



2015 Volume 1

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 2015

May 25 - Memorial Day

July 3 - D&S Day

September 7 -
Labor Day

November 26 -
Thanksgiving

November 27 - D&S Day

December 25 -
Christmas (Observed)

Increasing Demand for Implant Services Drives Growth

While dentistry as a whole has experienced moderate growth over the past five years according to the ADA, implant dentistry has grown at a much more rapid pace. There are several factors driving growth in this sector. Certainly implants have become much more readily accepted by patients than just a few years ago. Competition amongst suppliers has helped lower costs. The advances in technology, materials, and design of the implants themselves have resulted in less invasive procedures and shortened recovery times.

However, one of the main drivers in the growth in the implant market is the aging population in the United States. Baby Boomers account for roughly 1/4 of our population, and they represent a growing demand for services. According to the ADA, patients over the age of 60 account for a growing share of dental expenditures, and they also have the highest per patient dental expenditure of any group. There is an increasing need for service amongst this segment of the population, and, in general, there is a higher demand than in the past for esthetic as well as functional results. The byproduct has been an increase in more comprehensive and complex cases, and in general a higher demand and acceptance of implant treatment. According to the American Academy of Implant Dentistry roughly 3 million Americans have dental implants...but that number is growing by 500,000 per year! Also according to the AAIC, the implant market in the United States today is estimated to be approximately \$1 billion...but that is expected to grow to \$6.4 billion by 2018!

At D&S Dental Laboratory, we have certainly experienced the increased demand for implant services. However, lab services no longer entail simply manufacturing a restoration to fit on a stock abutment or casting an abutment in-house. Today, we are a resource for both surgeons and dentists who are placing and restoring implants, both on the front end and back end, with the help of the latest technology and procedures in our laboratory.

Digital Case Planning and Surgical Guide Fabrication

As one of a handful of labs in the United States that are authorized SIMPLANT® laboratories, we are able to virtually plan your case to your approval, and then fabricate a surgical guide from that plan for use in placement of

the implant(s). Simply send us the DICOM file from your patient's CBCT scan along with impressions or models. After planning the case, we set up a virtual meeting with all parties involved to review the proposed plan, make any changes, and gain approval. The surgical guide itself is printed to the exact specifications of the plan, and it will make placing implants much less stressful and time consuming.

Hybrid Denture

One of the fastest growing procedures across the nation is the hybrid denture, "teeth in a day" procedure. There are several versions promoted by labs and implant manufacturers across the country. However, in most cases the procedure involves 4-6 implants being placed and immediately provisionalized with a screw retained temporary denture. D&S technicians attend the surgery to retrofit a pre-made economy denture into a screw retained temporary based on the surgeon's implant placements. The lab then works with the restorative doctor to fabricate the bar and final denture.



This procedure is the ultimate team effort combining the surgeon, restorative doctor, and the laboratory all working together. It has gained momentum nationally due in large part to clinics direct marketing to patients, and the patient's ability to obtain immediate gratification (teeth in a day).

Screw Retained Zirconia

Another option for the final prosthesis, and one quickly becoming popular, is a screw retained Zirconia restoration.



The fully milled Zirconia prosthesis can be fabricated in one piece to include full contour, monolithic posterior teeth, facial cutback or fully veneered anteriors, and pink tissue porcelain. This is the ultimate in esthetics and function for a full arch reconstruction. It is also an option in cases where there is not enough clearance for the bar retained denture.



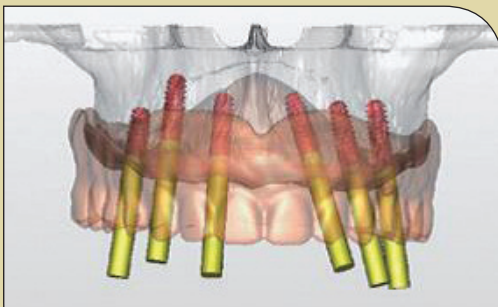
PRODUCT SPOTLIGHT

Digital Case Planning & Surgical Guides

D&S Dental Laboratory is proud to be one of a handful of laboratories in the United States that are authorized SIMPLANT® laboratories. Utilizing this technology, we are able to virtually plan your case to your approval, and then fabricate a surgical guide from that plan for use in placement of the implant(s). It is a very simple process:

- 1 Take an impression or intra-oral scan (if partially edentulous)
- 2 Send patient for CBCT scan (single or dual scan depending on fully or partially edentulous)
- 3 Call D&S Implant Department for a link to upload your DICOM file and send models or impressions to the lab
- 4 Go To Meeting with D&S technician to review and approve case plan
- 5 Upon approval of plan, surgical guide is printed to plan specs and delivered for implant placement

Whether it is a single or multi-implant case, our case planning services and surgical guides will help reduce stress and shorten chair time when placing implants. For more information, call Steve Daggett, CDT at our Waunakee laboratory (1-800-236-3859).



Plan the Case - \$200



Order Guide - \$425 (Includes 1 Sleeve - \$45 Ea. Addtl.)

CONTINUED FROM PAGE 1

Patient Specific Abutments

The vast majority of implant cases done at D&S are now fabricated on patient specific abutments. These abutments are CAD designed and milled from the final tooth shape for proper angulation and emergence profile. The results are optimal support and retention of the final restoration, and the best possible esthetic outcome. The costs of the abutments are nearly always less than purchasing a stock abutment and sending it to the lab for adjustment. Plus, we are able to use the CAD design file from the abutment to design and fabricate the final crown while the abutment is being milled, which means a similar turnaround time to a tooth born restoration.



With the expectation of extreme growth in demand for implant services in the United States over the next four years, it is important to know the options available to you and your patients. Lean on your laboratory as a resource to determine what products, services, and technology are at your disposal when treatment planning with your patients. For more information on any of these items, please call our Waunakee laboratory at 1-800-236-3859 (for hybrid dentures ask for Removable, for all else ask for Implants).



TECHNICIAN'S TIP(S) OF THE MONTH

Working with Zirconia

Any adjusting of occlusion and/or contacts should be done using a fine diamond bur cooled with water. After adjusting, smooth and polish all affected areas with a diamond rubber wheel to smooth out the material. An electric hand piece produces greater torque at low RPM and easily polishes out any diamond bur adjustments. Polished zirconia offers very low wear to opposing dentition.

Full contour zirconia offers an excellent option for tight occlusal situations. We are able to mill to a thickness of 0.5 mm, but we ask for 0.7 mm of reduction in order to allow room for anatomy and for possible adjustments. Please do not take a restoration any thinner as it compromises the zirconia and its warranty. We will include a reminder to make any adjustments to the opposing for minimal thickness cases.

If you face adjusting a large amount of zirconia, please review the bite registration. We work hard to mount each case according to the bite registration we receive with it. Sometimes that registration does not match what is presented at seating and the best option would be to take a new bite and send the case back to the lab. Give us a call for further assistance in that situation.

Properly handled Zirconia is extremely strong, and following these tips can help maintain that maximum strength. Finally, keep in mind our laboratory does have bur kits available specifically put together to adjust and polish Zirconia. If you would like to purchase one, or if you have additional questions about handling this material, please call our Waunakee laboratory at 1-800-236-3859.

Make Sure to Sign Prescription Forms

Wisconsin State Law requires licensed dentists to provide a signed prescription form to the laboratory for any prosthesis. The State can audit the process at any time, including coming to the lab to review records, and the potential penalty to the doctor for submitting an unsigned Rx could include reprimand, suspension, or revocation of license. For further information, refer to Wisconsin State Statutes, Chapter 447. At D&S, our office will call anytime we receive an unsigned Rx and ask for a signature prior to starting the case.



OPTIONS AND DECISION FACTORS FOR THE EDENTULOUS ARCH

FRIDAY, MARCH 13, 2015 • MADISON, WI

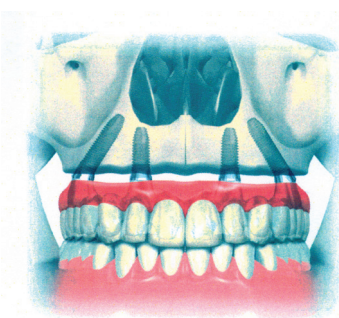
Presented by Russell A. Baer, DDS

COURSE DESCRIPTION

Providing a practical guide to the rehabilitation of the edentulous arch, this advanced course highlights in detail the principles and restorative concept of the All-on-4® treatment concept as a straightforward, standardized treatment option for edentulous arches, and its integration in the practice.

The following will be discussed:

- Treatment options for the edentulous arch — removable or fixed.
- Demographics of edentulism.
- Identifying the terminal dentition.
- Patient selection; indications and contraindications.
- Presurgical considerations and procedures.
- Surgical stent fabrication.
- Conversion to a fixed temporary prosthesis.
- Prosthodontic options and protocol.
- Laboratory considerations.
- Maintenance and follow-up.
- Complications.



AGENDA

Date	Friday, March 13, 2015
Time	8:00 - 8:30 A.M. <i>Registration and breakfast</i> 8:30 A.M. - 12:00 P.M. <i>Morning presentation</i> 12:00-1:00 P.M. <i>Lunch</i> 1:00-4:00 P.M. <i>Afternoon Presentation</i>
Location	Monona Terrace Community and Convention Center 1 John Nolen Drive, Madison, WI 53703 608-261-4000
Tuition	Complimentary - <i>No refunds will be issued as this is a tuition-free course.</i>
Credits	6.5 CE <small>Nobel Biocare USA, LLC, is an ADA CERP recognized provider. ADA CERP is a service of the American Dental Association to assist dental professionals in identifying quality providers of continuing dental education. ADA CERP does not approve or endorse individual courses or instructors, nor does it imply acceptance of credit hours by boards of dentistry. Nobel Biocare USA, LLC, designates this activity for 6.5 continuing education credits.</small>

REGISTRATION/INFORMATION

To register or for more information on this program, contact D&S Dental Laboratory:

Email info@dnsdental.com

Phone 800-236-3859

This course is designed for clinicians only.

If registering by email, please reference the program date and location and also include your full name and contact information.

Please respond as soon as possible as space is limited.

REAL WORLD ENDO® PRESENTS RESTORATIVE ENDODONTICS, a modern standard of care for long-term success

DESCRIPTION: FULL-DAY PRESENTATION (LECTURE AND HANDS-ON)

Restorative Endodontics (RE) is based on minimally invasive root canal preparations and bioceramic bonded obturation that enhance the long-term biomechanical success of the endodontically treated tooth. It (RE) is based on a biologic approach that emphasizes debridement and disinfection rather than shaping for obturation. This Real World Endo presentation is highly practical and will describe (in detail) numerous facets of clinical endodontics, utilizing a "Case Based Learning Approach." A premolar and molar clinical case will be discussed in detail that will demonstrate both the Basic and Advanced Instrumentation and Obturation Technique, as well some technique variations to handle more challenging cases. The principal scientific concepts for successful endodontics will be presented as well as new technology and techniques that emphasize responsible shaping and HA (hydroxyapatite) bonding inside the root canal. A new instrumentation and obturation system (ESX®) will be introduced that incorporates the above concepts. (All participants will have the opportunity to validate these concepts during the hands-on session.) Real World Endo remains dedicated to the preservation of the natural dentition through smarter more thoughtful endodontics. This presentation is a must-see for those practitioners committed to clinical efficiency without sacrificing quality care for their patients.

Please bring two to four accessed, extracted teeth that are patent to the apex with a size 10 hand file. Also bring a sample of your current rotary instrumentation system for comparative evaluation. (Bring at least one or two size 25 tip rotary files from your current system.)

**FRIDAY, APRIL 24, 2015
8:30 A.M.—3:45 P.M.**

MARRIOTT MILWAUKEE WEST
W231 N1600 CORPORATE COURT • WAUKESHA, WI 53186

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

TUITION:

\$100 (Waived for D&S clients who send in registration with their next case)

REGISTRATION:

Visit www.dnsdental.com for Registration Forms



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Case Planning Tools to Optimize End Results

One of the great benefits of today's technology and materials being realized by dentists and laboratories is the ability to properly plan, design, and fit large cases to reduce chair time and optimize results at the end of the process. There are several tools at our disposal that we are currently using at D&S to increase the likelihood of success on large cases.

In our laboratory, and in many like ours, all of our restorations are designed utilizing CAD software. This enables us to provide screen shots, or images of the restorations for immediate review within a couple days of receiving the case. These screen shots can be emailed to you in a 2D format for a quick check of the initial form.

Next, diagnostic wax-ups are now milled from the original design file. The wax-up can be quickly milled and sent to your office upon successful design. If the wax-up is altered during review, our designers can then scan those changes into the CAD software to duplicate it exactly.

Once the changes are scanned in, or the original wax-up is approved, we mill a CAD Verification Bridge that can be used to check fit (similar to a metal try-in) as well as again verify the final look of the restoration. As we know, the margin for error shrinks dramatically as the number of units increases. Therefore, the CVB allows for peace of mind on large cases to know we can significantly reduce the chance of having a remake due to fit or open margins. This CVB is milled from shaded PMMA with no finish work done to it. However, if the fit and form are to your patient's approval, you can cement the CVB as a short-term temporary while we make the final restoration.

In addition to fit, the CVB is also used to again check form, hygiene, esthetics, occlusion, contacts, and more. If the CVB is adjusted for any reason, you can send it back to the lab to have the changes scanned in to our CAD software, or keep it as a short-term temp and send an impression instead. If the CVB cannot be adjusted to properly fit and function in the patient's mouth, new impressions need to be taken at that point.

At D&S, any fixed case that includes six or more units is treated as a "large case," and we try to utilize all of the steps outlined above. For these types of cases, it is worth everyone's time to properly plan and execute using all of the tools available to us in order to avoid costly remakes, lost chair time, and frustration at delivery. For more information about the steps above, or the case planning process, please call our Waunakee laboratory.

D&S Dental Laboratory Receives WDA Recognition

D&S Dental Laboratory, Inc. recently received an honor from the Wisconsin Dental Association recognizing our lab's contributions to the industry over the past several years. At the WDA Annual In Session in November, D&S was presented with the 2014 Friends of Dentistry Award, which goes to an entity that makes ongoing contributions to the mission of the WDA.

The WDA's announcement read: *"D&S, under the leadership of company President Travis Zick, has been a true friend and supporter of the Wisconsin Dental Association, especially of its charitable works programs."*

D&S has been involved in the Donated Dental Services program for years, providing lab services at 50% discounts – and is happy to do so. For the past 3 years, D&S has served as lead for the lab area at the WDA Mission of Mercy. In addition to bringing a majority of the lab equipment and donating nearly all of the lab supplies, D&S also provides a strong contingent of their lab personnel for the two-day event. D&S donations have an average value of \$5,000 per MOM event."

Dennis McPherson, CDT, our Removable Manager, and Randy Stifter, CDT, our Ceramics Manager are the driving forces behind our ongoing involvement with the Mission of Mercy and Donated Dental Services. Their leadership, with help from many of our team members, led to this honor. All of us at D&S Dental Laboratory are extremely honored to share in this prestigious recognition.