

INCISAL EDGE



2009 Volume 3

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

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REMMERS SLEEP RECORDER HOME SLEEP STUDY FOR YOUR PATIENTS

Sleep problems occur for millions of people, adversely affecting their work and personal relationships. Our laboratory in partnership with SagaTech provides a portable, diagnostic solution, giving patients the medically determined result essential for obtaining treatment. SagaTech developed the Remmers Sleep Recorder and accompanying data analysis software, and since 2000 has been selling to hospitals, clinics, dental laboratories and dental practitioners of sleep medicine in Alberta, and limited regions throughout Canada and the United States. The Remmers Sleep Recorder is manufactured from its head office in Calgary, Alberta Canada, operating under FDA approval and ISO 13485 Certification.

Being a portable device, the Remmers is an alternative to conducting sleep studies from a laboratory environment. It is dispensed to patients overnight for use at home, and then SagaTech also provides remote, expert interpretation of the recorded data. The physician determining the need for treatment therapy uses this interpretation.

The Remmers unit has been validated as an equivalent to polysomnograph (PSA) that is employed in a hospital procedure. PSA requires overnight hospitalization of the patient and services of a respiratory technician. In Canada and the United States, this leads to diagnosis waiting times of six months to a year or more. The Remmers machine can be used at home and does not require a technician. Costs are \$2,000 to \$4,000 in a sleep lab compared to as low as \$250.00 at home. The device can also be used for diagnosis of some other sleep disorders.

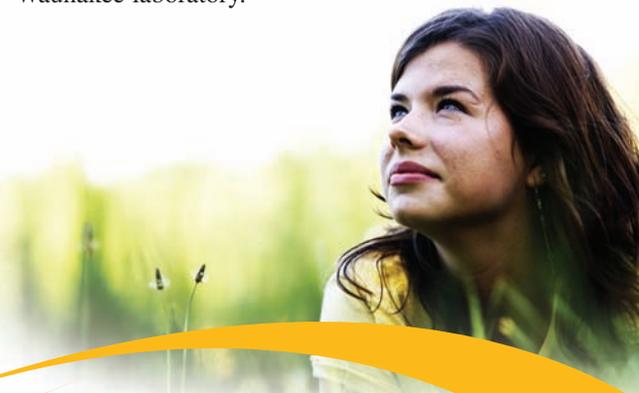
Beyond the reduction of the load on the health system, is the impact of the disease. Sleep apnea is thought to be one of the most underdiagnosed conditions recognized in medicine with as many as 95% of those affected going undetected. Untreated patients are also known to have double the amount of health claims,

reflecting the increased strain caused by sleep disorders. In addition to health risks, there is a major social consequence. It has been demonstrated that sleep apnea significantly increases the risk of motor collisions. Reliable authorities estimate 15%–20% of collisions may involve sleep apnea as a factor with untreated sufferers prone to a 10-fold chance of causing an accident.

At D&S Dental the Remmers Sleep Recorder is available for our clients to rent. The rental for an overnight study is \$250.00. With the data that is downloaded the following morning you can have your patient submit it for interpretation to his or her own physician or D&S can have the interpretation read by Dr. J.E. Remmers, MD for an additional \$50.00 fee.

Our laboratory can make a visit to your office for training your staff on patient use and to download the Remmers Software on your computer. A one-time fee for software/training is \$100.00.

If you would have any additional questions regarding the Remmers Sleep Recorder, software requirements, staff/patient training or would like to review the Dentists Clinical Manual or DVD please contact Craig Pilsner, CDT, TE, at our Waunakee laboratory.



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PRODUCT PROFILE

Lucitone FRS
(Flexible Denture Resin)

DESCRIPTION

- A flexible and monomer-free thermoplastic dental resin

DOCTORS' BENEFITS

- More impact and stain resistant resin than conventional thermoplastics
- Easier to grind and polish
- Matches Lucitone shades
- Tissue shaded or clear clasps are available
- Monomer and metal free (for patients allergic to monomer denture resin)

SEND TO LABORATORY

- Full arch impressions (custom tray) and bite registration

INDICATIONS

- Temporary partial or small to medium size full dentures
- Occlusal splints and nightguards

NON-INDICATIONS

- Not intended for long-term use or to replace metal cast partials
- Unilateral partials

PREPARATION INSTRUCTIONS

- Standard procedures except that the flexible clasp material is able to engage a deeper undercut than a cast chrome clasp. The occlusal rest preparations cannot be utilized so a lingual blanket major connector must be used to ensure adequate stability during function.

SEATING INSTRUCTIONS

- Lucisaf burs are recommended for chairside adjustment
- Coarse pumice for polishing
- Tripoli for polishing

CARE

- Clean denture gently with a toothbrush using baking soda, soap, denture paste, or toothpaste and water

INSURANCE CODES

- D5225 Maxillary Flexible Base
- D5226 Mandibular Flexible Base

SEMINAR – LOCATOR® IMPLANT ATTACHMENT THURSDAY, OCTOBER 15, 2009

GUEST SPEAKER DR. R. VOGEL, D.D.S.

Dr. Vogel graduated from Dental School at Columbia University in New York City before completing a combined residency program at Jackson Memorial Hospital, Mount Sinai Medical Center and Miami Children's Hospital in Miami, Florida. He maintains a full-time private practice in Palm Beach Gardens, Florida, in Implant Prosthetics and Reconstructive Dentistry working closely as a team member with several specialists providing Implant based comprehensive treatment as well as conducting clinical trials and providing clinical advice to the Dental Attachment and Implant field. Dr. Vogel has developed and collaborated on the development of several prosthetic components and techniques currently in use in Implant Dentistry today. He lectures internationally on Implant Dentistry focusing on Simplification, Confidence and Predictability of Implant Prosthetics through ideal Treatment Planning and Team Interaction. He has published numerous scientific articles on Implant Dentistry and is a Fellow of the International Team for Implantology.

Dr. Vogel, D.D.S. will lecture on several topics such as, edentulous patient treatments using the LOCATOR® System and other restorative dental implant applications. Treatment planning for esthetic success and an overview of the restoration process with corresponding prosthetic component options will be included in the lecture. Participants of this program will understand how to assimilate restorations supported by dental implants into their practice with predictability and confidence. In addition, Dr. Vogel will review recent developments in surface technology, and how such advancements may help to accelerate overall treatment.

Upon Completion of this course, the participants will be able to:

- Discuss the current treatment options available for partially and edentulous dental patients.
- Understand the treatment planning process for single-tooth and multiple-tooth restorations.
- Discuss the "profitability" of a solid abutment including impression procedures.
- Understand features and benefits of the LOCATOR® Implant Attachment System.
- Review the selection process for potential dental implant patients and where Bone Level implants will be beneficial.

DINNER / 5:30 P.M.

SEMINAR / 6:00-8:00 P.M.

SEMINAR LOCATION

Arboretum Centre
1004 Quinn Drive
Waunakee, WI 53597

THERE IS NO FEE FOR THIS SEMINAR & DINNER

To register for this free seminar, call Dawn at D&S Dental Laboratory, Inc.
608-849-5343

SEMINAR – DIGITAL PHOTOGRAPHY

FRIDAY, OCTOBER 9, 2009

CAPTURE THE PERFECT SMILE

Discover how easily you can create a whole new approach to patient documentation, communication and marketing.

Find out which of the latest camera models are ideal for your practice and learn how to use it correctly. You will leave with the skill to take clinical photographs of your patients and learn how to communicate with the laboratory, colleagues and patients through email, printing and case presentation.

GUEST SPEAKER RITA BAUER



Rita Bauer is the Digital Media Specialist at the University of Toronto where she provides photographic material for educational purposes and teaches clinical photography, PowerPoint presentation techniques and digital photography.

With over 600 presentations and workshops given for the dental community, Rita has become recognized as a leading authority on this subject. She specializes in making digital photography easily accessible for dentists and their staff, and in transforming inexperienced photographers into enthusiastic, competent digital camera users.

She has received Honorary Memberships as a Fellow of the International College of Dental Surgeons and the Omicron Kappa Upsilon Honor Dental Society.

SEMINAR LOCATION

Arboretum Centre
1004 Quinn Drive
Wauunakee, WI 53597
608-849-5343 / 800-236-3859
dsdentlab@aol.com

LECTURE / 8:00 A.M.–12:00 P.M.

WHAT YOU WILL LEARN

- *Camera Selection:* How many pixels do you need? How much money do you need to spend? From SLR to Kodak's Point and Shoot Dental System, try out the latest digital cameras suitable for dentistry and decide which digital camera is best suited for your practice.
- *Techniques for Standardized Patient Photography:* Learn how to position the patient for clinically correct views.

- *Portrait Techniques:* Give the patient a picture they actually want.
- *Accessories:* Retractors, mirrors, backgrounds and gadgets that work.
- *Digitizing Radiographs:* Photographic techniques instead of scanning.
- *Case Presentation Made Easy:* Making a customized patient presentation in minutes.
- *Communication with Digital Images:* Emailing without frustration.
- *Printers & Papers:* Inkjet, laser, and dye sublimite printers explained.

LUNCH / 12:00–1:00 P.M.

Lunch will be provided to all participants compliments of D&S Dental Laboratory, Inc.

HANDS-ON WORKSHOP / 1:00–5:00 P.M.

Hands-on workshop requirement: digital cameras will be provided, but participants are encouraged to bring their own digital dental cameras for evaluation and set-up instructions. Please bring mirrors and retractors (can be purchased at a special price at the course).

THIS HANDS-ON WORKSHOP IS LIMITED TO THE FIRST 20 REGISTERED PARTICIPANTS.

SEMINAR FEES

LECTURE / \$75.00 PER ATTENDEE

HANDS-ON WORKSHOP / \$95.00 PER ATTENDEE

Registration deadline is Friday, October 2, 2009. No refund will be given after this date. For registration information and Hands-On Workshop availability or questions, please call Dawn Pilsner at **800-236-3859** or **608-849-5343**.



HANDLING AND PREP MADE EASY

3M ESPE has prepared a booklet on preparation and handling guidelines for dentists and their dental laboratories. The booklet was designed so both groups (clinicians and labs) understand the complete process for using Lava Zirconia for a wide range of indications.

Indications such as single crowns, splinted crowns, three unit to long span bridge, cantilever bridges, inlays and onlay bridges, Maryland type bridges, primary (telescopic) crowns, and implant abutments have preparation examples in photography on what is unacceptable and acceptable and the cementation recommendation for their restoration.

The booklet is titled *Handling and Prep Made Easy* and can be sent or delivered to your office simply by calling our laboratory and requesting one.

LABORATORY EDUCATION DAYS

D&S Dental Laboratory extends an invitation to you and your staff to visit our laboratory in Waunakee. Tours of the laboratory give staff a chance to see who they are talking to on the phone and visualize the production of a quality restoration or prosthesis. Plan your visit so our laboratory staff can take your group to lunch. We can also provide workshops of 15 to 30 minutes on any topic for your staff from pouring up models to shade taking.

Contact Craig at the Waunakee laboratory at 800-236-3859.

We believe our standards are reference points by which others might judge their own success. Our efforts establishing these respected benchmarks have made us leaders in our field.



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