



2011 Volume 3

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

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INCISAL EDGE

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D&S DENTAL LABORATORY DONATES DIGITAL IMPRESSION SYSTEM TO MARQUETTE UNIVERSITY DENTAL SCHOOL

Marquette University School of Dentistry students will soon gain valuable experience in digital dentistry thanks to a donation by D&S Dental Laboratory. This spring, D&S donated a Chairside Oral Scanner from 3M ESPE, to Marquette, which will be incorporated into the predoctoral curriculum in their General Dentistry program beginning in the fall. This donation will allow the students to see, first-hand, the increasing digitization of workflow and its benefits.

Digital impression technology is quickly replacing manual impressions in the dental field due to the increased accuracy, reduced seating time, and elimination of impression materials it delivers. Laboratories nationwide reported the number of digital impression users they work with had doubled from the spring of 2010 to the spring of 2011. The Chairside Oral Scanner is the best of several digital impression devices on the market today because of its open architecture and its use of digital video technology to capture a continuous image inside the patient's mouth. Other systems use a series of photographs that are then joined together to create the digital impression. Also, because it is an open system, any type of restoration can be produced from a COS scan, and the latest software can even tell you if you have enough clearance for your restoration of choice.

The greatest advantage to incorporating a digital impression system in the operatory is the accuracy it provides. The impression can be reviewed in 3D prior to sending the file to the laboratory, so you have immediate feedback on the quality of the image. The accuracy of the system is proven by the tremendous reduction in remake



Pictured (L to R); Representing MUDDS Dr. Gary Stafford, Dr. William K. Lobb - Dean, Dr. Gerald Ziebert, Dr. Timothy Creamer, Dr. Harshit Aggarwal, Travis Zick - D&S Dental Laboratory

DIGITAL PHOTOS

One of the greatest benefits of technology in recent years has been the ease of taking and transmitting digital photos between the dental office and laboratory. At D&S, we appreciate photos any time we receive them. Our technicians even use an iPad to view the photos in many cases rather than print them to eliminate the chance for distortion as well as the ease of zooming in.

Thanks to the explosion of smart phones and tablets containing digital cameras, it is easier than ever to take and send photos. We currently receive photos from many dental offices via iPhones or iPads that are excellent, and only take a few seconds of time in the operator. We encourage all of our clients to send photos whenever possible to our photo email box, dsdentalphotos@me.com. Please remember to include your office name and the patient's name so they can be easily identified. These images are another wonderful tool to help our lab technicians produce the highest quality and most lifelike restoration possible to satisfy your patients.



SMART FUTURE PLAN OF MATC INCLUDES NEW HEALTHCARE EDUCATION BUILDING

Madison Area Technical College is building the future through the Smart Future Campaign. In November 2010, the College proposed its first construction referendum since 1972. The new building will house the Healthcare Education programs that will provide training for current and new health-related occupations as well as clinical services for the

community. The facility will be built on the Madison Truax campus in the area currently used for parking. Replacement parking is being created on land acquired adjacent to the Truax campus.

The first phase of the building will begin this August and the completed facility will have more than 20 healthcare programs together in one

facility for active, collaborative learning. Creative methods have been used in its design to update, improve, and expand facilities to serve the technology explosion, enrollment growth, changes in teaching and learning, and the requirements for life-long skill development.

The facility will provide education for dental assisting and dental hygiene programs, and a possible dental laboratory training program in the future. It will also provide an increased access to dental care for the community. It is estimated that by 2016, Wisconsin will see a 30% increase in demand for dental hygienists alone. Expanding access to high quality training as well as offering dental care to the community are the top priorities of the Smart Future Plan.

D&S Dental Laboratory has long been a supporter of the assisting and hygiene programs at MATC. Our lab has partnered with these programs to provide presentations and lab tours to help the students better understand the procedures involved with cases sent to a laboratory. We recognize the important roles played in the dental offices by the assistants and hygienists in providing top quality patient care, and, consequently, the need to continue to support top-notch education for these valuable positions. That is why our laboratory is a strong supporter of the Smart Future Plan, and we have made a financial commitment to help make this facility a reality. We believe our continued support is a benefit to our laboratory, our clients, and, most importantly, the patients.



FREE SEMINAR

DELIVERING CONSISTENT, QUALITY RESTORATIONS FROM START TO FINISH

FRIDAY, AUGUST 26, 2011

TRAPPER'S TURN GOLF CLUB

CO-SPONSORED BY D&S DENTAL LABORATORY, INC. AND 3M ESPE

This presentation will provide an overview of the restorative process from the time of impression through cementation with the objective of enhancing the indirect procedure. Impression materials and troubleshooting will be discussed along with hands-on tips and techniques for impression management. In addition, we will demonstrate the Chairside Oral Scanner, 3M ESPE's digital impression system, with the opportunity for hands-on trials. Featured in Dr. Gordon Christensen's *Clinicians Report*, this device is quickly replacing manual impressions in the dental industry.

You will also see how the digital highway is changing the way restorations are produced by the laboratory and increasing the quality of the final product for you and your patients. Finally, we will discuss restorative material options and how they can be utilized to reduce the dependency on expensive metal in today's market.

Finish the day with an afternoon of golf at Trapper's Turn Golf Club, one of Wisconsin's top golf courses, designed by Andy North. A continental breakfast and lunch will be provided.

Attend this informative and fun-packed event for a chance to win a Pentamix 3 with a retail value of \$1,899. One Pentamix 3 will be given away FREE to a lucky attendee.



To register for this event or to request more information, contact Dawn Pilsner at D&S Dental Laboratory, Inc.
E-mail: dsdentlab@aol.com • Phone: 608-849-5343
Or mail or fax the form below to: D&S Dental Laboratory, Inc. •
1020 Quinn Drive • Waunakee, WI 53597 • Fax: 608-849-7500

Name _____

Office Name _____

Address _____

City, State, Zip _____

Phone _____

Fax _____

E-mail _____

YES, I will be staying to play golf.

NO, I will not be staying to play golf.

Attendance is limited, so don't wait. Register today! RSVP required by Friday, August 5.



SCHEDULE

8:30–9:00 a.m. Registration and Breakfast

9:00 a.m.–Noon Presentation

Noon–12:45 p.m. Lunch

1:00 p.m. Golf

LOCATION

Trapper's Turn Golf Club
652 Trapper's Turn Drive
Wisconsin Dells, WI 53965
800-221-TURN
www.trappersturn.com

TUITION

FREE Breakfast, Lunch, Seminar, and Golf included at NO COST

CE CREDITS

3 hours

*RSVP Required by
August 5*



3M ESPE

Dental Products 3M Center, Building 275-2SE-03
St. Paul, MN 55144-1000 USA

2011 Closing Dates

Monday, September 5
Labor Day

Thursday & Friday,
November 24 & 25
Thanksgiving

Monday, December 26
Christmas Holiday (observed)



Digital Impressions continued from cover page

percentage for any type of fixed restoration produced from a COS scan. Nationally, the average laboratory remake percentage decreases from 3.5% for analog impressions to 1% for COS impressions. At D&S, our remake percentage decreases from 2.4% for analog impressions to .5% with COS! Even if your office rarely experiences remakes, you will still benefit from the accuracy of the COS scans thanks to reduced seating time. The average seating time for a restoration produced from a COS scan is 40% less than one produced with an analog impression. Very often, doctors utilizing the COS find that their restorations simply “drop into place” with little or no adjusting, even with long span bridges. The time savings and associated reduction in stress level is often cited as the most appreciated benefit by COS users. Finally, this time savings, dollar savings on impression materials, impression retakes, and remakes combine to make the return on investment for these systems relatively short for an office with average production.

From the laboratory standpoint, the receipt of digital impressions allows us to skip several steps in the manufacturing process that can be potentially troublesome. Today, 95% of our fixed restorations at D&S are designed and fabricated digitally. When analog impressions enter the lab, they have to be disinfected, poured, trimmed, pinned, and articulated. Then, the model is scanned and the restoration is designed virtually utilizing CAD technology. Receipt of a digital impression file allows us to skip directly to the design stage after the margins are marked virtually. While the SLA models are being fabricated and shipped to the laboratory, we are already designing and manufacturing the restoration. In some cases, the final restoration is nearly complete by the time the model arrives for final checking of contacts.

The benefits of digital impression files for the doctor and the laboratory are numerous, and the end result is better quality of care for the patient. At D&S, we are very proud to partner with Marquette Dental School to help our future dentists gain valuable exposure to the benefits of digital technology and prepare them for future implementation in their offices.

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