



2013 Volume 1

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

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INCISAL EDGE

INSIDE THIS ISSUE

Product Spotlight
ADA Coding Change
for Lava Ultimate
PG. 2

Real Word Endo®
Presents New
Dimensions In
Endodontics Seminar
PG. 3

D&S Featured in *LMT
Magazine* for 40-Year
Anniversary
PG. 4

PLEASE NOTE
D&S Dental Laboratory
Will be Closed the
Following Dates in
2013

May 27 – Memorial Day
July 4 & 5 –
Independence Day
September 2 – Labor Day
November 28 & 29 –
Thanksgiving
December 25 –
Christmas (Observed)

MEDICAL DEVICE EXCISE TAX UPDATE AND NEW INDUSTRY REGULATIONS

In our last newsletter, we included an article outlining the impact of the new Medical Device Excise Tax that took effect January 1. After receiving a high volume of questions, we felt it would be worthwhile to provide an update on the key aspects of the MDT as well as additional state and federal regulations impacting our industry now and in the future.

MEDICAL DEVICE EXCISE TAX

As part of the Health Care and Education Reconciliation Act signed into law in May 2010, the Medical Device Excise Tax officially took effect on January 1, 2013. The MDT is a 2.3% Federal Excise tax on all "taxable medical devices," which are devices that require FDA registration. Domestically manufactured dental restorations themselves are, generally, not considered medical devices, and are not subject to the tax. The only domestically made, finished lab products that are subject to the tax are TMJ and sleep apnea appliances. These specific appliances are FDA registered and regulated, and therefore, the finished appliances are subject to the MDT. While other domestically manufactured, finished restorations are not subject to the MDT, almost all of the materials and supplies used in dental offices and laboratories are devices listed with the FDA, and therefore the raw materials are subject to the tax. In addition, all importers of dental restorations are required to be registered as such with the FDA, so ALL imported dental restorations themselves will be taxed under the MDT.

MINNESOTA STATE REGULATION

Clients of our laboratory may have noticed additional information on your invoices as of the beginning of the year. While we have always printed the alloy composition on our invoices, we now list all materials contained in the final restoration you receive. We have also included an FDA compliance statement and location of origin on each invoice. The driving force behind this change was legislation passed by the



continued on page 2



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PRODUCT SPOTLIGHT

ADA CODING CHANGE FOR LAVA ULTIMATE

3M ESPE's Lava Ultimate material, which is used for D&S Dental Lab's Ultimate Crown, is now included under the Porcelain/Ceramic CDT Code as of January 1, 2013. At the time of its release, the existing CDT Codes did not reflect the advances in ceramics and material science. However, the new definition for a Porcelain/Ceramic material as of January 1, 2013:

“REFERS TO PRESSED, FIRED, POLISHED, OR MILLED MATERIALS CONTAINING PREDOMINANTLY INORGANIC REFRACTORY COMPOUNDS—INCLUDING PORCELAINS, GLASSES, CERAMICS, AND GLASS CERAMICS.”

3M ESPE worked with the ADA's Code Advisory Committee to accomplish this change. The complete list of all code changes is available through the ADA's website at www.ada.org/3827.aspx.

The Ultimate Crown from D&S (milled from 3M ESPE Lava Ultimate material) is a monolithic, nano-ceramic material indicated for single unit crowns, inlays and onlays, and veneers. Ultimate is comparable in strength and esthetics to a milled e.max restoration; however, the material is much more resilient and very easy to work with. Ultimate is easy to adjust, and the doctor can add to the restoration chair side using light cured restorative material. Due to the resiliency of Ultimate, it is recommended for use as an implant supported restoration. The prep for an Ultimate Crown should be similar to Lithium-Disilicate with smooth, tapered walls, and no sharp angles or lines. A minimum of 1mm of reduction at the margin and 1.5mm at the occlusal surface is required. As long as sufficient clearance is provided, Ultimate Crowns are backed by a 10-year warranty, and the cost is only \$119/unit!

For more information on the Ultimate Crown, visit www.dnsdental.com.

(CONTINUED FROM PAGE 1)

State of Minnesota requiring all dentists practicing in the State to obtain and keep this information in their patients' files. The legislation states that:

“All labs must provide material content of the restoration to the doctor to be placed in the patient chart. All labs must also disclose country of origin where the technological work was performed, and information on who manufactured the prosthetic. Labs will also have to state if FDA compliant materials were used in the restoration.”

Similar disclosures are already required in some other states, and are being considered in more. They are aimed at increasing the level of transparency about where the work is being done, and also as a measure of protection in case there is a product or material failure. At D&S, our Quality System includes material lot and batch numbers that track usage as well as QS and FDA information from each of our approved vendors. In addition, since all of our restorations are manufactured in-house, it is very simple for us to provide country of origin. While these disclosures are required for doctors in Minnesota, our lab decided to include them on all cases going out as an additional piece of our Quality System.

FDA OVERSIGHT

Based on information from the FDA and the NADL, we anticipate more oversight of the lab industry by the FDA in the near future. The FDA has become increasingly concerned with the materials and products being placed in patients' mouths, their location of origin, and who is producing them. Currently, a dental laboratory is subject to oversight from the FDA only if it manufactures certain oral appliances (TMJ and sleep apnea), or if the laboratory is a registered Importer. If the lab does neither, there is no regulation or oversight in place. D&S is a registered manufacturer of the Tap Appliance. This means that FDA auditors can inspect our laboratory and our Quality System at any time with only a few days' notice. We believe the FDA will continue to expand its oversight in the industry to include additional restoration types and procedures.

The FDA has already begun to increase oversight and awareness in the area of imported dental restorations. Foreign manufacturers of dental restorations are now required to disclose all known domestic clients to the FDA. In turn, the FDA has pledged to make this information available to the public. Laboratories and dental offices that are registered importers with the FDA have always been visible to the public via the FDA website, but this new disclosure will crack down on offices and labs that are receiving imported work without registering. The goal of this new FDA regulation is to raise the level of transparency for work being done outside the United States.

Additional information regarding these and other topics can be found on the ADA's website (www.ada.org) and the NADL's website (www.nadl.org). The Dental Device Classification Code list and the Dental Device Product Code list showing which materials and supplies are included in the MDT are both available on the FDA's website (www.fda.gov/medicaldevices).

REAL WORLD ENDO® PRESENTS NEW DIMENSIONS IN ENDODONTICS

Description: Full-Day Presentation (Lecture and Hands-On)

The lecture segment of this presentation will concentrate on two areas. 1) How to incorporate new material science, such as bioceramic technology into your practice and 2) How to perform root canal therapy that will actually enhance the long-term prognosis of the tooth. The goal of this program is to have all dentists learn how to perform endodontics in a way that offers their patients a predictable long-term natural dentition option 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 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. Time will also be dedicated to "Preventing the Separation of Rotary Files" and the use of piezo electric ultrasonics will be available at all times. We will deliver "Just the Facts ... Nothing but the Facts."

DURING THIS LECTURE/HANDS-ON PARTICIPANTS WILL LEARN:

1. How to create straight-line access that will expedite the endodontic process.
2. Discover how endodontics can be precision-based.
3. The importance of preserving coronal radicular dentin.
4. How to "machine" or "mill" an endodontic preparation.
5. The benefits of developing "endodontic synchronicity" between a machined preparation and a master cone.
6. The multiple advantages of performing a constant .04 taper preparation.
7. Learn the new "synchronized hydraulic condensation" technique featuring the use of bioceramic technology.
8. How best to restore an endodontically treated tooth.
9. The multiple benefits of piezo electric ultrasonics.
10. Most importantly, how to perform endodontics in a way that doesn't compromise the long-term retention of the tooth. In fact, learn how to do endodontics so that you actually enhance the long-term prognosis of the tooth.

For the ultimate Real World Experience, attendees are encouraged to bring two to four accessed, extracted teeth.

Refund Policy: No refunds. CE support provided by Brasseler USA®

*Note: Tuition will be waived for D&S customers who send the registration form with their next case.

This activity has been planned and implemented in accordance with the standards of the Academy of General Dentistry Program Approval for Continuing Education (PACE) through the joint program provider approval of (Real World Endo) and (D&S Dental Laboratory, Inc.). Real World Endo is approved for awarding FAGD/MAGD credit.



**FRIDAY, MARCH 15, 2013
8:30 A.M.—3:45 P.M.**

HOLIDAY INN EXPRESS

3100 WELLINGTON PLACE • JANESVILLE, WI 53546

CREDIT: 6 HOURS

Lecture/Participation

SCHEDULE:

8:30–9:00 A.M.

Registration

9:00 A.M.–12:00 P.M.

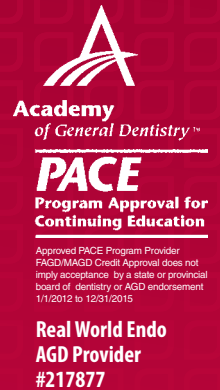
Morning Session

12:00–12:45 P.M.

Lunch

12:45–3:45 P.M.

Afternoon Session



LYNNE BROCK, D.D.S.

Dr. Lynne Brock received her D.D.S. degree in 1990 from the University of Texas (Houston) and her Certificate of Advanced Graduate Studies in Endodontics from Marquette University in 1993. In addition to maintaining a full-time endodontic practice, she finds the time to serve on the Board of Directors for the Greater Milwaukee Dental Association and is an elected Delegate for the Wisconsin Dental Association. Formally an adjunct faculty member in the Department of Endodontics at Marquette University, Dr. Brock currently is a Real World Endo Board Advisor and certified lecturer.



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40 YEARS

D&S DENTAL LABORATORY

D&S FEATURED IN *LMT* MAGAZINE FOR 40-YEAR ANNIVERSARY

D&S Dental Laboratory, Inc. recently celebrated our 40th anniversary serving the dental community. Since 1983, our full-service laboratory has also been recognized as a Certified Dental Laboratory by the NADL in all five specialties (Ortho, Partial Dentures, Full Dentures, Crown & Bridge, and Ceramics). In addition, D&S proudly claims 10 Certified Dental Technicians on staff. In recent years, D&S has been an industry leader in the incorporation of technology in the production process. Today, the laboratory houses a full milling center, a design center for fixed design and partial design, rapid prototype printing, and more. In addition to providing quality products, we believe our longevity is due to the relationships we build with our clients through our service-centered philosophy. It is our goal to be a trusted partner and resource for all of our valued clients rather than a product provider. Recently, *LMT Magazine*, the foremost publication in the dental lab industry, wrote an article about our laboratory, the history, our outstanding group of employees, and the mission of our company. **The article can be downloaded in PDF format on our website homepage, www.dnsdental.com.**

