

focus



Restorations Start with
EXPECTATIONS

**Southern States**
SYMPOSIUM & EXPO
presented by FDLA

JUNE 3 - 4, 2022

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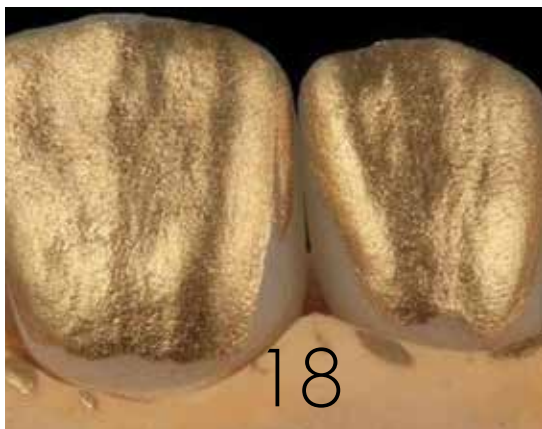
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The Value of Knowledge

focus

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Strength Through Collaboration and Networking

By Dory Sartoris

FDLA President

It is bittersweet to be writing my final president's message. With yet another strange and difficult year, we all had to struggle to ensure we kept our teams healthy and working. Although many of us may be concerned about the direction the industry is moving, there are a lot of positive things we can choose to focus on. 3D printing and digital dentistry are continuing to move at a rapid pace. At times, it can be difficult to keep up! I personally believe it is extremely exciting that new technologies are forever changing the dental laboratory industry. The need for talented artists, however, will continue to exist.


Getting involved with the FDLA and joining the board of directors has been such a rewarding experience. The dental laboratory community is very special to me and I'm grateful for all of the friends and colleagues I've made throughout the years. I continue to be pleasantly surprised by people who are so open and willing to share information about their businesses with one another. Through collaboration and networking, our industry as a whole will only advance and grow. These also allow each of us to gain valuable insight, which we can apply to our individual businesses.

Another beneficial way to grow our businesses through networking is to attend meetings and conferences at the local, state and national levels. The FDLA Board of Directors and staff are very excited to be moving the 2022 Southern States Symposium & Expo to a new location this year! We believe this is an extremely positive change for the association and our members. The new hotel has many dining options and even a lazy river! Our hope is that you will choose to make a vacation out of it and bring the whole family. Please join us as we kick off a new tradition at the Sig-



nia by Hilton Orlando Bonnet Creek and welcome Chris Peterson, CDT, as our new FDLA president!

I would like to take the opportunity to thank Jillian, Jill, Christina, Bennett, Shelly, Maureen, Kristi and the rest of the FDLA staff from Partners in Association Management for all that they do. There is so much "behind the scenes" work required to pull off the Symposium and keep our association operating smoothly. This team exudes excellence in everything they do and it is truly appreciated. I would also like to thank my fellow board members for their continued support and dedication to the FDLA.

As always, the FDLA Board of Directors and staff welcome any feedback you have regarding the improvement and growth of our association. Thank you for allowing me to serve as your 2021-2022 FDLA president. It has been an extreme honor and I will forever be grateful for the opportunity. 

The lives we impact are not just our clients and the patients; they are our individual families too.



FDLA Mission

Serving Florida's dental technology professionals as a valued part of the dental team enhancing oral health care.

FDLA Vision

Advancing the individual and collective success of Florida's dental technology professionals in a changing environment.

Values Statement

FDLA's board of directors and professional staff are guided by these principles: Integrity, Leadership, Recognition, Safety, Acceptance and Innovation.



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Coarse

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Super Fine



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26x2mm

B6136
Large Wheel
26x2.3mm

B611
Knife Edge
26x2mm

B6117
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17x3mm

B611S
Spiral
20x2mm

B612
Knife Edge
26x2mm

B6127
Flat Edged Wheel
17x3mm

B612S
Spiral
20x2mm

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Knife Edge
26x2mm

B6107
Flat Edged
Wheel
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1



A Life-Changing Restoration Starts with **THE PATIENT'S EXPECTATIONS**

Over the last few years, monolithic zirconia has become the preferred material for the All-on-X implant bridge concept (**Fig. 1**). Its strength properties and improvements in aesthetics are key reasons that I make this my go-to material of choice for full-arch, fixed implant restorations. It looks and feels like the right fit when holding a restoration in my hands. It is the material of choice for long-term use when providing a life-altering restoration to a patient. As strong as zirconia is, the material does have its limitations. Oral conditions and patient expectations need to be properly evaluated from the start of treatment.

Planning is everything; it does not matter if using an analog or digital workflow. What good does it do for a restoration to look good on a cast model if it doesn't fit in the mouth? I will spend the necessary time planning, even if more than most do, to know and have confidence that we will have less issues, if any, when delivering the restoration. If a restoration

does not fit in the mouth, I did not do my job right. It is not the doctor's fault.

Start by requesting the right information and respecting prosthetic limitations. This is our responsibility to the treatment process. The use of a face scan is essential as I enter

my digital workflow (Fig. 2). I not only look for the size and the shape of teeth as the patient presents, but also the complete face.

I love knowing that every restoration I create is something the patient is going to live with. Getting to know the patient is super important to me and I want to know as much as possible about them. My goal is to provide a bridge that the patient does not wear, but rather, becomes part of their life (Fig. 3). For me to create that type of restoration, I need to see and talk to the patient to find out what they want. The patient is my motivation to deliver the best restoration I possibly can.

I will also perform a video interview with the patient. I want to know what the patient is looking for as far as prosthetics. I also want to learn about the patient. I want to know what kind of lifestyle they have and what is most important to them. This will help me understand more about the necessary restoration. Is this more of a cosmetic case or more of a functioning case?

For every patient, a prototype is made to be approved by the doctor and the patient (Fig. 4). After approval or requested changes are adjusted, I scan the prototype and copy mill the definitive restoration. Zirconia is a difficult material to adjust. A prototype in PMMA provides the flexibility we need to make all adjustments. Using the prototype, we can also see implant angulations that can compromise the esthetics and strength of the bridge. We can plan to correct that during this time.

My first step in analyzing the prototype is to look at the bridge thickness. I feel we can still be at eight mm with a cantilever of 15 mm, as long as the screw channel does not interfere with these measurements.

Second, I review implant angulation and placement. For this patient, one of the screw channels is coming out on the facial tooth number 10. Using Dynamic Abutments from Preat Corporation, this is something we can correct for the final zirconia bridge (Figs. 5-6).

I scan the prototype using the Medit Imetric 700, sold by Articon, using the analog scan body that gets attached to the bridge as if it is a





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Start by requesting the right information and respecting prosthetic limitations.

regular model analog (Figs. 7-9). I will also scan the bridge bite in the mouth, along with the antagonist.

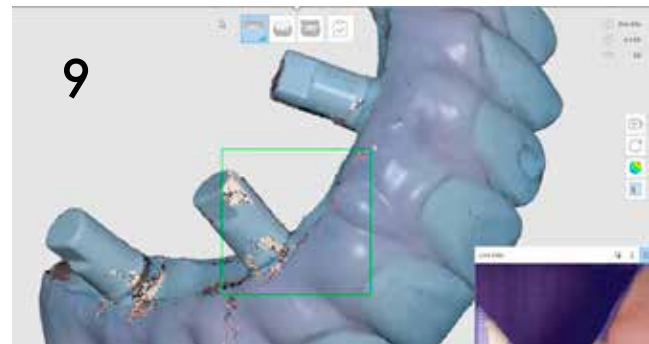
I could take an impression and create a cast model, but I prefer to scan the bridge chairside. I am confident in the accuracy of the scan, reduced errors, and eliminating the need for a verification jig. Now that all of the scan data is captured, I can digitally create and print a model.

I use Exocad for designing the restoration and the Preat Choice Library that includes Dynamic



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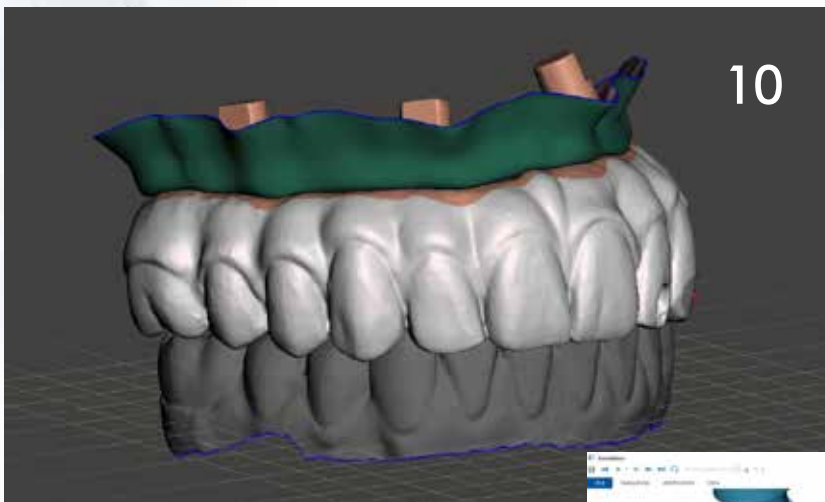
MEDIT i700



9

Abutments to create the space for the implant or Multi-Unit Abutment Ti bases (Fig. 10). After I select the Ti base option in the library, I can correct any implant angulation issues as the one we see with tooth number 10 (Fig. 11). The model is also designed at this time and can be sent directly to the printer.

My CAM software of choice is Sum 3d. I have used other CAM software to do the machine calculations in the past, and Sum 3d simplified the process and gave me the custom strategies I needed. When dealing with complex cases, for example a double angle screw hole, I need a software that will allow me to see how it will be completed before it's milled (Fig. 12). I do not

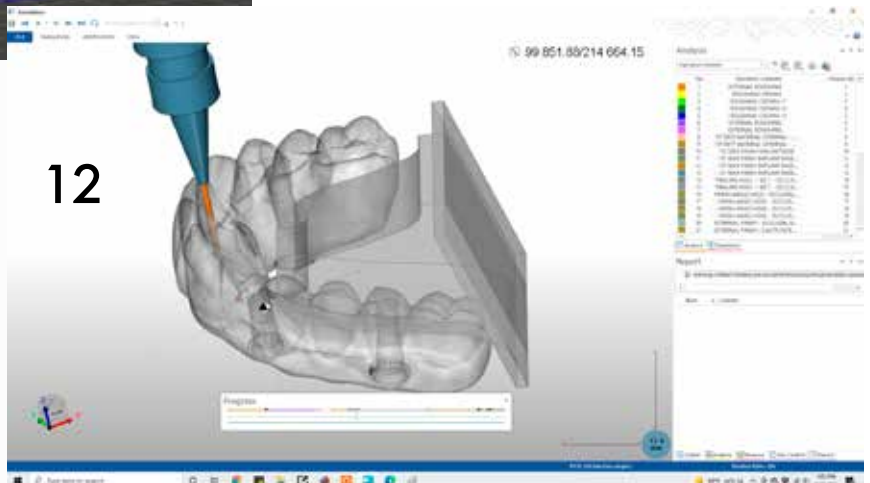


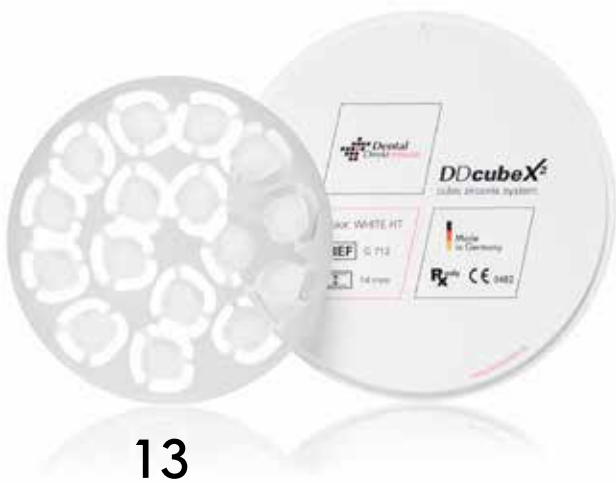
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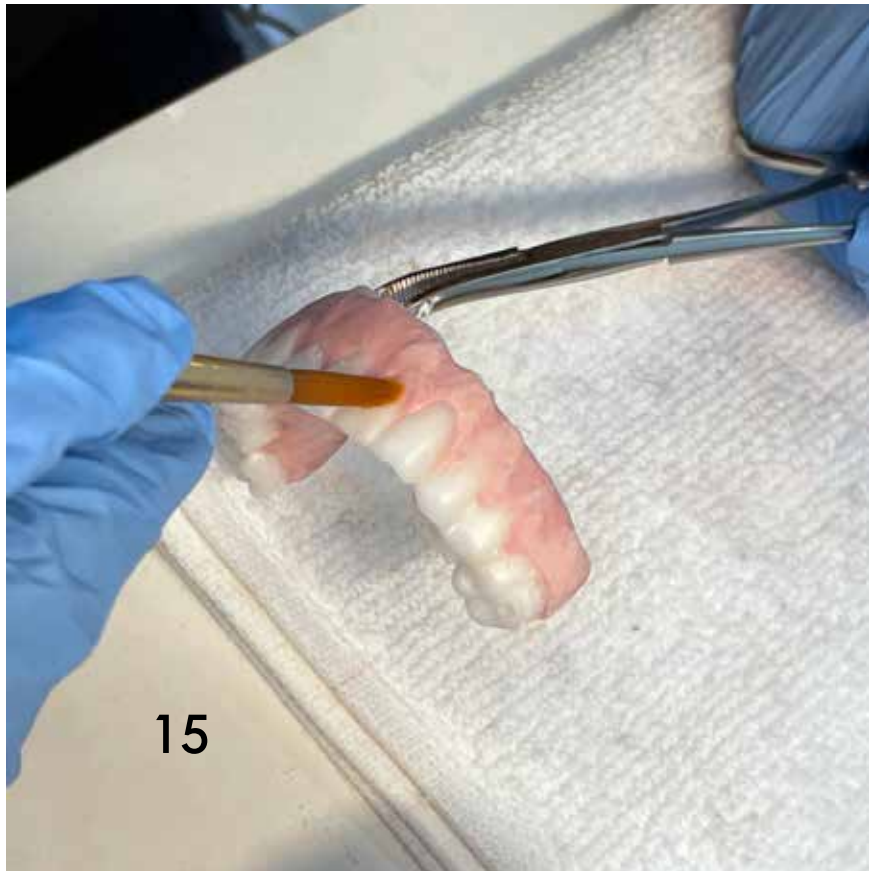




13



14



15

want to find out that there is an error in the calculation when the mill is already cutting zirconia. This saves valuable time and wasted material costs.

I use Dental Direkt zirconia for all of my full-arch cases. Over the years, I have used different brands of zirconia and found that the consistency and quality I prefer is superior with Dental Direkt (Fig. 13). There is still work to do after the bridge is milled and before sintering. Coloring zirconia products can vary from company to company; it is a matter of getting used to that company and material. I would not recommend jumping from brand to brand. Knowing you can only see the results of the coloring material after the zirconia sintered and the color cannot be changed, you need to work with a material to understand what the final results will be (Fig. 14).

This is where we can really appreciate the restoration's beauty. I use pink porcelain for the gingiva. The pink application needs to be consistent. It takes me about two hours to apply the pink porcelain, using four layers on this type of restoration (Fig. 15).

For the teeth, when the shade is lighter, I leave it monolithic. If the patient needs a tooth shade of A2 and up, I will veneer the facial area for best results.

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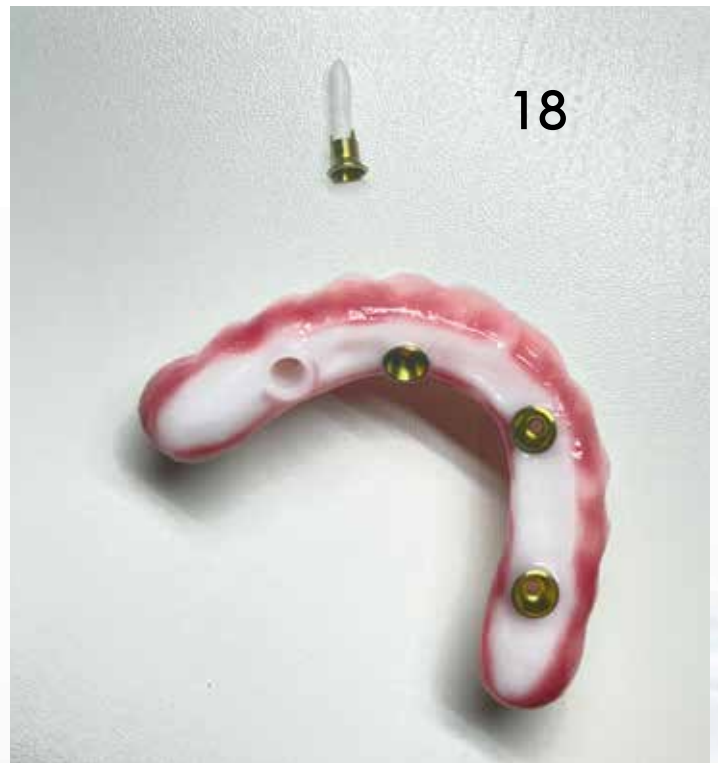


I cut the Ti bases according to what I choose in the design. This is why I use Preat's library. For these cases, one Ti base can be altered to three different heights based on the interocclusal space, and I can correct access hole angulation up to 30 degrees (Fig. 16). I also create small undercuts inside the zirconia abutment cavity to add mechanical retention to the bonding area. The next step in preparing the zirconia for the Ti bases is etching the bonding surfaces of the zirconia.

I take great care in cementing the Ti bases into the zirconia. Each Ti base is cemented one at a time. All surfaces need to be 100 percent dry. Using a small piece of napkin, I roll the napkin and place it in each screw channel to block-out the channel from cement (Fig. 18). Using G-Cem LinkForce or Panavia V5 Paste, I light cure the Ti bases to the zirconia with the restoration on the printed model (Fig. 17).



17

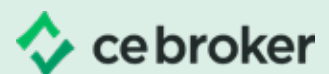


18

This is no doubt a work of art.

Earn continuing education credits for this article and quiz!

Receive .5 hours CDT/RG Scientific credit and .5 hours of General credit towards your state of Florida dental laboratory renewal by reading this article and passing the quiz. To get your credit, complete the quiz located on the FDLA website at www.fdma.net using the focus Magazine link. Once you have completed the quiz, fax it to FDLA at 850-222-3019. This quiz is provided to test the technician's comprehension of the article's content and does not necessarily serve as an endorsement of the content by FDLA.





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I have a quality control checklist before I send the case to the doctor. The three main check points are aesthetics, articulation, and internal fractures. I have seen over the years that zirconia breaks mostly because it had progressive internal fractures. We cannot see them with the naked eye. I use a LED light to look for them. If there are any internal fractures present, I will re-mill the restoration (Figs. 19-20).



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B917
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Medium



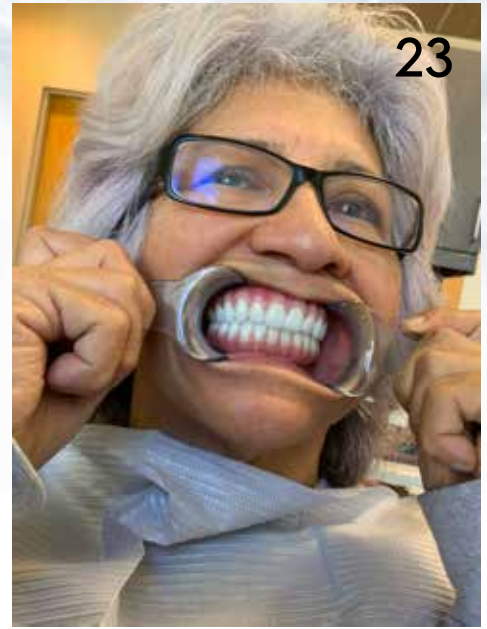
B918
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This is no doubt a work of art. Same as in watch making, when making teeth, hard work and talent means nothing without passion and precision. I had an opportunity to be part of creating a new smile for my mother (Figs. 21-23). She

had dentures for over 40 years, and for a long time we thought her case was close to impossible. I never had the trust with materials, procedures, and/or clinicians for her procedure. I was only confident enough when I joined Nuvia Implant Centers. Here, I found professionals sharing the same vision as I do.

Some say family members are the hardest case to take over. To me, it was the easiest. I knew my mother and that's the key to meet patients' expectations. As for the prosthetic, it is a work of art. 🍷

About the Author

Jose Echeverry, CDT, is the owner of Implant Prosthetic Solutions and has additionally been the laboratory director for Nuvia Implant Centers since 2020. With 20 years of experience as a dental technician, earning his Certified Dental Technician credential with specialties in ceramics and implants, Mr. Echeverry has integrated the digital clinical/laboratory workflow into many labs and offices across the United States. Jose is a member of ICOI (the International Congress of Oral Implantologists), has been published in a number of industry-leading dental technology publications, and stays abreast on training and new technologies by attending courses and conferences. Utilizing the latest technologies, he assists labs and dental offices to achieve a more predictable restoration.



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JUNE 3 – 4, 2022

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TOGETHER
TOWARD
TOMORROW

“TOGETHER TOWARD TOMORROW” is the theme for the 2022 Southern States Symposium & Expo. Communicating and working together with our technicians, laboratory owners, managers, dentists, business partners and suppliers will create a positive collaboration and lead us toward a successful future.

Don't miss this excellent opportunity to be a part of one of the industry's largest meetings providing continuing education courses, an outstanding showcase of dental laboratory products and services and much more!

KEYNOTE ADDRESSES

Reinventing Your Lab's Brand Strategy



Presented by: *Sasha Der Avanesian*

Sponsored by: Harvest Dental Products

Sasha Der Avanesian will take you on a journey away from the 'race to the bottom' and the fear that it commands. Attendees will leave with the understanding and tools to truly differentiate themselves in the marketplace, earn dentist loyalty, and acquire the hope of creating a relationship with their dentists.

Zirconia – An Update



Presented by: *Markus B. Blatz, DMD, PhD*

Sponsored by: Kuraray

This presentation will provide a deeper understanding of current zirconia material options and offer solutions for handling, cementation, and bonding that, based on the latest research, will provide long-term successful outcomes.

➔ **See page 32 for hotel information.**

PANEL PRESENTATION

Marketing and Communication between the Laboratory and the Clinical Office: Tips that Work

PANELISTS:

Rick Sonntag, RDT – 4Points Dental Designs

Barbara Warner, CDT, AAACD – Knight Dental Group, Inc., CDL, DAMAS

Rob Woosley, CDT – National Dentex (NDX)

MODERATOR:

Bennett Napier, CAE – National Association of Dental Laboratories

Sponsored by: FDLA



Sonntag



Warner



Woosley



Napier


COVID-19 HEALTH AND SAFETY REQUIREMENTS

For the health and safety of all FDLA Symposium attendees, FDLA is complying with applicable health and safety requirements and CDC recommendations to hold the in-person event. Please review and submit the required meeting registration form.

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BUILDING A **Symbiotic** RELATIONSHIP



Justin Schaefer, CPA, and Dake Schwarte, of Parlade Schaefer Schortz, CPAs & Advisors, are featured speakers at the upcoming 2022 Southern States Symposium and Expo in Orlando. They will provide attendees with a better understanding of the latest tax credits, deductions, and a pathway to develop an enhanced symbiotic business relationship with clients.

From the dentist perspective, what is their overall business outlook and why?

It is a very good outlook; dentists are doing well right now. All of our clients, with the exception of the ones that are nearing retirement, have rebounded 100 percent since the COVID-19 outbreak. There are a couple of our larger clients (12+ million revenue), who haven't completely recovered, but those with revenue between \$750,000 – two million have completely rebounded or even grown. The private equity sector, which has historically been aggressive in the acquisition of dental practices, has seemed to slow. In terms of dentists, there are two types, the associate and the owner. In the future, I think there will be significantly more young dental associates opening their

own practices for the first time, and the outlook for this growth is magnificent. It is refreshing to see new practices being built, not a part of a corporate conglomerate, and to see them all thrive.

Can you explain more about the benefits of understanding KPIs utilized by dentists?

On average, dental practices spend eight-to-ten percent of their budget on laboratory work. If the lab sees growth in dental clients, they can then see growth in their own business. As we communicate KPIs to our dental clients, part of that process is analyzing how much they spend on lab work and how to interpret what that means to their business. We try to get them to understand the relationship and how specific areas can have a significant effect on their business. When a dentist does well, that directly impacts the lab, as for example getting the dentist to do more restorative dentistry versus operative. One of the most common questions we get from some of our most successful dentists is, how are they doing in comparison to everyone else? KPIs give them the ability to measure their business and identify small shifts to make it run smoother and more efficiently.

What new tax laws and credits will you be reviewing at the Symposium?

There are great opportunities for laboratories as well as dentists to do more with the Research and Development Tax Credits (R&D). We recently partnered with a group that has been challenged by the IRS on the R&D credit with little to no adjustment. There's also more available in terms of the Employee Retention Credit (ERC), and depending on the location of the taxpayer, there is a new law that circumvents



Schaefer

Schwarte

limitations of the tax related itemized deductions reported on the 1040 by shifting who pays those taxes.

What are some commonly missed deductions and benefits available for business owners and/or dental laboratories?

Deductions are oftentimes missed because a taxpayer simply does not understand what can be deducted. The reality is that clients should never be missing deductions. They should be spending business money for expenses that relate to the business. I have also seen people miss things such as the Qualified Business Income (QBI) deduction on a number of tax filings.

What will attendees learn that they can implement right away?

- Understanding that KPIs help to build a symbiotic relationship between the two businesses — the lab and the dental office.

- R&D is a big area that a lot of people don't pay enough attention to and when utilized, can result in a good amount of free money.
- They will have a better understanding of the dental marketplace and mindset.
- In order to see the benefits in 2022, they need to know how to take advantage of new tax credits and deductions.

If attendees use the information we provide, they will be able to benefit from more revenue and less taxes. They will come to understand credits, deductions, and how certain circumstances can change the way a transaction is treated. They will learn significantly more about the correlation between the dental practice and the lab. They will have a list of things they can ask us about or their CPAs. 📍



Join Us in Orlando!

Schaefer and Schwarte are featured speakers at the upcoming 2022 Southern States Symposium and Expo, June 3-4 in Orlando. *Learn more on page 14 of this issue.*

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By Step Bay, CDT

Nine LAB HACKS

There are many products on the market that can make your life easier as a dental technician. In this featured article, I will share nine of my personal picks and share where to find them and how much they cost. These are products that I use in my own laboratory and that have made my work easier and more efficient. They have absolutely changed my life and the way that I work in the laboratory. I hope you find them helpful too!



1. 3D mouse 3D connection

Do you have CAD software in your lab? According to a recent survey, over 80 percent of engineering and construction firms use CAD software. If your lab doesn't have CAD software, you may be falling behind the competition. If you do have CAD software, you MUST have a 3D mouse from 3D Connection. Holding a right click button to rotate your crowns on the screen? Stop wasting your time and move/rotate with your other hand; put both hands to work! You don't use one hand to peel the apple skin. With a little bit of training demo that the 3D mouse provides, you can fully experience the speed and the control you need in your 3D designing. You can find them on Amazon in the price range of \$150-\$360. I personally use the bigger one with shortcut keys to speed up my inLab and exocad designing.



2. Dupray steam cleaner

The second product is a Dupray steam cleaner. This 10x10 inch white box is easy on the eyes and super affordable at the price of around \$150. This small cleaner with huge power only takes 1.5 cups of water to fill up, which means it takes only a few minutes to get it hot and running! Take advantage of the 10x10 inch footprint and place it anywhere you need the steamer. I'm sure this small-sized equipment may sound very skeptical because it is so cheap and tiny, but I have had one for over a year now and it still works just as well as the day I got it. If it ever does break down, I can buy a new one from Amazon and have it delivered to me in two days.



3. Alexa voice automation

“Alexa, turn the steamer on! Alexa, turn the compressor off! Alexa, set the timer for 30 minutes!” This is me in the voice of Tony Stark talking to Jarvis, but actually talking to Amazon Alexa to automate the equipment in the laboratory. One of the great things about using voice automation in the lab is that I don't have to walk to my steamer or compressor to turn them on or off. Is \$50 worth changing your life forever? The price of this automation in your lab will only cost \$10 for a smart plug and \$40 for your Alexa Dot. If you are new to voice automation in your life, let this be your first step into the new world, where your voice controls the lights, temperature, alarms, and more.



4. Dropbox

Do you have multiple computers? Do they need to be connected to a folder? Yeah... this is a new language for a dental technician today. The word FILE was never used in our work 15 years ago. Now we use it so much we even need to have meetings about file network and storage. My solution for file keeping is Dropbox. One of the best things about it is that it is really easy to use. You can create a folder on your computer, and then just drag and drop files into it. The files will automatically be synced with your Dropbox account, and you can access them from anywhere and share with anyone. Another great thing about Dropbox is that it's free! There are some other file-sharing services that charge monthly fees, but Dropbox is completely free. If you do need more storage space, you can upgrade to a paid account for only \$99 per year.

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5. RedBerry wheel from Wagner Precision Rotary Instruments

I spent all of my career using green stones and diamonds to contour my ceramic and FZC, which immediately led to a rough surface that needed the semi-polished surface afterwards. One boring day during the pandemic, I took my time to test the RedBerry wheel. I had never used it before, and discovered it is aggressively abrasive, but still soft, and leaves a semi-polished surface on pressables and FZCs. Now I use RedBerry for every contouring need and also to get rid of bubbles on a surface. This \$50 flat or knife edge wheel does the magic and can last for a while. You can contact Wagner Precision Rotary Instruments to order.

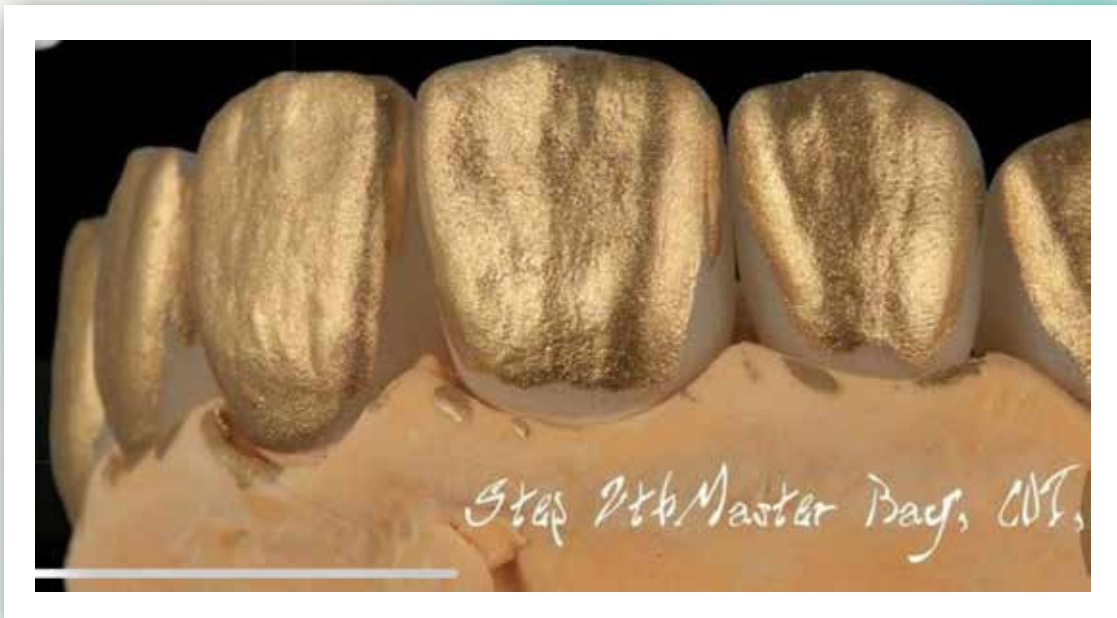


6. Zirconia tweezer from Amazon

Cotton pliers and hemostats are the tools of the past. Have you ever slipped a metal tip on a crown that you were going to grab and left a black mark? Have you ever held a crown with a cotton plier and gotten shocked during steam cleaning? Yikes. This zirconia tip tweezer will not leave black marks and will not shock you during steam cleaning. I am not afraid of steam cleaning anymore! Oh and yes, I am sure you can make one in your lab, but why do that when you only have to spend \$8 for a set of eight!

7. 3D printer Asiga MAX UV

3D printing is finally here. I own Asiga MAX UV and it is one machine that runs non-stop every day in my lab. While printing dental models, pressables, and night guards is its main job, I constantly find STL files from the web to print toys and tools. While Thingiverse is probably the best known repository for free STL files, it's not the only one. MyMiniFactory is a fantastic place to start if you're looking for high-quality STL files. If you're into gaming, then Gambody is the perfect site for you. Looking for something a little more out there? Then check out Cults. They have a huge selection of weird and wonderful STL files, including plenty of art prints and sculptures. Most prices of STL I download vary from FREE to \$30.



8. Krylon Leafing Pen

I love to use a mechanical pencil when working on the line angles and height of contours, but to check the texture, I give a good shake on a Krylon Leafing Pen and apply it on the surface. As easy as it is to apply, it is just as easy to clean with a sandblast and/or steam clean. The ancient technique of applying gold powder is now as easy as shaking a small pen that looks like a dental separating pen. You also get a choice of gold, silver, and copper for \$12 a pen at Amazon.

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9. Magic stick

Magic stick is a popular tool that has been used and named by my hands-on course attendees. Instead of using a locking plier to hold your crown for staining and glazing, hold the crown from the bottom with a magic stick. With a stable base, you can even set it on the bench to take a break or to check your phone. I like to roll the tip with my fingers before each use to make a small bonding tip that won't touch the margins. After months of use, when the tip gets dirty and doesn't stick like it used to, just get rid of the old dirty wax and stick a new chunk onto it!

This is a tool that I made and you can easily make one too.

1. Find an impression mixing tip.
2. Stick a chunk of white utility/rope wax on the tip of the mixing tip.
3. Stick it under a crown, veneer, or temporary for a secure hold.

The dental laboratory is constantly changing and evolving. What are some of the newest items that you should be using in your lab? I've outlined nine useful items for your dental laboratory. How will you use them to improve your workflow? I hope you put these tools to work and have a great time in the lab! 



About the Author

Step ToothMaster Bay started his own laboratory in 2009 specializing in cosmetic dentistry and implant restorations. He has fabricated thousands of life-like restorations for patients and dentists around the country. As a lifetime advocate of education and learning the latest technology and techniques, Step continues to travel around the world learning from the masters. As an educator to both dentists and laboratory technicians, Step hosts hands-on courses for dentists and laboratories and speaks internationally as a Key Opinion Leader for several manufacturers.

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By Douglas W. Jackson, CDT

DIGITAL **Distraction**

During the downtime of the last year, we had the opportunity to play with our digital systems and found more features that were built into the software, and learned how to bring items in that enhanced and improved our workflow. This allowed us to find interesting and fun things we can do with the software.

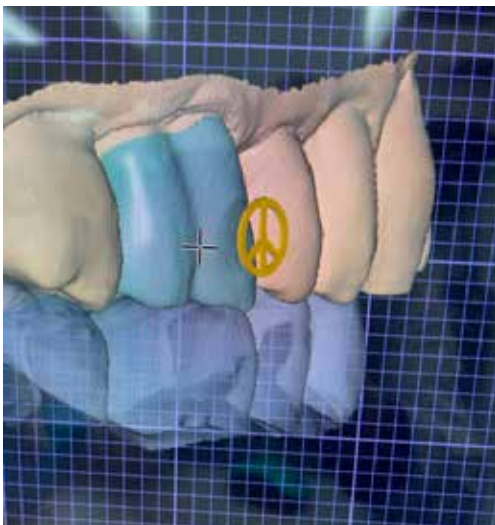
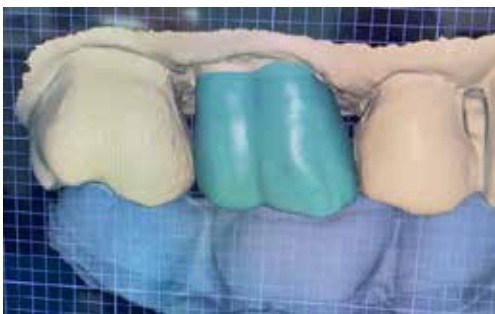
Artwork on crowns has been an option for many years. Digital has allowed those of us who are less artistic to join in and be a part of this. By going out to websites that offer free, or low cost. stl files, we have been able to add effects to the crowns, when requested, to make that “art” available to the patients.

One site we go to for files is Thangs.com. They have an amazing selection of files to choose from to incorporate

into the crown. Hearts, crowns, and popular motorcycle logos are among the frequently suggested additions. This is a short overview on how we do it using our Exocad system.


Find a file that you’d like to apply to your crown and save it on your computer in an easily located folder.

In our system, we design our restoration as usual and then take a little side trip to add the “art” as follows:



- In the design format, go to “expert” function.
- Right-click on the restoration, select “Free Form Restoration.”
- In the new window, select the “att” tab.
- In the library drop-down, scroll to “load file.”
- Go to the folder where your file is and select it.
- From there you can move, rotate, and scale as needed to get it to the size and placement you desire.
- Apply your changes and click “Ok.”

Now you are pretty much done with the design and can move forward with the milling and sintering of the crown.

The crown we did is an example of what you can provide to the patient with a little extra effort. While we don’t do these often, it is a nice option when a patient has a special request. There are also special stain kits you can buy if you are going to do a deep dive into this offering (check www.Rongrant.com). 



About the Author

Doug Jackson, CDT, started his career in 1973 as a delivery driver and model technician. He became certified in crown and bridge in 1980, and ceramics in 1986. He opened a lab in a dental office in 1987, and soon moved into a separate facility to be independent of the dental practice. He has attended many hours of courses at The Dawson Academy, Pankey Institute and Spears. Jackson has been a director on the FDIA board for many years.



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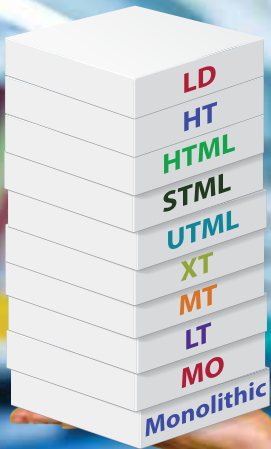
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Joel Freedman, CFO, The Argen Corporation

The Argen Corporation is pleased to announce that Joel Freedman has joined the company as our new Chief Financial Officer. Joel joins Argen with more than 30 years of professional experience in finance leadership at some of the largest and most valuable companies in the world. Joel began his career in public accounting for Deloitte before moving to Ernst & Young mergers and acquisitions



practice. He then transitioned to corporate finance, holding several senior finance positions and divisional CFO positions at Amazon, Microsoft, and McKesson Corporation. Most recently, Joel served as the VP Finance at The HydraFacial Company, where he played a critical role in successfully taking the company public through a SPAC transaction. The Argen Corporation is also happy to announce that Neil Wainstein will transition from CFO to his new role as CRO, Chief Risk Officer after two years of performing both functions.



FDA Budget Priorities Approved by the Legislature

The 2022 Legislative Session adjourned Monday, March 14. In support of the Florida Dental Association's (FDA) budget priorities, the Legislature allocated \$1.773 million for the Dental Student Loan Repayment Program and the Donated Dental Services (DDS) program. This funding will help increase access to dental care around the state for all Floridians.

In Memoriam

FDLA would like to recognize Don Edward Winslow, who recently passed away. He was a past president of the FDLA and was very active in the community. He will be missed.

Florida Mission of Mercy

The 2022 FLA-MOM Event was held March 11-12 in Tallahassee and was a resounding success seeing 1,375 patients, with 9,493 procedures and a value of care at \$1.76 million! For more information on future events, visit www.flamom.org.





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HEADLINES

FDLA Board Nominations – Now Open!

FDLA is looking for volunteers to give back to the industry and is currently seeking the following professionals and industry partners to serve in leadership positions:

1) Director

Must be an active member of the association. Each term on the board is a one-year term, and a board member can serve up to three years consecutively in a director position. Officers are one-year terms.

2) Supplier Representative (Two-year term)*

*Must be an active Associate or Business Partner member

FDLA Time Requirements

Service on the FDLA board requires attendance at approximately 4 board meetings a year. February, June (in-person during the Symposium & Expo), September and December.

New board members would be elected on Friday, June 3, 2022 and serve at least a one-year term on the FDLA state board. (Supplier Representatives serve one (1) two-year term.)



SPECIAL NOTE: Recent board meetings have occurred via Zoom and will most likely continue for the foreseeable future.

To be considered, please complete the survey below on or before Monday, April 18.

<https://www.surveymonkey.com/r/33LXMP6>



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➔ *See page 14 for more information.*

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The 2022 FDLA Southern States Symposium & Expo will be held at the Signia by Hilton Orlando Bonnet Creek. Make your hotel reservations directly with the hotel by calling **407.597.3600**. The FDLA has secured a special reduced rate of \$164 plus an optional \$45 resort fee. Be sure to mention you are with FDLA and make your reservations by **Wednesday, May 11, 2022** to receive this special reduced rate.



Please continue your support of the FDLA Southern States Symposium & Expo by staying at the Signia by Hilton Orlando Bonnet Creek, the appointed FDLA host hotel.

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The Value of Knowledge

Kevin McAndrews, regional sales director at the prosthetic division, Panthera Dental, shares his thoughts on innovations, changes, and growth.



Knowledge has no value if you don't use and share it.

How does Panthera help dental labs be successful?

Dentistry is seeing strong growth in full arch implant prosthetics and sleep apnea appliances. Laboratory owners are confronted with the challenges of the high cost of equipment, software proficiencies, and experienced technicians to produce these types of restorations, so Panthera Dental increased their capabilities to excel in this market and capture new business.

Full arch implant cases in particular are complex, but they do not have to be complicated. Panthera provides laboratories the ability to overcome obstacles on implant cases with limited space, uncommon implant systems, and angulation of screw access holes. Whether it is a fabrication of fixed hybrids, overdentures, and/or implant crown and crown substructures, we are able to assist labs with the essential solutions to achieve the most highly successful outcomes.

Where does Panthera see the industry heading in the next five years?

Important achievements in this field have undoubtedly been the introduction of digital impressions and CAD/CAM technology, which will continue to grow. With the increased integration of digital technologies into multidisciplinary treatment planning, we will see continued advances in precision and time-saving manufacturing for laboratories.

The use of photogrammetry scanning is an exciting new technology that is expected to progress in full arch implant dentistry. The advantage is to improve accuracy over large spans, which is ideal in the confirmation of accurate implant impressions. Photogrammetry scanning eliminates the necessity for verification jigs.

The collaboration between dentists, dental labs, and manufacturers with digital technology will also continue to progress to the point where it will become commonplace.

How can lab owners differentiate themselves in today's environment?

The laboratories we see setting themselves apart are the ones that are constantly striving to educate themselves on the changes to our industry, mastering the talents required to produce superior products, and then showcasing their talents.

Currently, a large percentage of dentists have the desire to learn and restore full arch implant cases. Panthera Dental is able to support lab owners with the tools to understand the various implant bar designs, such as the Pinned Wrap-around, Montreal, ReBourke™, and the optimal indications for each bar design.

Once equipped with the knowledge and skills, the successful labs implement a plan to highlight their expertise by hosting evening seminars, getting involved in numerous study clubs, and promoting through social media.

Why is being an FDLA Business Partner valuable to Panthera?

Knowledge has no value if you don't use and share it. The FDLA does a tremendous job in providing lab owners and technician members with the knowledge and resources they need to obtain continued success in this business. Our involvement with the FDLA over the years has provided us the opportunity to develop key relationships with its members and to help them grow. 📍

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