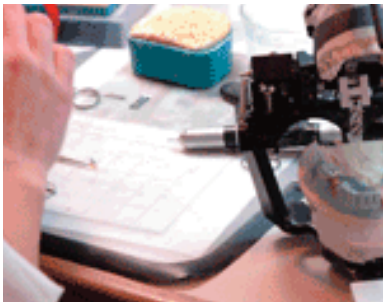




Innovations

Your Partners
in Precision.™

MAKING GOOD CHOICES WHEN CHOOSING A DENTAL LABORATORY



Next to salaries and benefits, dental laboratory fees are a dentist's greatest expense.

You wouldn't hire a dental assistant without an interview, so why "hire" a dental laboratory without one?

We believe that the following suggestions will help you find the right laboratory for your needs and avoid the expensive pitfalls of "trial and error".

Inspect:

Personally inspect any lab under consideration. The appearance of the lab is usually an indication of the management's philosophy and attitude. If it is a clean well kept and properly equipped laboratory with desirable working conditions, you can reasonably expect the level of quality and service to reflect these conditions.

Interview: *Meet with the owner/s.*

Is he/she the type of person you feel comfortable working with? Do you communicate well and understand each others needs? Is he/she technically oriented? Does he/she and their staff participate in continuing education?

Question:

Can the lab handle the advanced, complicated and the unusual? How is quality controlled and checked? What is the lab's philosophy on quality vs. price? Will their casework schedule meet yours? Can the lab work with techniques and materials of your choice? Can the lab provide technical assistance and consultation when and where needed? How does the lab maintain communication with its dentists? What special services and capabilities do they offer?

Try Out:

Once you have made your choice...Talk to dentists who are currently using the laboratory. A laboratory with CONSISTANTLY HIGH QUALITY and SERVICE will gladly give you a list of dentists that they work with. Send 4 or 5 cases to the laboratory. Avoid judging a lab on the results of one case alone. It takes time for a lab to get to know you and for you to know them.

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MESSAGE FROM THE LAB

In my recent visit to the Chicago Mid Winter Dental Meeting, I was blown away by the diversity of new high tech equipment and procedures that were on display.

The explosion of Cad/Cam systems and manufacturers was also a little concerning.

There were a number of new companies displaying their wares and this concerned me because you never really know which ones are going to last. And we've all been down the road of having to quickly find new suppliers. We must remember that we are still dealing with a medical/dental device or prosthesis, and we need to be aware of how, where and with what our patients restorations are being manufactured.

Having been at the forefront of this type of technology for over 15 years and having been involved in testing and R & D for a number of these companies, I feel that we must be more aware and educated about the products we prescribe than ever before.(for our patient's sake)

It is not without reason that the products that we use should be from reputable and well respected sources and companies and not from upstart manufacturers that have no track record. Not only will our patients suffer but everyone suffers.

The problem of Illegal underground unsupervised local Dental laboratories and unregulated offshore laboratories is a cancer that is harming our patients. There is absolutely no way of guaranteeing that the products that these labs produce meet even the minimum standards set out to ensure the health and safety of our patients. Remember, if problems occur with these unregulated laboratories and/or, untested and unapproved products, you as professionals will be responsible and liable.

Please read the following article and ask yourself, 'does my lab meet the basic benchmarks of quality?'

Enjoy!



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NEWS & EVENTS

DR MICHAEL FLING SEMINARS

Dr. Fling practices what he preaches. While he teaches and lectures a great deal, he maintains a cosmetic and restorative practice, seeing patients 4 days a week. Join us at any of the upcoming seminar sessions being held in Toronto.

The dates for the sessions are:

- 17 & 18 April 2009
- 12 & 13 June 2009
- 11 & 12 September 2009

This series promises to be a fantastic learning opportunity at a fraction of the cost of going down to The Pankey Institute or The Dawson Centre.

If you would like more information call Larry at 905-763-0055



MASTERS OF EXCELLENCE - SPECIAL OFFER

For a registration fee of \$75.00, you will receive \$150.00 worth of implant components, and the program is also eligible for 3 Continuing Education Points.

How Cad/Cam Implant Technology can enhance your practice and save you and your patients up to 40%.

Limited seating available. **Register Now!**

Informative, Interactive and Fun, these seminars will teach, inspire and inform. Giving you tools and resources to enhance your practice and the care you provide to patients.

Dates: April 1, 2009
Time: 6:30pm - 9:30pm

EXCLUSIVE EVENT FOR DENTURISTS

Delta Markham
Thursday, April 23, 2009
6:30- 9:30 pm

This eye opening event will be focussed on denture related technology. Come and see the latest in Nobel Procera Technology and how it can radically lower your costs while delivering exceptional product quality. Learn from Larry Rips, RDT with A & L Dental Laboratories, one of Canada's only labs offering this amazing technology.

Space is limited so reserve your spot today

Call Debbie at 905 885 4850 or Larry at 905 763 0055, or register online at www.aldentallab.com



Good Choices cont.

Capability:

Does the lab have the proficiency to complete your prescription/instructions for any type of restoration? Does the lab have highly skilled technologists with modern equipment and materials to complete your casework on a consistent basis? Does the lab practice ardent and efficient infection control techniques? Can the lab accommodate any restorative or cosmetic challenge you may encounter in your practice? Do they provide outstanding services and technical support that offers you and your patients a good, long term predictable prognosis?

Service:

No matter how high the quality of work, it is valueless if it is not combined with dependable service and effective communication. A knowledgeable technical consultant should always be available to the dentist to review ongoing cases and to discuss and plan any future cases. Obviously, a precision-restorative dental laboratory must have a prompt, reliable pick-up and delivery service for both local and long distance clients.

Research:

The laboratory should be actively involved in research and development. It must keep up to date with new materials, techniques and equipment and must be able to pass this information on to their dentists.

Remember, ask questions, be diligent and always trust your instincts. The choices you make today will impact your business for the future.

SPECIAL OFFERS

For the months of March and April, receive \$50 off any Procera Coping or Bridge

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