



# focus

NON-COMPETE AGREEMENT

*The Role of*

**NON-COMPETE AGREEMENTS**

*in the Dental  
Laboratory Industry*



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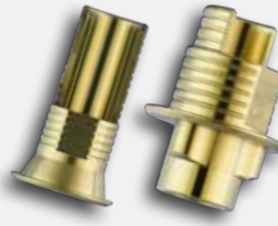
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# Ready To Be Back

**T**his message has and will have a very special place in my heart. Over the last two to three months, we went through what was most likely one of the most difficult times since World War II or the great recession.

The year started with an amazing historical success when Florida's Legislature passed the bill authorizing us for chairside services. Unfortunately, our celebration came under a large shadow with the COVID-19 pandemic.

Laboratory business came to a hard stop when our clients had to hold off on elective treatments and just concentrate on emergencies. As much as I believe avoiding business as usual was the right thing to do, most of us are eager to get back to business.

I spent many weeks participating in online education meetings. That's where I see the positive in a situation like this. We will be able to come out of the pandemic with an amazing pool of knowledge. In my experience, knowledge always wins.

Another thing that is getting strong support is the demand for "Made in America" products. Many of us, and not just dental technicians realized that because of the limited resources available overseas due to the pandemic, certain products were running out of stock pretty quickly. This should wake us up and help us to understand how important it is to be self-sufficient. I would like to encourage everyone to remind your clients and especially your friends and family to spread the word and ask for more information about the place of origin of the restoration and the products. I also ask everyone for support to build an alliance for a movement that laboratories and dentists are mandated to disclose the place of origin of the restoration and the products involved. Our patients have a right to know.

In addition, now is an important time to support small family owned businesses. Most of us are small businesses; most of our clients are small businesses, too.



So, what does the rest of 2020 bring? I think we are getting back to business pretty quickly. I think we will see a strong push over the next few weeks, but I also think we have to prepare for a dip in the fourth quarter this year. That will allow us to ramp up for 2021.

Stay focused, stay educated and stay in business. We will rise and shine better than ever before.

Alexander Wünsche, CDT, ZT

FDLA President

*We are able to come out of the pandemic with an amazing pool of knowledge. In my experience, knowledge always wins.*

## 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
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- Acceptance
- Innovation

## focus

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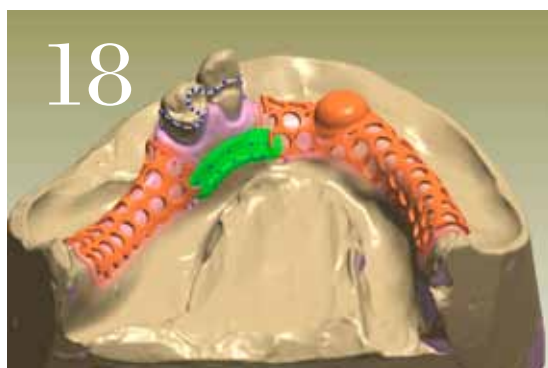
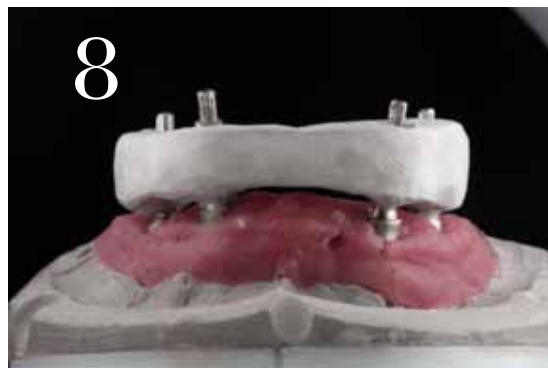
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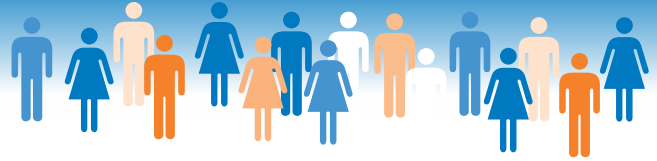
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## Education

As the leader of dental laboratory technology continuing education within the state of Florida, we are committed to helping laboratories formulate a business that will grow, meet the requirements mandated by Florida law and help Certified Dental Technicians (CDT) and Certified Dental Laboratories (CDL) maintain their certification. FDLA members are eligible to receive discounted rates on all continuing education.



**District Workshops** – Rotating around the state of Florida, FDLA District Workshops offer laboratory owners and technicians/staff the opportunity to receive continuing education credits year round on a variety of topics including the required “Florida Laws and Rules for Dental Laboratories” course.

**Online Education** – FDLA offers online education, including the mandatory “Florida Laws and Rules for Dental Laboratories” course, on our Website [www.fdma.net](http://www.fdma.net).

**Southern States Symposium & Expo presented by FDLA** – As the largest not for profit dental laboratory meeting in the country, attendees have an opportunity to meet with vendors of dental laboratory products/services to discuss equipment, supplies and techniques that can improve their business. A wide range of technical clinics are scheduled to provide members with the most current industry standards and continuing education.

## Legislative/Government Relations

FDLA works with several agencies to modify and strengthen existing laws affecting dental laboratories and ensure that such regulations strike a balance between patient safety and ease of compliance. FDLA members are provided critical updates and reminders for important legislation, deadlines and regulatory alerts.

**Florida State Laws Affecting Dental Laboratories Manual** – FDLA has developed a manual defining the state laws affecting dental laboratories. This manual explains in detail: continuing education, data required on prescriptions, materials disclosure and point of origin requirements necessary with all communication and case work executed between the dentist and laboratory.

**Continuing Education Requirement** – The state of Florida mandates that each laboratory in Florida must receive 18 hours of Florida approved continuing education credit every two years. FDLA is an approved provider and offers a variety of courses – including the mandatory course on “Florida Laws and Rules for Dental Laboratories.”



\*Effective January 31, 2018 – CDT's in good standing can upload a copy of their CDT card to CE Broker and waive all other requirements (FL Laws & Rules, Prevention of Medical Errors and General Credits).



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(available to laboratory owners)

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**Credit Card Payment Processing** – FDLA member laboratories are eligible to receive discounted rates on credit and debit card processing. Our provider specializes in creating card acceptance programs specifically for the dental industry.

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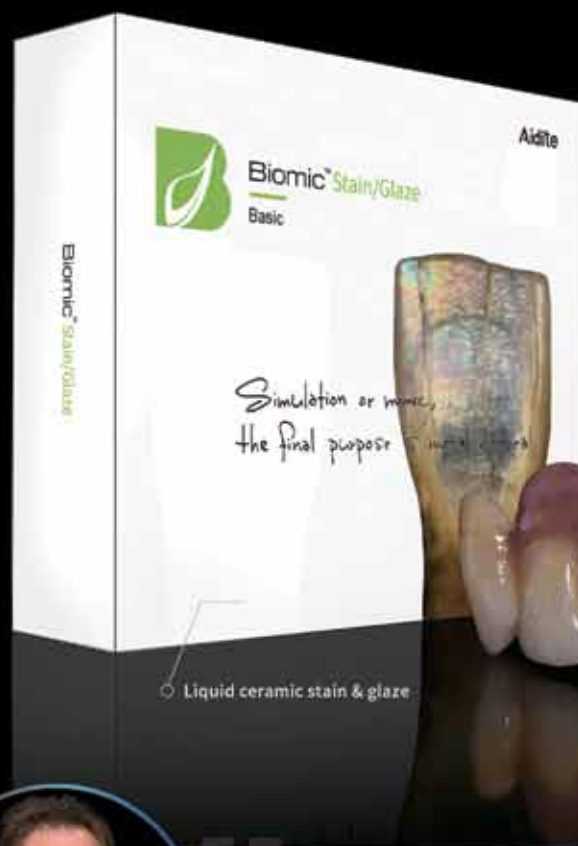
**focus Magazine** – FDLA's quarterly *focus* Magazine is the most widely read state dental laboratory association publication. It provides updates on crucial industry information, new technology, laboratory management and other issues of vital concern. FDLA members receive a complimentary subscription as part of their membership.

**Website** – FDLA's Website, [www.fdma.net](http://www.fdma.net), has comprehensive information on pertinent industry updates as well as conference registration forms, an online directory that enables dentists to look up FDLA member laboratories and other links.



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— Fernando Deleon, AACD, FACD, AAD, FDLA Past President, owner of Precision Esthetics



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## THE STONE VERIFICATION JIG

**W**ith more new materials streaming in daily to our dental laboratories, we have to be more sensitive in regards to proper workflows in order to manage risks and successful finalizing of the treatment. Especially when treating implants, it is crucial to verify the passiveness of the framework between fabrication steps. For example, recently we fabricated a zirconia framework for a screw retained implant bridge. The stakes were high. If the bridge did not fit passively, even just a little bit, the bridge would break—maybe even on the day of seating. This breakage is caused by the non-flexibility of that material.

*Since I implemented this technique in my protocol for working with zirconia, I have zero failures in regards to breaking or miss fits.*

So how do we verify our work? First and most importantly, we have to verify our master cast that is fabricated from the implant impression. This is done by a so called verification jig.

I have used multiple different designs (Figure 1) over the years and still use different styles of the verification jig depending on the type of restoration I am going to do. In this article, I would like to show one style specifically: the stone verification jig (Figure 2).

The stone verification jig is my gold standard for a successful verification. The main reason is because it is going to break if there is the slightest inaccuracy from the model to the mouth or vice versa. It basically has the same personality as zirconia in regards to passive forgiveness.

I brought this knowledge from way back. My grandfather, who was a dental technician and a

dentist back in Germany, used to take plaster impressions with a so-called impression plaster. My uncle, who is a oral surgeon in Germany, used to take implant impressions with this impression plaster as well. This was at the beginning of my career. These impressions are extremely accurate, due to the very low expansion rate of these plasters. Over the years, I experimented with different materials and when zirconia hit the market, I started doing verification jigs out of stone. Since I implemented this technique in my protocol for working with zirconia, I have zero failures in regards to breaking or miss fits.

### How do we fabricate a stone verification jig?

After receiving the implant impression in the laboratory, we disinfect the impression with the in house disinfection protocol. We then assemble the analogs to the impression copings. I usually do this step again just in case the impression comes assembled. Trust is good. Control is better. After assembling, we put a gingiva mask separator on the





intaglio surface of the impression. This is done by brushing or spraying, depending on the gingiva mask brand used.

We now can fill in the gingiva mask. I usually fill to the coronal third of the analog, so the analog is stable in the stone model, but the gingiva mask is thick enough to stay consistent the whole time. I don't like when it peels off the ends, due to the thickness and stress working on it over several weeks and back and forth to the dental office. After letting the gingiva mask set, we can pour a class four die stone into the impression to finish the model. This is all done per the manufacturer's instructions.

### When the model is finished, it is time for the verification jig fabrication.

1. Screw non-engaging temporary abutments, cylinders or impression copings to the analogs. It is very important that the parts are non-engaged, so different angles of the implants/analogs are not affecting the internal fit of the parts into the implant/analogs. Keep in mind, even the slightest inaccuracy in rotation, would not allow the jig to fit if the parts are engaging (**Figure 3**).
2. I used pink denture wax, or boxing wax to box around the parts. This allows me to define the size and shape of the future jig (**Figure 4**).
3. Pour stone in the boxed area. I use a very low expansion die stone. For more accuracy, plaster can be used as well, but it has to be mixed very carefully by the manufacturer's instructions and the working time will be shortened. Overall, which stone you use should be discussed with your client. Because he or she has to be comfortable with the brittleness of each stone. My experience is, it takes a short time for the treatment team to get used to the workflow (**Figure 5**).
4. I let my stone jig dry over night so it is completely dried out with no expansion or contraction. Then, I unscrew the jig of the model.
5. I take a sandpaper mandrel with a rough grid sand paper and smooth out the edges, since it is going to be in the mouth and could hurt the patient if sharp. It is important to work within a small space (1 mm) underneath the jig. So in case a new impression has to get taken, impression material can be injected in between the jig and the ridge (**Figure 6**).

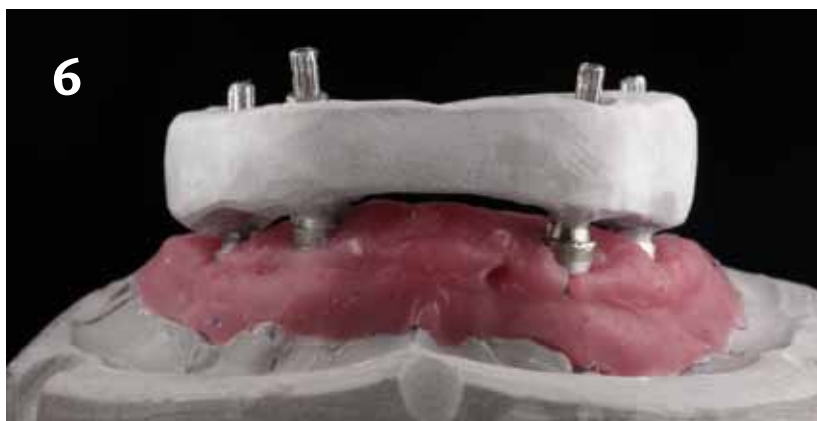




Figure 9.



*In my experience, this new master cast is going to be extremely accurate.*

6. Last, I fabricate a custom tray over the jig with screw access holes just in case a new impression has to be taken (**Figure 7**).
7. It is now ready for delivery to the client's office.

### I want to explain the clinical steps quickly.

The jig is going to be placed on the implants and torqued to 9Ncm. The same torque value is important, so we are getting an accurate reading (**Figure 8**). If the jig fits perfectly passive, it will not break and should be confirmed by taking an X-Ray. The case can be processed with the next step.

In case of a non-passivity, the jig will break. In order to make sure the break is clean and the pieces are not touching each other (so

they can be screwed back in passively), they should be connected with a dual cure resin (pattern resin or dura-lay). I would not suggest composite, because it is too brittle and would not connect properly to the stone.

Take a confirmation X-Ray and utilize the custom tray to take a new master impression with a heavy body impression material. It is important to squirt impression material underneath the jig. Next, unscrew the tray and take it completely out of the mouth (**Figure 9**).

Back at the laboratory, we fabricate a new master cast. In my experience, this new master cast is going to be extremely accurate. I usually fabricate the final restoration on this one (**Figures 10a - 10c**). ●

*Author's Note: I want to say thank you to Dr. Harold Baumgarten in Philadelphia, Dr. Garry Morris in Chicago and Dr. Maribel Lopez in Miami for the intra-oral photographs.*

Figures 10a - 10c.







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Crowns	Crowns	Crowns	Crowns	Crowns
Small Bridges	Small Bridges	Small Bridges	Small Bridges	Up to 3-unit Bridge
Large Bridges	Large Bridges	Large Bridges	Large Bridges	

Patent No. US 10,463,457

Patent No. US 10,463,457

Patent No. US 10,426,583 US 10,463,457  
 US 10,238,473 US 9,649,179 US 9,668,837 US 8,936,848

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By Joseph M. Saburn

# *The Role of* **NON-COMPETE AGREEMENTS** *in the* **DENTAL LABORATORY INDUSTRY**

**D**ental laboratories are a highly skilled and specialized business. Most successful labs have spent years developing and honing the skills, capacity and expertise that has allowed them to provide high-quality products that are produced efficiently using state-of-the-art fabrication technologies and cutting-edge machines. They use highly efficient proprietary workflows and specialized production techniques that have been created after many years of difficult trial and error. They continually update and refine these processes to ensure high quality and cost-competitive products are delivered to their customers in the most efficient manner possible. These labs invest a huge amount of money and time; and spend years of effort maintaining and enhancing their competitive advantages. They have highly trained and very skilled employees who produce the products that differentiate them in the marketplace. They have developed and perfected trade secrets, cultivated customers, invented valuable proprietary marketplace differentiators and related intellectual property in order to maintain and enhance the continued successful operation of their businesses.

In addition, dental labs are facing increased consolidation of the industry and there have been a slew of mergers, acquisitions, affiliations and other combinations. Buyers are often paying premium prices to be able to purchase and integrate successful labs into their business models and to incorporate customer lists, proprietary intellectual property, workflows and production methods to enhance the buyer's competitive position. A very common provision in purchase and sale agreements is a restriction on a seller's ability to compete against the business she or he just sold for a hefty premium for some time. After the closing of a transaction, a buyer of a company or business will not want to find itself competing with the seller of such business immediately after a sale. A non-compete covenant deals with this issue by prohibiting a seller from working in a business that is in competition with the acquisition for a certain period of time, and generally within a certain specific geographic region.

"In the business world, everything changes quickly and owners of dental laboratories need to make sure their employees understand why they are asking for non-compete agreements," said Rocky Farahmand, MDT, dental implantologist and owner of Finesse Dental Laboratory in Cherry Hill, N.J.

Farahmand advises his employees to take the agreement home, review it and study it, so that we can reach a fair agreement. A non-compete agreement protects both the employee and the lab owner. Everyone needs to be on the same page. Regarding acquisitions and the importance of non-competes, Farahmand explains that he has purchased several labs over the years and only one time did he have an issue with an owner not wanting to sign a non-compete.

"Being a technician for over 25 years working in various positions at the bench and in production management, there have been situations where employees leave a job and products are copied and renamed," said Pam Hanneman, associate manager—education, Zahn Dental in New York. "Non-competes are an important way to protect both lab and employee. They are completely reasonable and absolutely necessary to protect the lab's assets."

## WHAT ARE NON-COMPETE AGREEMENTS?

A covenant not to compete (or a non-compete agreement) is a contractual restrictive covenant that seeks to provide ongoing competitive protections to an employer. A covenant not to compete is a contract between an employer and an owner (or former owner), employee or contractor in which the related person agrees not to work for competitors of the employer for a specific amount of time and/or geographical area after the related person completes their service to the employer.

Whether you are an owner, employee, contractor, or an employer, there are three basic issues to think about when analyzing a non-compete:

1. Purpose
2. Restrictions
3. Enforceability

The non-compete restricts a related person's ability to directly, or indirectly, start or work for a similar business that is in competition with her/his former employer. It can restrict a related person's ability to disclose and use secret information, proprietary workflows or other protected trade secrets. It can restrict a related person's ability to compete within a defined geographical area or for some specific period of time after the related person stops working for the employer.

Because non-compete agreements place significant restrictions on an employee's ability to earn a living, they are viewed cautiously in most states and are narrowly construed and narrowly enforced. That said, courts will generally enforce non-compete covenants to the extent they are necessary to protect an employer's legitimate interest in its goodwill, confidential information and customer relationships. Most courts try to strike a balance between an employer's legitimate interest in protecting its confidential information and an employee's ability to earn a living. To be enforceable, non-compete covenants must be narrowly drawn and precisely tailored as to time, geographic scope and prohibited activity necessary to protect the employer from unreasonable competition. This enforceability, however, varies greatly by state.

Typically, a related person is a business's key employees and highly trained technicians. It may

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*Covenants not to compete are frequently enforced to prevent a former employee from soliciting his or her former customers to do business with, or buy competing products or services from the new employer.*

be someone who has been privy to development of long and short-term strategies or boosting workflow efficiencies. It may be the finance person, corporate accountant or sales or key accounts manager. It may be the person in charge of technology integration and application. It may be a critical contractor. It may be the owner and her family who are key parts of the successful enterprise. It's all the people who are the crucial components of a successful, well-run business.

Non-compete agreements need to be supported by substantial consideration. To that end, employers frequently require their employees to enter into non-compete agreements as part of their employment agreements. Other times, it is an as-needed agreement for additional protections. Current employees may also be asked to sign non-compete agreements. Often though, employees might be unwilling to sign a non-compete agreement once they are already employed. In such cases, an employer may condition eligibility to receive a special bonus or other compensation upon the signing of the non-compete. If the employer has serious concerns and require conformity, employees may face other actions to induce compliance. Care must be taken to ensure that any such actions do not violate other employment statutes.

## WHAT IS CONFIDENTIAL INFORMATION?

Covenants not to compete are frequently enforced where the former employer's confidential information may be used or disclosed unless the former employee is restrained from competing or disclosing the information. In those cases, the employer must generally demonstrate that it kept the information relatively secret from the public and from competitors and that the information gives the employer some competitive advantage or that it would be commercially useful to competitors.

The information must not be readily ascertainable from public sources. It can concern such things as products, proprietary manufacturing methods, marketing and strategic plans, sales data and forecasts, and customer relationships. Also, confidential information must be distinguished from the former employee's own general skills, knowledge and experience gained on the job, which the employee is free to use in competing against the former employer. Otherwise, employees would not be able to earn a living and advance in their careers.

## WHAT ARE CUSTOMER RELATIONSHIPS?

Customer relationships that were fostered, maintained and developed by an employee during the scope of her or his employment is an asset that belongs to the employer. Thus, an employer may use a covenant not to compete to prevent a former employee from using such customer relationships to compete with the former employer. Covenants not to compete are frequently enforced to prevent a former employee from soliciting his or her former customers to do business with, or buy competing products or services from the new employer.

## WHAT IS REASONABLENESS?

In deciding whether to enforce the covenant, courts will consider whether, based on the specific circumstances, the covenant is reasonably necessary to protect the employer's legitimate business interests, and whether the covenant is too broad and unduly burdensome on the employee. Courts making this determination will evaluate both the duration and scope of the restraint (and perhaps narrow those restrictions if the Court finds them to be over-broad).





## WHAT IS THE DURATION?

A non-compete agreement can't last forever. To be enforceable in most states, the agreement must be reasonable in duration. What is a reasonable length of time depends on the particular facts and circumstances presented. If the covenant is designed to protect confidential information, then its duration should not extend beyond the time at which the information would be expected to become commercially stale. If the covenant is designed to protect customer relationships, it should not last longer than the length of time reasonably needed to eliminate any connection between the former employee and employer in the customer's mind. The amount of time considered to be reasonable depends on the state. Courts routinely find covenants that last one or two years to be reasonable in duration.

## WHAT IS THE SCOPE?

Courts look at whether the geographical area covered is reasonable in light of the employer interests to be protected. Much depends on the specific services that were performed by the employee, and the employer's protectable interests that are at risk. As to sales representatives, for example, covenants that apply to geographical areas in which the employees did not work for their former employers are frequently considered overly broad.

Courts will generally not restrain a former employee from working in a geographical area in which the former employer does not do business. In the case of sales representatives, the territorial scope of the restraint may also properly be defined by the customers with whom the employee had contact, rather than by geography.

As to managerial and technical employees, courts may enforce covenants that apply in any area in which the former employer competes, if the new position threatens the use or disclosure of the former employer's confidential information.

## WHAT IS ENFORCEABILITY?

Non-competes are generally enforceable only to the extent necessary to protect the legitimate business concerns of employers. Since non-competes are a significant restriction on an individual's ability to make a living, the prevailing trend is to limit or bar the enforceability of non-competes unless substantial commercial harm will occur to the employer.

## WHAT IS DRAFTING?

So, what does it take to develop an enforceable non-compete agreement that protects the employer's business advantages? First, it is critical that the employer develop a clear definition of exactly what competitive activity needs restriction and what

information needs protection. To that end, it may be important to conduct a trade secret audit to identify and clarify what information will need to be subject to confidentiality. This audit process would provide important evidence in any subsequent litigation as to just what does an employer consider legitimate protectable interests. Also, it is important to quantify the steps taken to protect this information from dissemination to competitors. So, customer lists need to be constantly updated and protected, proprietary workflows need to be properly designated as proprietary in employer documentation and workplace policies need to specify that all such information is confidential and held as such.


## WHAT ARE NON-COMPETES IN FLORIDA LIKE?

Florida is a pro-employer state regarding the enforceability of non-compete agreements. The Florida non-compete statute provides that a person seeking to enforce a non-compete agreement must prove the existence of one or more legitimate business interests justifying the restrictive covenant. The statute sets forth that legitimate business interests include, but are not limited to, five items:

1. Trade Secrets
2. Valuable Confidential Information
3. Substantial Relationships With Customers, Patients and Clients
4. Goodwill
5. Extraordinary or Specialized Training

Importantly, the statute also provides that the contractual restrictions must be connected to the protection of legitimate business interests. A person seeking enforcement must prove "the contractually specified restraint is reasonably necessary to protect the legitimate interest," according to Florida statutes.

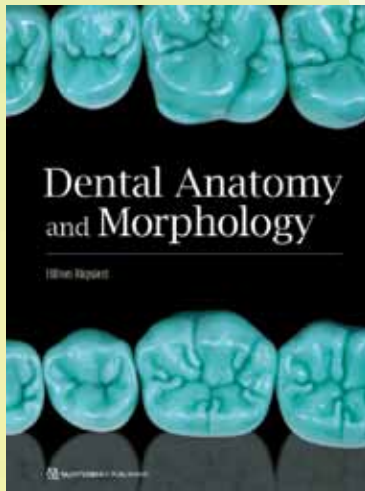
## WHAT DOES THIS MEAN FOR MY LAB?

Non-compete agreements that are carefully drafted and narrow in scope serve a clear business purpose and are certainly enforceable in most states. The challenge for employers and employees is to reach a balance of interests that provide needed protections to employers and also allow employees to pursue and advance their careers in a beneficial way. For both sides, ultimate care must be taken to find consensus in narrow, clear agreements that are not overly broad or unduly restrictive. 

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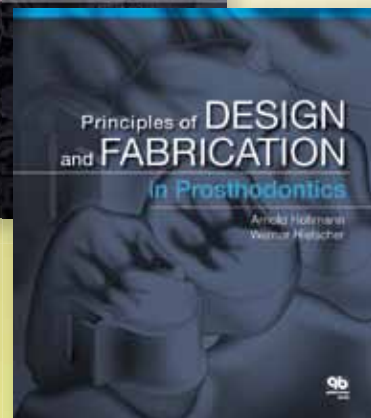
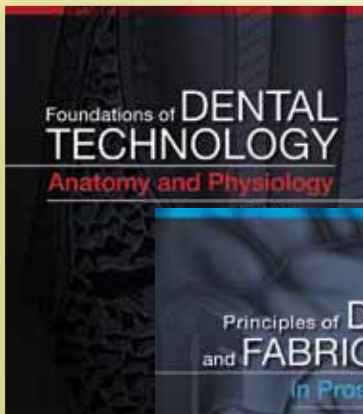
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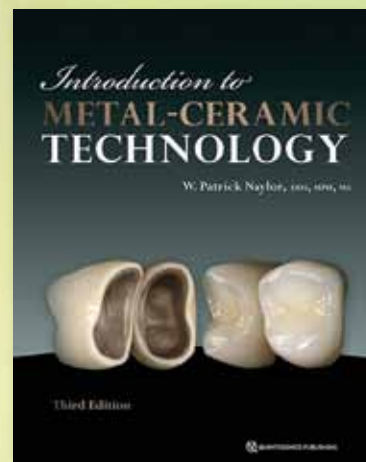
Ting-Ling Chang et al  
(B7901) US ~~\$108~~ **\$75**



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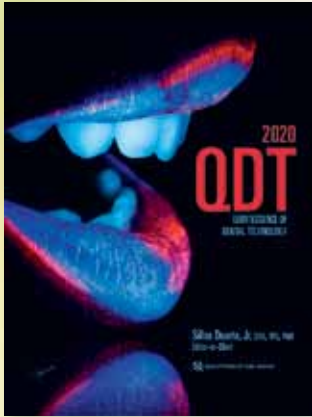
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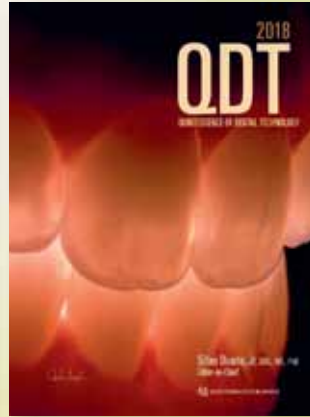
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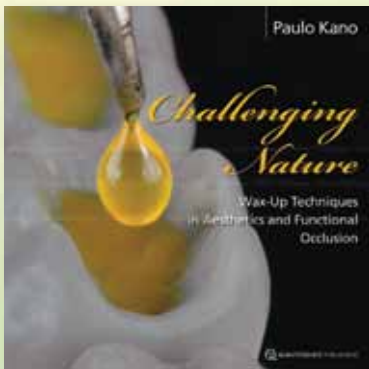
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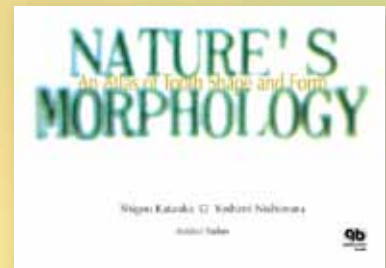
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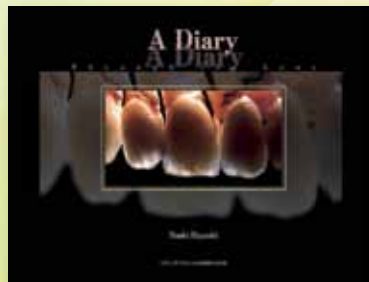
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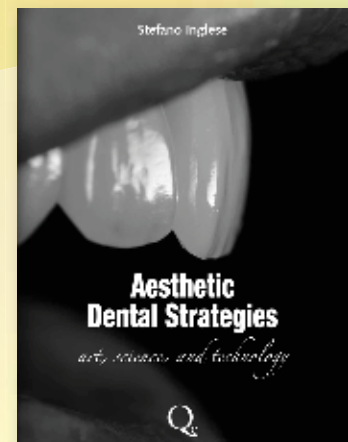
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# Removable Prosthetics Embrace Digital Opportunities

**T**he explosive removable prosthetics growth opportunity in dentistry has been well documented. The Baby Boomer generation represents the largest segment of our population. Historically, this group has been engaged with routine dental care and acceptance of indirect restorative treatment. Unfortunately, a significant number of these patients are losing the battle with periodontal disease. This leaves a huge pool of patients requiring prosthetics. A high percentage of them present as fully edentulous in the maxilla with a partially edentulous mandible.





Compounding the opportunity for the laboratory is the lack of qualified talent to fabricate these appliances. As the average age of a removable technician continues to rise due to a lack of young technicians coming in, we find a major hole in the labor pool. It takes significant time to develop the hand skills for setting teeth correctly.

However, digital denture software shortens the learning curve for the set-up process when compared to the analogue approach. Learning to set teeth is an important part of the training process, as the tactile relationship of actually positioning teeth creates a stronger understanding of esthetics, occlusion and function. This leads to better decision making in the digital space.

The digital dental revolution has hit full stride with the introduction of complete and partial denture applications. The denture set up software options are numerous with 3Shape leading the way based on market share alone. The continuing development of software by Exocad among others is expanding and improving the options available for this step in the process.

## Digital Dentures

The anticipation associated with this digital segment has been met with an unprecedented ramp up/adaptation speed.

The initial clinical armamentarium offered by Avadent and then later by Dentca was engineered with a focus on capturing

excellent clinical records. All digital denture systems prefer the capture of proper border molded impressions and centric relation capture by tracing methods. All systems now teach the use of conventional analogue methods to the same end, proper clinical records. The lack thereof is of course where all of the laboratory's problems begin. The lack of these basic details severely limits the technician's ability to produce successful results, whether analogue or digitally produced.

The Avadent system provided the first milled system with exceptionally good results. To date, this system remains the only option when digital incorporation of implant substructures is required.

Accuracy is the benchmark for this system. Milling fully cured PMMA obviously has no curing distortion of the prosthesis and therefore illustrates excellent fit, limited only by the accuracy of the analogue clinical impression.

Ivoclar has introduced their offering in this segment. It also includes the milling of a pre-cured Ivobase puck. The clinical armamentarium is quite involved requiring one additional appointment for the capture of records.

The author's anecdotal experience found the clinical techniques for both the Avadent and Ivoclar systems to be excellent when accomplished correctly, but too time consuming for easy adaptation by the average clinician.

Material waste is a common concern typically found with subtractive technologies. Production time also is a concern with large capacity milling as it limits daily capacity when compared to 3D printing with Carbon Technologies.

The combined efforts of Carbon and Dentsply Sirona brought us the best opportunity for increased capacity and improved clinical performance with the world leader in denture base resins, Lucitone 199. This universally accepted material has paved the way for skeptical clinicians to embrace this digital application and dramatically

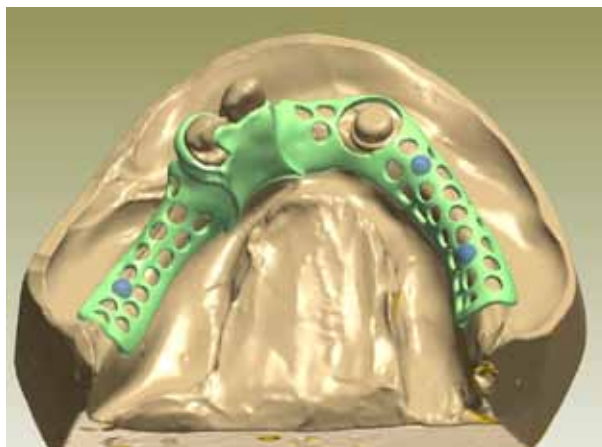
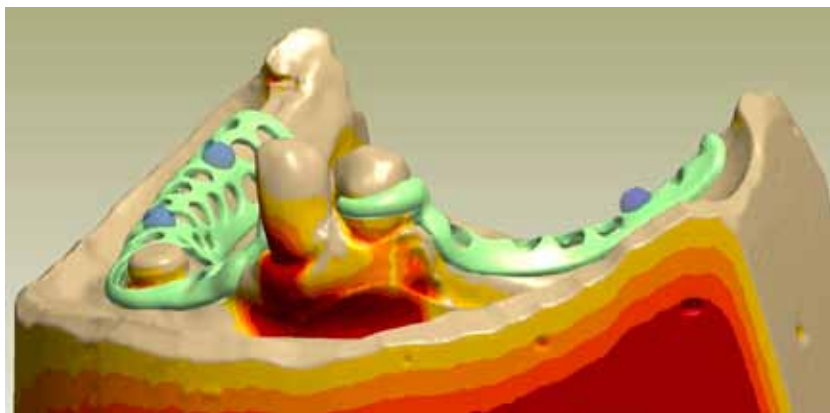
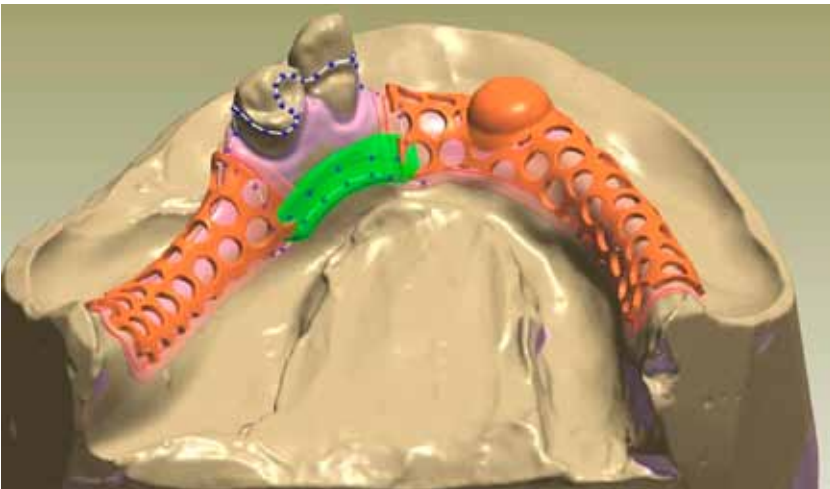
improve laboratory capacity, while delivering a restoration that increases in strength when placed in the oral cavity.

## Digital Removable Partial Dentures

The clinician may successfully scan partially edentulous arches for the fabrication of all types of removable partial dentures, surgical guides and occlusal splints. We now have the ability to digitally produce cast alloy and acetal resin through Milling and printing and flexible partial dentures extrusion printed methods.

## Evolution of Materials and Processes Used in RPDs

- a. **NiCr based** – First commercially-available metal RPD (brands: Ticonium)  
**Advantage** – Less Technique Sensitive
- b. **CoCr based** – Better due to nickel-free and beryllium-free (brands: Nobilett, Vitallium, Bego)  
**Advantage** – Retains Clasp Position and Surface Polish
- c. **Titanium cast** – More flexible, but nearly impossible to make defect-free due to low specific gravity and casting difficulty (brands: GC)  
**Advantage** – Bio-Compatibility
- d. **Polyamide based** – More esthetic, but not clinically ideal due to lack of occlusal rests (brands: Valplast)  
**Advantages** – Patient Comfort, Flexibility Leads To More Predictable Clinical Delivery
- e. **Acetal resin based** – Stronger than polyamide, not strong enough for occlusal rests (brands: Duraflex)  
**Advantages** – Esthetics, Comes In Vita Classic Shades, Tooth Saddles Are Meshed With Conventional Processing
- f. **3D Printed Metal** – More accurate than conventional CoCr (brands: EOS)  
**Disadvantage** – Cost-Prohibitive For Routine Use
- g. **Titanium-milled** – More accurate than 3D Printed CoCr, more biocompatible, more flexible to engage undercuts, more comfortable for patient (brands: Nobilett)





## Case Study

Our patient presented with an edentulous maxillae and partially edentulous mandible. Teeth No's. 21 and 22 were retained and an implant was placed in the No. 27 site.

After consultation between the prosthodontist, Dr. Scott Miller, DDS, Billy Goddard, CDT and myself, we elected to produce a maxillary digital denture with the base fabrication accomplished with Dentsply Lucitone 199 Resin and the Carbon 3D printer. We decided to produce a mandibular titanium framework with Nobel-Ti alloy milled with the Nobel-Ti High Speed Milling System from Nobilium.

### Appointment One

Dr. Miller captured an excellent border molded impression for the maxillary arch and an alginate impression of the mandibular arch.

The laboratory scanned the mandibular cast and sent the STL file to Biogenix Dental Laboratory for the design and milling of a titanium framework.

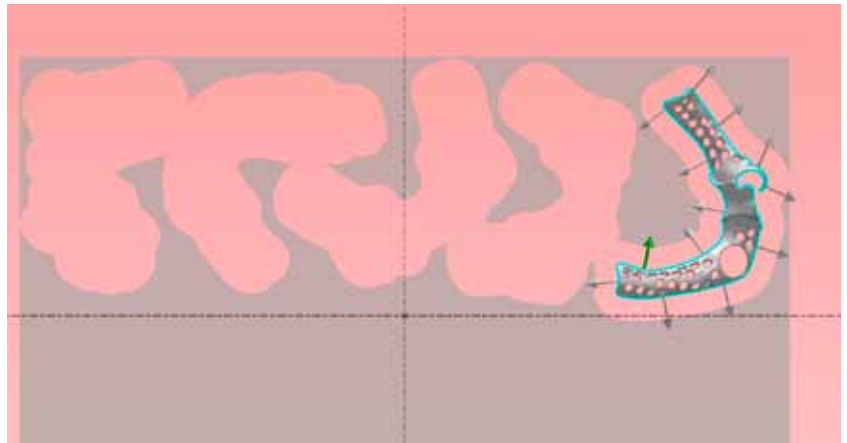
Milling represents the most cost-effective way to digitally produce a titanium framework. The other option, selective laser melted alloy, produces an excellent restoration at a significantly higher cost due to the advanced technology and relatively slow production time.

Upon completion of the framework, we fabricated a maxillary occlusal rim and mandibular bite blocks on the framework. This was sent to the doctor for occlusal and esthetic records.

### Appointment Two

Dr. Miller captured the midline, cuspid line and high lip line on the maxillary rim, a facebow registration, a centric relation record and the desired shade and mould of teeth.

The laboratory articulated the case. The mandibular teeth were set on the framework in ideal occlusal plane against the maxillary occlusal rim. We scanned the maxillary arch, opposing set up and the occlusal relationship. The maxillary set-up was designed and a white resin prototype was printed for clinical evaluation.



*Milling represents the most cost-effective way to digitally produce a titanium framework.*

### Appointment Three

Dr. Miller tried the case in checking esthetics, phonetics and occlusion. He determined that the maxillary right buccal corridor was deficient and requested correction and another try-in. The laboratory redesigned the denture and sent it back for a second try-in.

### Appointment Four

Dr. Miller tried the case in and the patient realized that she was unhappy with level of gingiva displayed. Dr. Miller returned the case for correction and completion of the case.

This is an all too familiar story for all of us working to provide care for patients. Delayed care will lead to many cases needing to be completed and patients are asking for expedited treatment. This is putting added pressure on the laboratory



community, especially in the removable space. All of my current laboratory clients report excessive numbers of repairs arriving in the first days back in operation. The digital applications discussed here will make us more productive at higher levels of accuracy. We are ready to adapt to the new normal, whatever that looks like. [▶](#)



### About the Author:



David Avery, CDT, is director of professional services at Drake Precision Dental Laboratory in Charlotte, N.C. He received his AS degree in dental laboratory technology from Durham Technical College in Durham, N.C. in 1976. He achieved his Certified Dental Technician status in 1986. During his career, he has served as a private technician, full service laboratory owner and since 1986, a member of the Drake executive management team.

He has an ongoing academic relationship with undergraduate and postgraduate dental students at the University of North Carolina, Medical College of Georgia, Virginia Commonwealth University, University of Tennessee, University of Mississippi, Tufts University and West Virginia dental schools. He is also a visiting lecturer at the GPR and Oral Medicine programs at Carolina's Medical Center, Wake Forest University, University of Virginia Medical Center, as well as numerous residency

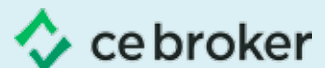
programs within the US Veteran's Administration and Armed Forces.

He has published in numerous laboratory and clinical journals and has presented more than 700 scientific programs for local, regional and national professional clinical and laboratory organizations covering every aspect of Dental Laboratory Technology and Communication.

He is a board member of the Dental Technician Alliance of The American College of Prosthodontists. He serves on the editorial boards of *Compendium of Dental Education*, *The Journal of Dental Technology*, *Inside Dental Technology* and *Inside Dental Assisting*. He also serves as dental laboratory technology editor for the *Journal of Esthetic and Restorative Dentistry* and as continuing education director for *Inside Dental Technology* magazine. He is a faculty member at the Pankey Institute for Continuing Dental Education. [▶](#)

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# FDLA Recognizes Outstanding Students

Each year, FDLA recognizes outstanding students from McFatter Technical College for their hard work and dedication to their program. Congratulations!



Cristian Alonso



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## Financial Loans During Hard Times

Recently, the FDIA reached out to members to find out how they were faring when it came to the Paycheck Protection Program loans, U.S. Small Business Administration loans and Florida bridge loans.

*Nearly 80 percent of respondents have applied for a U.S. SBA economic injury disaster loan.*

Roughly 75 percent of FDIA members applied for the PPP program. Of those, 56 percent were approved for a loan. There were various reasons for the denials, however, most respondents said they didn't know why they were denied.

"Even though this virus situation is unique, the government was not ready when it came to apply for the financial aid," said one survey respondent. "I guess we are one of the few lucky small businesses to get approved, but it took almost two weeks of applying paperwork after paperwork until finally our bank said it was good to submit."

Nearly 80 percent of respondents have applied for a U.S. Small Business Administration

economic injury disaster loan. Of those respondents, nearly 47 percent had their application approved. For those who received a no, there was not much feedback about why or they are still waiting to hear back.

"We applied for the EIDL at the earliest possible opportunity expecting something within three days," said one respondent. "We did not receive the funds or any kind of correspondence for several weeks."

"I again was early to apply for the \$10,000 they offered," said another respondent. "Then, they changed some rules and said to apply again. I then applied a third time and no news. After missing first PPP, then \$1,000 showed up in my bank directly from the Small Business Administration. They changed the rules again and paid \$1,000 per employee. So I'm a business of one."

Only nine percent of respondents had applied for a Florida emergency bridge loan. Of those respondents, ten percent (one respondent) were approved. [i](#)



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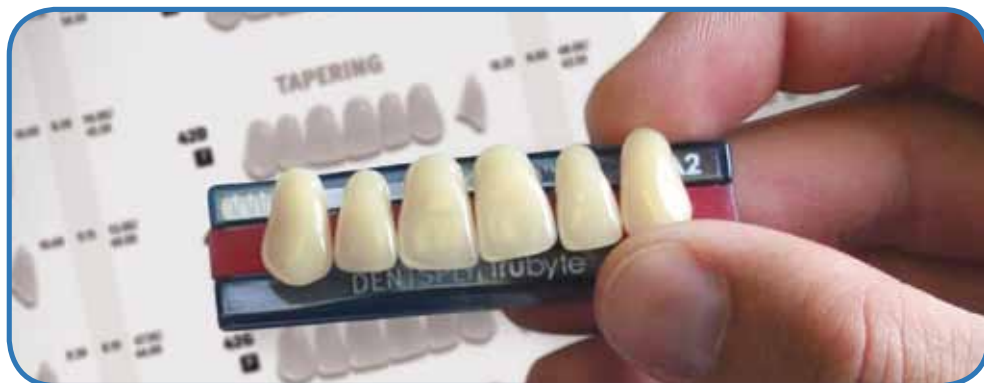
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