Astra
April 27, September 13, November 16, 2012
LaCrosse, Wisconsin

This multi-session program will take you through the benefits of incorporating implant treatment into your dental practice. Session topics will include treatment planning and assessment of implant placement, and soft tissue considerations for achieving optimal results. Focus will be on the products and procedures available to help bring simplicity and reliability to the restorative process.

Sessions vary in length and start times. This is an Astra-Tech program, and Astra-Tech does charge a fee for the series. For registration information, contact Alex Wantoch, Astra-Tech District Manager, at 414-587-2833 or alex.wantoch@astratech.com.

STAFF APPRECIATION

May 10, 2012
Waunakee, Wisconsin

D&S Dental Laboratory invites the entire office staff of your practice to an evening of learning at our Waunakee location.

Over 30 door prizes will be awarded at the end of the evening! Attend each of the table clinics offered during the evening and receive a playing card at each location. The five best cards will form your poker hand, and prizes will be awarded to the top finishers. The dental office staff makes our job easier at the lab, so this is our way of showing our appreciation for your help.

5:30 p.m. Food and Drinks
6:00 p.m. Table Clinics
7:30 p.m. Prizes

RESTORATIVELY DRIVEN ESTHETIC IMPLANT DENTISTRY

Co-Sponsored by Astra
May 25, 2012
Kohler, Wisconsin

With the advances and evolution occurring in implant dentistry, it is imperative that we provide the most esthetic restorative and surgical option for our patients. This program is designed for the experienced as well as the emerging implant dentist. The emphasis of this program will be on understanding the advantages of dental implant systems and restorative options available.

Registration forms with additional information will be coming soon!

TBD/GOLF

Co-Sponsored by 3M
August 24, 2012
Wisconsin Dells, Wisconsin

Save the date for the third annual D&S Learn on the Links golf/CE event. Trapper's Turn in Wisconsin Dells will once again host our group on Friday, August 24. The morning will consist of three hours of continuing education (topic and speaker to be announced) followed by lunch, and then an afternoon on Trapper's championship golf course.



Mark your calendars now, and watch for registration information in the days and months ahead.

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Finally, pre-op models can be a tremendous help for our technicians on anterior cases. Even if a patient has a broken or missing tooth, the pre-op model helps determine proper contour for lip support, phonetics, anterior guidance, and esthetics. They also help to ensure the proper facial reduction of the prepared tooth.

Specific product information and print-outs (including prep and seating instructions) are available on our website, www.dnsdental.com, in the "Informational Handouts" section. In addition, our Service & Product Catalog can be printed from the website, or requested in hard-copy format by contacting the lab.



Recommended Prep Guidelines for Lava™ and e.max® Include Chamfer or Shoulder Preps (No Sharp Lines or Angles) 1mm Marginal Clearance, 1.5–2 mm Occlusal Clearance, and a 4–8° Axial Wall Taper.

Photos Courtesy of 3M Espe

D&S is Turning 40!



Watch for special events and offers throughout the coming year!



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