



2010 Volume 4

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

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INCISAL EDGE

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A NEW PARTIAL REPLACEMENT

Snap-It™ is the newest member of the Snap On Smile® product line. Snap-It™ is an affordable ultra thin dental appliance to replace flipper partials, partial dentures, and implant temporaries. Snap-It™ is **not** a vacuum form product, but a patented, custom-made removable appliance with a 12-month warranty.



You can now offer your patients a partial replacement for a missing tooth that works and won't embarrass them. Snap-It™ is an ideal choice for an esthetic, comfortable, and efficient partial denture that literally snaps into place without coverage in the palate area or uncomfortable extensions over the gums. A Snap-It™ partial simply snaps into place over the patient's existing dentition. The partial is completely tooth borne. Retention is achieved using heights of contour and snaps into the gingival 1/3 of the tooth. No prepping, no injections and no adhesives are required.

Benefits of the Snap-It™ partial include:

- Fewer adjustments
- Better fit
- More esthetically pleasing—comes in 19 shades and 18 smile designs
- Far less chair time—two short dental office visits
- Improved patient satisfaction
- Confidence of the patient
- A practice builder

Eating doesn't have to be a chore, as it can be due to uncomfortable partial dentures or bulky flippers. Snap-It™ has been proven in thousands of cases over the last four years and has been called the future of removable partial dentures. If you would like more information about Snap-It™ partials or Snap On Smile full arch veneers, call our removable department or visit our website at www.dnsdental.com.

2010 Year-End Holiday Schedule

Thursday, November 25 – D&S Dental Laboratory, Inc. Closed

Friday, November 26 – D&S Dental Laboratory, Inc. Closed

Friday, December 24 – D&S Dental Laboratory, Inc. Closed

FREE SEMINAR PROSTHODONTICS & IMPLANTS

THURSDAY, DECEMBER 2, 2010 • 5:15 P.M.
THE BONFYRE GRILL, MADISON, WI

This webinar is presented by Dr. Jody Schilling in conjunction with D&S Dental Laboratory & Astra Tech. The course will feature clinical case presentations by Dr. John Schulte, and is part of the Clinical Grand Rounds series offered through the University of Minnesota School of Dentistry.

5:15–6:30 p.m.: Registration, Networking, Dinner (light supper, soft drinks, and dessert provided)

6:30–8:00 p.m.: Clinical Case Presentation Webcast

CE Credits: 1.5

Location: Private Event Room, The Bonfyre Grill, 2601 W. Beltline Highway, Madison, WI 53713

There is no cost for attending, however, seating is limited and pre-registration is required. To register, send an email to frontdesk@schillingperio.com with your name and the course you plan to attend.

RESULTS FROM D&S' AUGUST 6 GOLF & LEARN EVENT

The August 6 seminar co-sponsored by D&S Dental Laboratory and 3M at the scenic Baraboo Country Club was well attended, and perfect weather made for a very fun afternoon on the golf course. Congratulations to all of the talented golfers who won the hole events, and thank you to everyone who attended. Given the response to this year's event, it's safe to assume we will do it again next year!

Hole	Flag Event	Winner
1	Closest to Pin – Tee Shot	Dr. Joe Parlante
2	Closest to Pin – Any Approach Shot	Dr. David Clemens
3	Long Putt	Dr. A.M. Werner
4	Closest to Pin – Tee Shot (Women)	Renee Lynn
5	Long Drive in Fairway (Men)	Dr. Tim Jenness
6	Long Putt	Dr. John Kastendiek
7	Closest to Pin – Tee Shot	Dr. Lou Heitke
8	Closest 3rd Shot	Larry Nummerdor, CDT
9	Long Drive in Fairway	Dr. Matt Karls
10	Closest to Pin – Tee Shot	Dr. Kevin Masters
11	Closest to Pin – Any Approach Shot	Dr. Tim Rosin
12	Closest 3rd Shot	Dr. Jim Van Gemert
13	Long Drive in Fairway (Women)	Renee Lynn
14	Closest to Pin – Any Approach Shot	Dr. Dick Schaefer
15	Long Putt	Dr. Terry Moen
16	Long Drive in Fairway (Men)	Dr. Tim Rosin
17	Closest 2nd Shot	Dr. Bob O'Connor
18	Long Putt	Dr. Terry Moen

D&S EXPANDS LAVA™ TRAVEL CREDITS® PROGRAM

NOW GET REWARDED FOR
PRESCRIBING 5 LAVA UNITS

Due to the tremendous response to the Lava™ travel rewards program that we began back in January, we have decided to extend the program beyond the initial end date of 9/30/10. However, not only are we extending the program, we are also EXPANDING it!

Beginning in October, our travel credit program will reward everyone who sends at least 5 Lava™ units in a given month. You will still receive a \$100 Travel Credit certificate for every 10 Lava units you prescribe in a given month, however, you will now receive a \$30 Travel Credit certificate if you prescribe only 5 Lava units (note that clients will not be rewarded twice for the same units). So, if you send 5 Lava units you will receive a \$30 certificate, if you send 10 units you will receive a \$100 certificate, if you send 15 units you will receive \$130, and so on. The travel certificates can be used for airfare, hotel accommodations, auto rentals, sporting events, vacation packages, and cruises.

Lava Crown & Bridge is the Cadillac of non-metal restorations because of the precise fit, proven strength, and natural esthetics. 3M brings vast expertise in material science and systems integration to create products that consistently meet the high standards that Doctors and labs expect. D&S Dental Laboratory and 3M offer a Five-Year Limited Warranty for Lava Crowns & Bridges.

Lava Crowns offer superior fit, proven strength, natural translucency, and unmatched esthetics, and they now also offer reduced lab costs and Travel Credits® to boot! If you would like more information regarding Lava™, prep or seating instructions, or samples please call D&S Dental Laboratory or visit our website, www.dnsdental.com.

Lava and D&S Dental Laboratory, Inc. –
There Is A Difference

