



2017 Volume 2

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 2017

May 29 Memorial Day

July 3-4 Fourth of July

Sept. 4 Labor Day

Nov. 23-24 Thanksgiving

Dec. 25 Christmas

How to Send a Digital Impression

More and more dentists are purchasing intraoral scanners for their practices because they realize the long-term benefits. Compared to traditional impressions, digital impressions are:

- **Patient Friendly** No more "goop"
- **Quicker** Scans can be completed in less than one or two minutes
- **More Accurate** Digital scans capture more information and tell you immediately if you're missing anything

Scanners can also help your practice save money in the long run. Because the digital impression is more accurate, historically there are fewer remakes. D&S also offers a \$10 discount for model-less restorations. You're also no longer purchasing impression materials.

No matter what type of intraoral scanner you decide to purchase, D&S Dental Laboratory is set up to receive files from all the major brands. Just visit our website at www.dnsdental.com and select Send a Case > Send a Digital Impression.

CEREC Services

If you have a CEREC scanner, for a minimal fee, D&S can digitally contour your restoration and send it back for you to mill or we can finish it in any of our nine crown choices. Some doctors find this service particularly helpful when time is needed chairside versus digitally contouring the crowns.

COMs Streamlined Implant Workflow

Did you know the Center for Oral and Maxillofacial Surgery (COMs) in Madison partnered with D&S to add a 3M True Definition Intraoral Scanner to its office to streamline the implant process?



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PRODUCT SPOTLIGHT

New LAVA Esthetic (Monolithic) Crown



D&S is proud to offer the latest monolithic zirconia to hit the marketplace. It's called Lava Esthetic and it is manufactured by 3M. In our zirconia world at D&S, our main *high translucency* zirconia is ZR Plus at 1,100 mPA, then we have the *super translucent* zirconias, which include Imagine™ (769 mPA) and the new Lava Esthetic (800 mPA).

Lava Esthetic is a little stronger and slightly more translucent than Imagine™, but it currently only comes in eight shades: Bleach, A1, A2, A3, A3.5, B1, C1 and D2. Of the monolithic zirconias, it is the most translucent at the incisal and is described as the first zirconia with inherent toothlike fluorescence. Similar to Imagine™, you can only do three-unit bridges with Lava Esthetic.

Write "Lava Esthetic" on your next RX form to give it a try.

Benefits

- High translucency - First zirconia with inherent, toothlike fluorescence
- Excellent shade made to VITA® Classic shades by built-in shade gradient
- Durable full contour at 800 mPA
- Easy cementation

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Now, once a general practitioner prescribes an implant, they can send their patients directly to COMs for a digital impression, eliminating an entire appointment and the ordering of coping parts and tools.

Within seconds of the scan, COMs can send the digital file to D&S Dental Laboratory to design and fabricate the implant components. All the lab needs from the doctor is a completed Rx form with shade, abutment and restoration type.

Contact COMs on your next implant case to ensure you make a great (digital) impression on your patient!



TECHNICIAN'S TIP OF THE MONTH

Lack of occlusal clearance is one of the most common issues we run into at the laboratory. There is a slick new prep-marking product on the market called PrepCheck™, which will help make sure you have enough space for the desired restoration.

Here's how it works. You insert a small tab between the preparation and opposing dentition. If the tab doesn't slide out with little resistance, you insert the coated side and have the patient tap or grind down on it. The tab has a special coating that marks the teeth, showing you the areas that need to be reduced.

PrepCheck comes in three sizes (1, 1.5 and 2 mm) and costs just \$95 for a box of 50. For information, visit www.commonssensedental.com.



D&S Has Best Quality System in the Business

D&S Dental Laboratory's Waunakee headquarters remains the only laboratory in Wisconsin to receive DAMAS accreditation. We've held the designation since March of 2015. The Dental Appliance Manufacturers Audit System (DAMAS) is an annually inspected quality management system designed specifically for dental laboratories. It is offered by the National Association of Dental Laboratories as an alternative to ISO Certification and closely mirrors the U.S. Food and Drug Administration's Quality System/Good Manufacturing Practice.

Upcoming Implant Seminars



In conjunction with Dentsply Sirona Implants, D&S Dental Laboratory is hosting two seminars presented by Dr. Christopher Barwacz, who is an Assistant Professor at the University of Iowa College of Dentistry and Dental Clinics with a dual appointment in the Craniofacial Clinical Research Program and Department of Family Dentistry. He currently

maintains a faculty practice in restorative and implant dentistry in Iowa City, Iowa. Space is limited; call Joleen at 608-849-5343 about availability.

Computer Guided Implant Planning with Immediate Restoration

Thursday, May 4, 2017

6:00-8:30 p.m. (dinner provided)

SentryWorld, Stevens Point, WI

Interdisciplinary Implant Treatment Planning from a Restorative Perspective

Friday, May 5, 2017

8:30 a.m. – 3:30 p.m.

Franchesco's Ristorante, Rockford, IL

Improving Teamwork and Communication in Your Dental Office

At times, personality and behavioral style differences can get in the way of clear communication and understanding. A team will work more effectively together if there is a framework for understanding these differences. The DiSC® behavior model provides a framework for understanding individual behavioral styles and the styles of others. DiSC® is a personal assessment process used to enhance self-awareness, teamwork and communication. Please join us for this full-participation workshop focused on the DiSC® Behavior Model presented by Jennifer Valentine, HR/OD Consultant, Dental Practice Advisors, LLC.

Workshop Agenda:

- Module 1 - Discovering your DiSC® Style
- Module 2 - Understanding Styles of Others
- Module 3 - Building More Effective Relationships

After this course, participants will be able to:

- Increase self-knowledge by discovering their individual behavioral style
- Discover similarities and differences among the behavioral styles of self and others
- Quickly identify the behavioral styles of others to ensure effective communication
- Enhance communication within teams that have different behavioral styles
- Foster constructive and creative team interactions
- Facilitate better teamwork and minimize team conflict

Dentists are encouraged to bring their entire office team to this event.



Learn About Social Media for Your Practice

D&S Dental Laboratory is proud to be the exclusive sponsor of the Wisconsin Dental Study Club's upcoming program: **Social Media Management and Search Engine Optimization for Dentists.**

The full-day program will be held May 19, 2017, at Madison College.

For cost and details, visit

www.wisconsin dental study club.com and select summer meeting.

Friday, May 19, 2017

Session 1: 8:00–11:30 a.m.

Session 2: 12:30 – 4:00 p.m.

Lucky's Bar and Grille (next door to D&S)
1008 Quinn Drive, Waunakee, WI

Both sessions include D&S Tour.
Light refreshments will be served.

Participants must select either
Session 1 or 2, not both.

CE CREDIT: 3 Hours

TUITION: Complimentary (\$55 charge if
cancel after completing the online DiSC®
Assessment)

REGISTRATION:

www.dnsdental.com/teamwork

Co-sponsored by



Dental Practice Advisors

Register by
May 10



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Your Full Service
Certified Dental Laboratory

SAVE THE DATE

We're working on our fall CE seminar lineup. Here are a few dates; more will be added. Watch for mailers or check back for updates at www.dnsdental.com/events.

August 18, 2017 ||

Lake Lawn Resort, Delavan, WI

Learn on the Links: Seminar and Golf Outing

3 CE Credits Topic/Speaker TBD



September 29, 2017 || Madison, WI

From Analog to Digital: Science and Innovation in the Implant World - Dr. Limmer

6 CE Credits

October 6, 2017 || Madison, WI

Endodontics: Three-Dimensional Endodontic Instrumentation and Obturation - Dr. Fleury

6 CE Credits

D&S Donates \$1,000 to Mission of Mercy



Removable Department Manager Dennis McPherson, CDT, is shown in this photo (far right) proudly giving Wisconsin Dental Association (WDA) Executive Director Mark Paget and WDA Foundation Executive Director Vicki Bohman a check for \$1,000 to be used for next year's Mission of Mercy event, June 22–23, 2018.

D&S donated the money as part of a special promotion launching its new Facebook page last quarter. We said if we received 100 Facebook Likes, we would donate \$1,000. Visit www.wda.org for more information the Wisconsin MOM event, which provides free dental care to those in need.