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# INCISAL EDGE

2022 Volume 2

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

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**PLEASE NOTE: D&S Dental  
Laboratory Will Be Closed  
the Following Dates**

**May 30**  
Memorial Day

**July 4**  
Independence Day

**September 5**  
Labor Day

**November 24-25**  
Thanksgiving

**December 26**  
Christmas

**Restoring Smiles  
for 50 Years**

## Digital Impressions Steadily Increasing

### *How to Choose and Use Intraoral Scanners*

The pandemic caused an explosion of digital solutions, from online shopping to remote work and virtual learning. The dental industry is no exception, seeing a jump in the submission of digital impressions since the pandemic.

We're definitely seeing this increase in digital impressions at D&S, which is great news since digital impressions result in more accurate restorations and fewer remakes. They can also eliminate delivery or shipping days. Currently, digital impression cases represent about 20–25% of total cases in the lab.

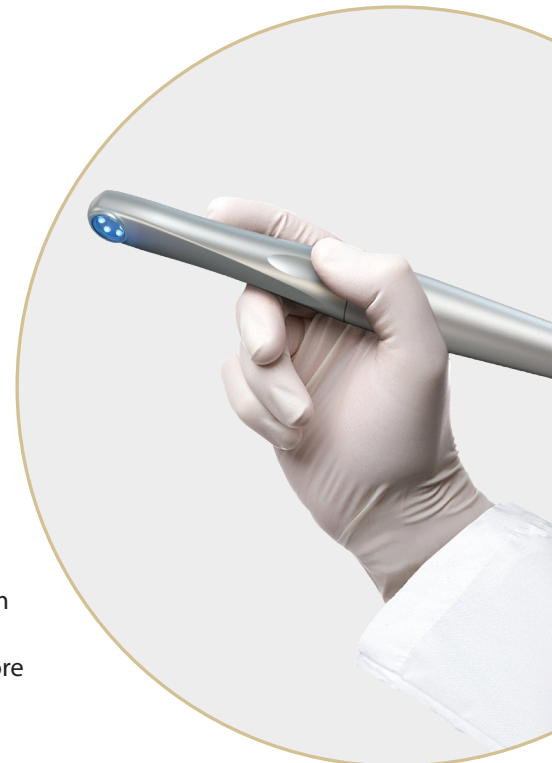
Dental practices can save money when submitting digital impressions to D&S Dental with our Scanner Savings Program. Doctors can:

- Get **\$10 off** with every digital impression case submitted\*
- Get **\$50 lab credit** if you submit 20 or more digital cases in one month
- Get **\$100 lab credit** if you submit 40 or more digital cases in one month

*\* only valid on D&S lab-printed models and cases involving more than model work only.*

Some labs are purchasing intraoral scanners for doctors right now. D&S cautions offices to be careful when reviewing these "deals." The doctor is limited to the scanner model the lab is offering (often a basic model) and is sometimes tied to volume quotas. There may be price increases for other lab products or services to help offset the cost of the scanners, too.

With our Scanner Savings program, doctors retain the freedom to choose the intraoral scanner model they prefer. And we reward doctors for every digital impression case sent – the more doctors submit, the more money they get back.



Continued on page 3

## PRODUCT SPOTLIGHT

# Clear Aligners



- Affordable and effective way to straighten teeth
- For the treatment of mild to moderate movements (see images below)
- Made from a premium thermoformed plastic material that is engineered for precision fit, ongoing force retention and exceptional durability
- Clear retainers available

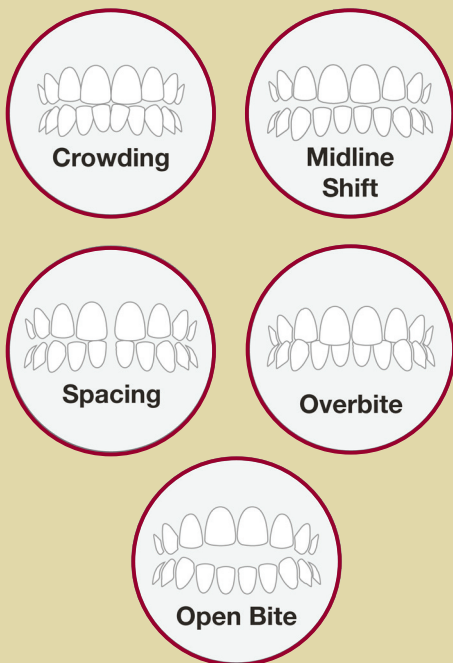
### Benefits for the Doctor's Office

- Our pricing is 20% less than the leading provider with quicker turnaround
- FDA approved and made in USA by industry leader Argen®
- 3Shape Communicate Treatment Review Portal available for easy case submission and approval

### Benefits for Patients

- Nearly invisible
- Comfortable to wear
- Stain resistant
- Easy to remove
- Patients receive care kit containing carrying case, removable tool and patient guide

Learn more at [dnsdental.com/aligners](https://dnsdental.com/aligners)



## The Clinician's Perspective

### Clear Aligner Case

By Dr. Fred Jaeger, Hilldale Dental, Madison, WI



I was delighted when D&S ventured into providing aligners for orthodontic therapy! I have used several aligners over the years and have noticed advancements. However, this system is a great step forward. Here is the story of my first case.

I was asked to help straighten a relapse case. The patient was anxious to improve his smile and function. The initial record taking was straightforward and without a hitch. I use D&S regularly with digital scans, and the orthodontic records used the same platform. After the initial records were submitted, a treatment plan was presented, which included time for treatment, alternatives options and a thorough analysis of the occlusion. After I reviewed the proposal, I verified the treatment plan with the patient and the decision was "YES" to move forward.

With the first aligner, we needed several attachments. The attachment trays were straightforward and easy to use. The attachments appear to be well designed for function. They also allow for easy tray insertion of the patient. I noted that areas of concern for tooth movement were well planned for. Upon insertion of the aligners, the patient was pleased with the fit, which was snug with no sharp edges and comfortable. I was able to engage the attachments easily and thoroughly, and both the patient and I were pleased.

I always see the patient for the next tray to check progress. The patient was pleased with the comfort and lack of sore teeth. He noted that teeth were moving, and the trays exceeded his expectations. Upon insertion of the second tray, all the aligners seated fully, the attachments fit, and there was no discomfort for the patient.

The aligner trays seem to provide appropriate force without discomfort for the patient and last the two weeks allotted per aligner. Simply wonderful.

This case is still in process, and the results are pleasing. The support of D&S throughout the case is outstanding. When I have a question, D&S provides the answers to keep the case smoothly progressing. I enjoy knowing that support is available when needed.

I look forward to future cases with Argen Clear Aligners through D&S Dental Laboratory.

## D&S 50th Anniversary Memories



In addition to its Waunakee Headquarters, D&S Dental Laboratory has expanded to four satellite lab locations over the years – Baraboo (1982), Eau Claire (2006), Greenfield (2014) and Rockford, IL (2014). While D&S primarily serves clients from Wisconsin and bordering states, we do business with dentists in more than half the states across the country – and our reach continues to grow, especially with digital dentistry. **View our 50th Anniversary timeline at [dnsdental.com](https://dnsdental.com).**

## Savings Totals

Last year, almost one dozen doctors saved over \$2,000 through the program with another 30 saving more than \$1,000 for the year and 30 more saving between \$500 and \$1,000. We even had a few doctors hit the \$5,000 savings mark. The savings help offset any annual scanner maintenance or subscription fees.

## Model Recommendations

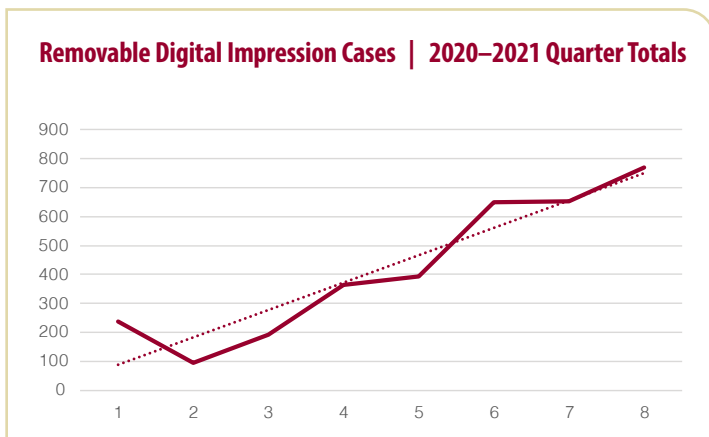
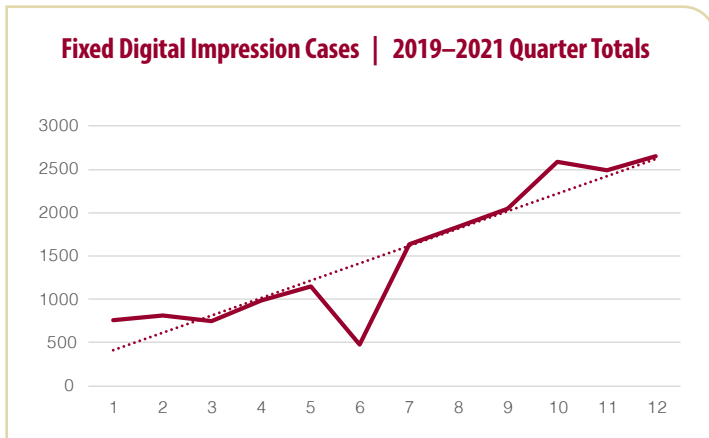
If you haven't yet purchased an intraoral scanner and want the lab's thoughts, feel free to call us as we're happy to share our observations.

"We can accept scans from pretty much any intraoral scanner," says Peter Derauf, one of the owners of D&S Dental Laboratory who oversees CAD/CAM production. "Right now, the top three scanners that we receive files from are Sirona (CEREC), iTero and 3Shape Trios. We also get scans from Medit, Carestream and Planmeca. Any of the latest scanners will work. It really comes down to what you are going to do with it and how much support you need."

To connect your scanner and begin sending impressions to D&S, go to [dnsdental.com](https://dnsdental.com) and select Send Case > Send Digital Impression.

## Growing Numbers

D&S has seen steady growth in digital impressions since it began tracking it in 2019. The only exception was a dip in submissions during the pandemic lockdown. (See the charts below.) In the past three years, we've seen the number of doctors submitting digital impressions for crown and bridge cases triple and the number of doctors sending digital impressions for removable cases the past two years has doubled.



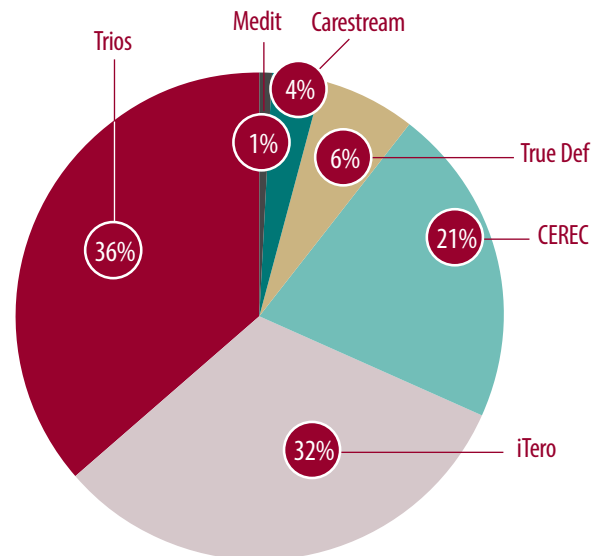
## Tips on Submitting the Digital Impression

When submitting a digital impression, please put the following in the Notes Section of the Digital RX:

- **The product choice, shade and any other special instructions.** Scanners use "generic" product names that don't necessarily line up with the lab's so you'll want to list specific product names.
- **Additional materials being sent in.** If you are sending a traditional impression or bite for that case in addition to the digital impression, please let us know. Intraoral scans allow us to begin work on that case right away, so we need to know if we should wait for additional items.
- **Indicate the implant brand and size on implant cases.** Previously, when a traditional impression was sent, the implant department could look at the impression coping and determine the implant brand and size. However, with a digital impression, the implants team can only see the type of intraoral scan body used so you need to tell us the implant brand and size.
- **The date when you need the case back.** This is especially important with an iTero intraoral scanner, as it appears the due date auto-populates two weeks from the date of entry, and the system does not allow you to manually change this date.

Uncheck the anonymize box before submitting a case if it is checked on your scanner. If checked, the patient's name is blocked and the lab has trouble finding your scan files and matching them up to the correct patient and case. This can cause delays.

### D&S Digital Impressions Received by Intraoral Scanner Model





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*Learn more at [dnsdental.com](https://dnsdental.com)*



## **TECHNICIAN'S TIPS**

### **ALIGNERS VS RETAINERS**

We're seeing multiple doctors write "Clear Aligner" on the RX form when they really want a retainer (or vice versa). While clear aligners and retainers look similar, an aligner is used to move teeth, while a retainer holds teeth in position after orthodontic treatment.

#### **ALIGNER**

Moves teeth  
Short-term durability  
Meant to be worn 2 weeks  
Argen Clear Aligner

#### **RETAINER**

Holds teeth in position  
Long-term durability  
Meant to be worn 6-12 months  
Essix Clear Retainer

***Please make sure you're writing the correct product choice on the RX form.***

### **SCHEDULE**

Print our turnaround times at [dnsdental.com/schedule](https://dnsdental.com/schedule).

### **SHADE TAKING**

Remember to take a shade at the beginning of an appointment before the tooth becomes dehydrated. Shades can appear up to two times lighter due to dehydration.

### **CROWNS UNDER PARTIALS**

For crowns under partial dentures, be sure to take the impression before you prep the tooth and be sure to send a scan of the pre-op model. For crowns under partial denture impression taking tips, go to [dnsdental.com/cup](https://dnsdental.com/cup).

***A library of past Technician's Tips can be found on our website under Resources > Technician's Tips.***