



## 2016 Volume 4

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**

**November 24-25, 2016**

*Thanksgiving*

**December 26, 2016**

*Christmas*

**January 2, 2017**

*New Year's*

## Jim Rapp Joins D&S



*Jim Rapp*

D&S Dental Laboratory is proud to announce that Jim Rapp has joined our team as Director of Sales. Jim has over 20 years of sales experience, including 14 in the dental industry.

Previously, he was a Sales Specialist for the Argen Corporation, a worldwide leader in dental alloys, digital dentistry and scrap refining services. He received his Bachelor of Science from Baker University.

"We're very excited to welcome Jim to our laboratory," says Steve Daggett, president and co-owner of D&S Dental Laboratory. "Jim has a tremendous amount of industry knowledge and will help us stay in touch with our doctors, personally visiting with them and hearing the challenges they encounter so we can partner with them on solutions."



*John Hill*



*Carrie Miller Woods*

Away from work, Jim is an avid sailor and racer, CrossFitter, and serves as a Commissioner on the Planning and Zoning Board of his town. Jim lives in northern Illinois with his wife and two daughters.

Jim will work closely with the existing client representative team visiting doctors and understanding how the laboratory can help meet their evolving needs. Full-time client representative John Hill works out of the Wauwaukee headquarters and part-time client representative Carrie Miller Woods works in the Greenfield laboratory area.

*Contact any one of our client reps to inquire about lunch and learns, to provide ideas for CE seminars or to ask about any of our products or services.*



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# PRODUCT SPOTLIGHT

## Custom Implant Abutments

As the biggest *privately* owned lab in the area, D&S Dental is a leader in dental implants. We do so many dental implants, we're able to drive down prices on custom abutments – which are now more affordable than stock abutments. See our pricing below.



Stock Abutment Plus Prep Fee	EOM Patient Specific Abutment
\$381.50	<b>\$230.00</b>



Stock Abutment Plus Prep Fee	EOM Patient Specific Abutment
\$377.50	<b>\$246.00</b>



Stock Abutment Plus Prep Fee	EOM Patient Specific Abutment
\$324.50	<b>\$239.00</b>

We also offer custom abutment packages for under \$500.

**Straumann Titanium Package \$395.50**  
**Straumann Zirconia Package \$495.50**

Package includes soft tissue model, analog, Straumann patient-specific Titanium or Zirconia abutment and ZR crown.



## D&S Adds Another CDT



Trudy Hornbacher recently joined the D&S Dental Laboratory Removable team. She's a Certified Dental Technician with more than 30 years of experience, including lab management. Our Removable Department is now overseen by three CDTs with more than 80 years of combined experience. From partial to complete dentures, night guards, mouth guards and sleep appliances – if it's removable, we make it.



## TECHNICIAN'S TIPS OF THE MONTH

- Save yourself time and materials by having us make your short-term temporary restoration from shaded PMMA (tooth-shaded thermoplastic). Just send us your pre-op impression and we can fabricate a temporary through the CAD/CAM process and get you the temp prior to the prep appointment, which should minimize chair time for that appointment. These temporaries are also great for further checking form, occlusion and contact, as the same digital design is used to create the final restoration.



- You can also use CAD Verification Bridges (CVBs), also milled from shaded PMMA (tooth-shaded thermoplastic), for try-in or as temporaries on multi-unit cases. Send us your adjustments from the try in and we'll tweak the design for the final restoration.
- When sending in files from the iTero intra-oral scanners for partial dentures, please be sure to indicate in the notes section that this is a removable case and to maintain as much tissue as possible. D&S Dental digitally designs and uses 3D printers to fabricate our partial dentures.

## Send Stump Shade for Zirconia Restorations

As zirconia restorations become more transparent, it's more important than ever to include a stump shade with your cases, especially anteriors. We recommend including photos showing the stump shade tab next to the prep. If there are multiple stump shades, take a photo of each one.

All photos can be emailed to [photos@dnsdental.com](mailto:photos@dnsdental.com).

Stump shades are necessary because all-ceramic models are prepared by painting the dies to match the color of the prepared tooth structure. This is done so the technician can determine the ingot shade choice for the entire case or if different ingots will be needed for different teeth. Also, the staining process will be adjusted according to the dentin color. There is no "regular stump shade" since dentin enamel varies so much.

When stump shades vary due to a root canal or post build up, block out the darkness with a composite material (not white) and match the adjacent stump.

While technology has changed a lot of things in dental practices and labs in recent years, the basic shade taking process is still the same and is absolutely critical to produce a restoration that looks as natural and life-like as possible. Bottomline: technicians can't mask the stump color properly if we don't know what we're masking and where.

Feel free to call the lab with any questions.



## Dentures Seminar



*Sixty-five people attended the CE Seminar titled The Nuts and Bolts of 21st Century Dentures held October 14 in DeForest. Dr Stephen Wagner spoke of the progress being made on digital dentures along with tips on traditional techniques and is pictured here (far right) talking with a table of attendees during a break.*

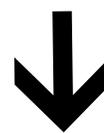
## Payment Options

D&S Dental Laboratory accepts Visa®, Mastercard® or American Express® credit card payments, allowing doctors to accrue cardholder benefits such as travel rewards or cash back. We also offer a cash discount – practices that pay their statement by check by the 10th of the month receive a 3 percent discount on the current statement. Contact the Accounting Department for additional details at 800-236-3859.

## DID YOU KNOW?

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**3%** TRADITIONAL  
IMPRESSION



**.5%** DIGITAL  
IMPRESSION

The industry average for remakes is around 3 percent, which is where D&S Dental typically hovers. However, if the impression comes in digitally from an intra-oral scanner, our remake percentage on those cases drops to about 0.5 percent. Digital impressions are that more accurate than traditional ones, and we can discover issues almost immediately when we receive the digital file.



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 Certified Dental Laboratory

## Learning on the Links

Our 7th Annual Learn on the Links seminar and golf outing was another success. Almost 75 people attended the morning seminar on *Computer Planning Implants on an Everyday Basis* presented by Dr. Timothy Hart. After lunch, 54 golfers took to the course at Trappers Turn in the Wisconsin Dells.

### Congratulations to our flag event winners:

- Closest to the pin                      Dr. Randy Straub
- Closest to pin from off green        Dr. Dave Kenyon
- Long putt (Arbor)                      Dr. Gene Sorensen
- Long drive in fairway                 Dr. Jim Van Gemert
- Closest to pin in 3                      Dr. Tom Thies
- Long putt (Lake)                        Dr. Kent Vandehaar



One of the many foursomes that enjoyed the day at Trappers Turn included (left to right) Dr. Mike Kaske, Dr. David Kenyon, Dr. Kent Vandehaar and Dr. Steve Stoll.



This fivesome included (left to right) Dr. Bob Demkovich, D&S Business Manager Don Statz, Dr. Matt Lehman, Dr. Tim Durtsche and Dr. Adham Abdelrahim.