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INCISAL EDGE

2022 Volume 1

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

D&S Offers Clear Aligners

Now your patients can have the smile they've always wanted at a price you feel good about. D&S Dental Laboratory is offering Argen clear aligners, an affordable, comfortable and effective way to straighten teeth. They are made from FDA-cleared, premium material, and are expertly manufactured in the USA. Treatment plans are customized to your patient's unique smile, so they get results in as short a time as possible.

These clear aligners are perfect for mild to moderate movements like crowding, spacing, midline shift, overbite and open bite.

Patients receive a package that includes everything they need on their journey to a perfect smile – clear aligners in clearly marked baggies so patients know the correct order in which to wear them; a patient guide explaining proper use and care of the aligners; and a care kit with tools to help your patient remove and store their aligners safely.

Recommended Workflow

1. Create your 3Shape Communicate account at portal.3shapecommunicate.com and Add Connection to D&S by searching aligners@dnsdental.com. All you need is an email to set up the account. Call Joel Jennings for assistance if needed.
2. Submit your RX and case details through your 3Shape Communicate account to D&S Dental Laboratory.
3. Send full upper and lower impressions and bite registration (traditional and digital impressions accepted).
4. Your case will be reviewed and a treatment plan/design will be customized for your patient.
5. Review the suggested treatment plan/design in your 3Shape Communicate account. You will have the option to approve it or request changes.
6. Aligners will arrive in your office approximately one week after you approve the treatment plan/design.

Turnaround time: 4 days to design; 7 days to fabricate after design approved

Doctors should visit our clear aligner page at www.dnsdental.com/aligners for details.



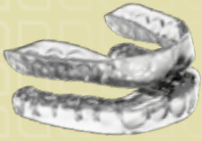
**D&S clear aligners
cost 20% less than the
leading provider with
quicker turnaround.**

**Bonus: Doctors can
send a traditional
impression or a digital
impression from
any scanner!**

PRODUCT SPOTLIGHT

Sleep Appliances

D&S now offers a handful of mandibular repositioning devices.



Dream Tap

- Fine protrusive adjustability
- 15mm advancement
- Generous lateral movement
- Tap III also available



The EMA (Elastic Mandibular Advancement)

- Generous tongue space
- Low-profile and comfortable
- Lateral mobility
- Vertical freedom



Sapphire Herbst Appliance

- Ability to open vertical with some lateral movement
- Fine protrusive adjustability
- Generous tongue space
- Comfortable



Sapphire Dorsal Comfort Fit

- Vertical freedom/streamlined profile
- Fine protrusive adjustability
- No anterior component to interfere with tongue

14 Days in Lab to Fabricate

Be sure to write the name of the desired sleep appliance on the RX form.

Request D&S Catalog



We've updated our catalog a few times over the past year or so, adding information on print dentures, Visclear partial dentures, clear aligners and sleep appliances. If you'd like an updated catalog, contact us to mail you a hard copy or you can download a pdf copy from our website at www.dnsdental.com/catalog. You can print off our laboratory turnaround

times from www.dnsdental.com/schedule.

Get Your 2022 D&S Calendar

If you'd like one or several copies of our Norman Rockwell calendars, which include the D&S office closed dates, send an email to info@dnsdental.com. Be sure to include your practice name and mailing address.

Kulzer Shade Guides for Denture Teeth

D&S Dental Laboratory uses Kulzer Pala Mondial denture teeth as our default denture teeth, unless otherwise specified. We ask that doctors reference the Kulzer shade guide when prescribing full and partial denture cases with us, as crown and bridge shades DO NOT convert to denture teeth shades. Last year, D&S delivered Kulzer shade guides to many of its regular denture clients. If you are new to D&S removable products or need a Kulzer shade guide, send an email to info@dnsdental.com.



D&S Dental Laboratory

50th Anniversary Memories



On Jan. 31, 2003, D&S Dental Laboratory moved into its current headquarters in Waunakee. The 26,000-square-foot building is still considered a state-of-the-art facility, now featuring CAD/CAM

production and full in-house mill and print center. Due to continued growth, we've made a number of improvements to the building over the years, including taking over the lower level, which had been leased to a dance studio, to accommodate a larger conference room and mill/print center. When we moved into the building, we had roughly 75 employees on staff. Today we have a total of 125, with 100 in Waunakee.

Spring 2022 Continuing Education Programs from D&S



Straumann - Go Beyond Digital

Digital technology promises to increase case acceptance, improve clinical predictability, elevate our patient experience and streamline team communication. In addition to

reviewing today's most advanced Digital Impressioning technology and best practices, the discussion will delve into options for Next Level dentistry using the 3Shape Patient Excitement Apps, including TRIOS Smile Design, TRIOS Patient Monitoring and TRIOS Treatment Simulator. Whether you are a surgical or restorative clinician, investing in a TRIOS intraoral scanner is the critical first step in implementing digital techniques in dentistry.

This program is presented by 3Shape, Straumann and D&S Dental Laboratory. The presenter, Mark Borchardt, has 25 years of experience in the dental arena. He owned a dental laboratory for 11 years and subsequently was a partner at a 3Shape reseller with more than nine years of experience in support, sales, training and the use of 3Shape products. He is excited to be working directly for 3Shape now and representing their best-in-class products.

Exclusive TRIOS and Straumann Implant Promotions for All Attendees

Wednesday, March 9, 2022
5:30–8:00 p.m.

5:30-6:00 p.m.
REGISTRATION & DINNER

6:00-8:00 p.m.
PROGRAM

D&S Dental Laboratory
1020 Quinn Drive, Waunakee, WI

Bonus: Come see the latest digital technology at D&S!

TUITION - COMPLIMENTARY

CE CREDIT - 2 HOURS

Register at
dndsental.com/beyonddigital

Dentsply Sirona Day of Learning Implants & Digital Dentures



Morning Session:

Evolution and Advancements in Implant Dentistry

Dr. Mark Montana will review the latest technical and procedural advancements in implant dentistry. His presentation will cover the following topics:

1. The loss of contact that often occurs between implant restorations and natural teeth.
2. Patient-specific abutments and the simplicity and reliability they bring to the restorative process, while allowing for functional and esthetic results for each individual patient. Specifically, advancements in screw-retained restorations that provide enhanced efficiency to your existing workflow will be discussed.
3. The latest information and tools necessary to succeed in integrating innovative edentulous treatment procedures into your practice.



Afternoon Session:

The Three Appointment Digital Denture

Denture fabrication has seen relatively minor advancements until now. With the advent of digital dentures, dentists and laboratories can provide superior, predictable results in just three appointments.

Jimmy Stegall will go over the changes that have occurred in removables, including the Dentsply Lucitone® 3D printing process and materials.

Friday, April 15, 2022
8:30 a.m.–2:30 p.m.

8:30-9:00 a.m.
REGISTRATION & BREAKFAST

9:00 a.m.-12:00 p.m.
IMPLANTS (3 CE CREDITS)

12:00-12:30 p.m.
LUNCH

12:30-2:30 p.m.
DIGITAL DENTURES (2 CE CREDITS)

Holiday Inn Convention Center
1001 Amber Ave., Stevens Point, WI

TUITION - COMPLIMENTARY

CE CREDIT - 5 HOURS

Register at
dndsental.com/dentsplydaysp



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TECHNICIAN'S TIPS

Enter Due Date in iTero Notes

When completing the digital RX in an iTero intraoral scanner, it appears the due date auto-populates to be two weeks from the date of entry, and the system does not allow you to manually change this date. To avoid confusion, you must enter the actual date when you need the case back in the Notes section on the digital RX. This "glitch" in the system has been causing a lot of confusion and scheduling issues. We have been told that iTero is working on fixing this issue, but at the time of publication, it hadn't been resolved.

Also, be sure to include the product choice, shade and any other special instructions in the Notes section. Scanners use "generic" product names that don't necessarily line up with the lab's product names, so you'll want to list specific product names in the Notes section.

Get Better Shade Matches

Shade matching is the No. 1 challenge doctors face with Zirconia restorations. You can solve this problem by sending us a shade photo, like the one to the right, showing any A2 and D3 shade tab. Just let us know which Shade Guide you are using and we can process it through our ShadeWave system for accurate mapping of the shades. We've seen immediate improvements in shade matches when offices follow these simple steps. Remember to submit your shade photos through our HIPAA-compliant Photos Uploader at www.dnsdental.com/photos.

