

**Washington State Dental Laboratory
Assn
presents its**

**Northwest Laboratory Forum
“The Future of Smiles”**

**April 13 – 14 - 15, 2007
(Friday, Saturday & Sunday)**

featuring

ALL NEW LOCATION

Awards Party - Friday

Luc Rutten MDT

**sponsored by Vident
Thomas Zaleske AS**

Axel Pomeranz, sponsored by Wieland Dental Systems USA

James Brudvik DDS, FACP/Kyle Schmidt DDS

Dan Wells, Harris Biomedical LLC

Future Track

Business Success 101

Lab Owners Roundtable

EXHIBITORS

FUTURE TRACK

Scholarship Petting

**at the
Future of Flight**

The Future of Flight Aviation Center & Boeing Tour is an interactive center showcasing the art and science of innovation and aviation's profound impact on the world. Home of the Boeing Tour, the Center features a restaurant, commercial aviation technology gallery, and gift shops.

**8415 Paine Field Boulevard
Mukilteo, Washington 98275**

Hilton Garden Inn

8401 Paine Field Boulevard, Mukilteo WA 98275

425-423-9000

(Room block expires 4/1/07)

Additional Questions, call 1-800-652-2212
FRIDAY, April 13, 2007 – Future of Flight, Mukilteo

Golf– 8:00 a.m. tee time, Harbor Pointe Golf Club, 11817 Harbor Pointe Blvd, Mukilteo WA

7:00 AM – 5:00 PM Registration & Benefits Information

8:00 – 5:00 – CDT/RG Preparation & Review by Robert Holmes, Jr., CDT & Kristine Merriman CDT. This is a course designed to prepare the technician to take the Comprehensive Written Exam. The morning session will review removables including orthodontic appliances; afternoon will review fixed prostheses. A good portion of the review will cover materials as that is about 35% of the exam. (Lunch not included)

8:00 AM – Noon – Business Success 101, made possible in part by a grant from Western States Conference – help lab owners run their businesses. (4 hrs Prof Dev credit)

8:00 – 9:50 – “Financial Reports & Their Use in Company Financial Management & Decision Making” by Jerry Zyskowski, SCORE. This course will focus on the key financial statements (Profit & Loss, Cash Flow, Balance Sheet & Breakeven). We will review their use in general terms as well as through a typical dental lab financial example. We will look at the statements primarily for a financial management standpoint, to use them to help us make business decisions. Through the use of Excel spreadsheets, we will also show how they can be used to evaluate prospective changes in the business. We will also look at key financial ratios that affect the successful operation of the dental lab. Ample time will be available for questions to assure that we are meeting the individual needs of the participants.

10:00 – 10:50 - Federal Business Tax Planning – Robert D. Pentimonti, Atty. Bob will cover the different types of legal entity structures available for operating a business in Washington and the different tax consequences of each. Some dental laboratories may be operating as sole proprietorships, however, they could also be operating as limited liability companies (LLC's), C or S type corporations, general or limited partnerships, and possibly even limited liability partnerships (LLPs). Each different entity type has unique federal income tax characteristics. Bob will also discuss the impact of the estate tax on business owners and techniques that can be used in succession planning to reduce estate tax.

11:00 – 11:50 “Customer Care” by Vince Troccoli This lecture is based on my experience as a newspaper publisher and business instructor. As a publisher I worked very closely with my customers who were business owners. From this perspective I saw many owners who were successful and too many that were not, yet they all knew their professions. The difference between the two was usually "customer service". Some understood it, and some did not. The lecture will be presenting some quick and easy to apply concepts about customer service.

1:00 PM – 5:30 PM WSDLA Lab Owners Round Table, Lunch & Discussion – This very popular interactive roundtable is featuring several topics of value to the laboratory owner. (4.5 hrs Prof Dev credit) (Buffet served from 12:30 – 1:30)

1:00 – Employment Practices Information – Jon Payne, Attorney (back by popular demand)

2:45 – “Lean Advantage Program” by Robert Long, Whip Mix. This program will consist of: (1) Understanding the components and the benefits of the Lean Advantage Program. (2) The rules and the tools of Lean Advantage in the dental lab. (3) The offerings and cost of the Whip Mix programs and consulting packages. This will be a high level overview and open to any and all questions and discussion.

4:00 – Open Forum moderated by Wes Brandon CDT.

7:00 – 10:00 PM Awards Party, Future of Flight – Join us for our second Awards Party! WSDLA is sponsoring this no host cocktail party in the lobby of the Future of Flight. The 25/40 Year CDT Certificates will be handed out along with other WSDLA awards. (This will take the place of the awards usually given out on Saturday at the Exhibit Hall.)



SATURDAY, April 14, 2007 – Future of Flight & Hilton Garden Inn

6:45 AM – 4:30 PM Registration

7:15 – 8:15 Infection Control – Future of Flight Infection Control for the Dental Laboratory by Dan Wells of Harris Biomedical LLC (1 hr CE) . A refreshing, simplified approach to bureaucracy and the “real world” application of regulations. This presentation will satisfy your annual requirement for CDT renewal. –Boeing Theater at the Future of Flight.

8:30 – 11:30 Speakers: Fixed, Removables, Future Track – Hilton & Future

10:00 – 2:00 EXHIBIT HALL, Table Clinics – Future of Flight

11:45 – 1:00 Lunch – Future of Flight

1:00 PM Scholarship Raffle Drawings

First Prize: Trip for Two to Reno donated by Arnold Dental Supply

1:30 – 4:30 Speakers: Fixed, Removables, Future Track

1:30 – 6:30 Hands On Course – “Special VITA VM9 Veneering Techniques for CEREC inLab YZ Copings” by Luc Rutten MDT (7 hrs CE)

(Conclusion of Hands On – Sunday 8:00 a.m. to 10:00 a.m.)

6:30 - Go Cart Racing at TRAXX Cart Racing – Join us for this optional social gathering that includes go cart racing and pizza in Mukilteo.

SUNDAY, April 15, 2007

8:00 – Noon CDT/RG Comprehensive Written Exam – must register with NBC in advance. See www.nbccert.org/files/ExamDates Register by 3/23/07 with NBC to take the exam.

FIXED SPEAKERS TRACK – Hilton Garden Inn

8:30 AM – 11:30 AM “The Art of Harmony” Luc Rutten MDT, sponsored by VITA and Vident (3 hrs CE)



We have undergone a paradigm shift. Craftsmanship was the focus. In short, we primarily dealt with technical details. Our perspective has changed. Today, the aesthetic demands of the patients guide our actions – and we have to satisfy these demands. The true challenge does not just lie in ceramic layering, but in bringing red and white aesthetics into harmony. The more we understand about this subject, the more sharply we appreciate the close relationship between aesthetics and function. These high demands, the gingiva-supporting formation of pontics, or the contouring of soft tissue by the controlled shaping of bridge elements are only a few examples placed on modern dental technology. In this context, metal-free restorations are becoming increasingly important. And modern CAD/CAM technologies are finally able to ensure consistent quality and precision of metal-free restorations.

In my lecture I also will talk about aluminacopings, to make the participants clear what the difference is between all the different

materials. The advantages, the properties and the possibilities of those different materials will be discussed in detail.

Website: www.dentalteam.BE



1:30 – 4:30 PM “Ceramic and CAD-CAM Technology” Axel Pomeranz CDT, President of Wieland Dental Systems USA (3 hrs CE)

Modern ceramic technology described in detail. What’s behind buzzwords like nanoleucites, CTE, opalescence, fluorescence and others?

Have you wondered...? Why zirconium is just as strong as alloy? How a 14 unit bridge can be accurately milled with precision? What does CAD/CAM actually mean? What’s the future with cad/cam technology?

How does this change in technology affect your business and you future in this business?

HANDS ON COURSE 1:30 p.m. – 6:30 p.m. Saturday + 8:00 a.m. – 10:00 a.m. Sunday

“Special VITA VM9 Veneering Techniques for CEREC inLab YZ Copings” Luc Rutten MDT, sponsored by VITA and Vident (7 hrs CE)– This special advanced course by Luc Rutten, MDT, will provide the participants a thorough understanding in the fabrication of All-Ceramic Restorations utilizing VITA’s new VM9 ceramic system and YZ substructures milled with the popular Cerec inLab system.

Course Objective: Each participant will fabricate a central incisor that will replicate nature. You will learn VITA’s new 3D-Master Shade Guide and the complete VITA VM 9 veneering system.

VITA VM8 System

- Use of VM 9 Base Dentine
- Base Dentine Chart for matching individual shades
- Layering technique to match VITA 3D shade guide
- Layering techniques to replicate natural teeth

- Indications for using effect colors
- Use of opal and pearl effect powders
- Contouring, surface texture, and glazing
- New VM9 margin porcelains

Vident will supply the model and inLab YZ coping at the course. Please bring your instruments, brushes, light and handpiece to the course. Vident will supply the VM9 ceramic system, Vacuumat 40 Furnaces, and all the other course materials. *Location: Hilton Garden Inn*

REMOVABLES SPEAKERS TRACK – Hilton Garden Inn

8:30 a.m. – 11:30 a.m. - “Dentures” by James S. Brudvik, DDS, FACP (3 hrs CE Credit) A discussion of current thinking and techniques for complete and immediate dentures. This will be a continuation of the discussions held at the October Labfest in Wenatchee. Dr. Brudvik has over 50 year as a dentist and 15 years in the laboratory. He understands the work of the technician.

In addition, second year grad student Kyle Schmidt DDS will present laboratory aspects of extreme over-closures in complete dentures.



1:30 – 4:30 PM “Removable Prosthetics: Establishing a Higher Value” by Thomas Zaleske AS (3 hr CE)

Establishing a value in the services a denture laboratory provides in the 21st century must be more than a “same day” turnaround or “free” resets. In order to compete and thrive in today’s denture specialty, laboratories need to establish their value with discriminating selection of materials used in fabrication, sound techniques that fully utilize the material properties, and the unique manipulation of standard materials to provide natural

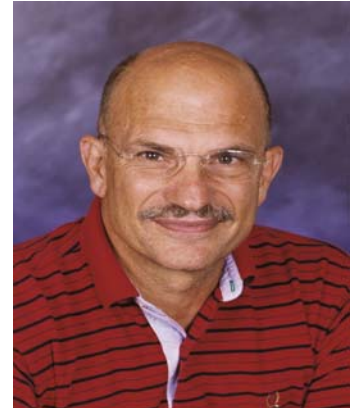
esthetics, better comfort and function of the final dental prosthesis. Check out his website:
www.matrixdentallab.com

FUTURE TRACK PROGRAMS – Future of Flight

“Future Track” includes presentations on the latest developments in our dental laboratory technology world. Each of the manufacturers will have one hour to present its newest product or process. We offer scientific credit for the presentations. (6 hrs CE)

8:30 – 9:15 AM – “Join the Zirconia Revolution and Become a ‘Milling-aire’” by Vince Tauro CDT, MDT, Dentsply International Prosthetics

Learn how to increase your bottom line by fabricating your own zirconia frameworks in your lab with the affordable and recently, re-designed Cercon Zirconia Cad/Cam system by Dentsply. In-house ownership of the Cercon Cad/Cam system allows your laboratory to eliminate its zirconia outsourcing bill and thereby add profitability, independence and control to your business model. The Cercon Cad/Cam system gives you the precision you need to manufacture zirconia frameworks - from single units to bridgework as large as 47 mm - with the strength you need to build confidence with your doctors and their patients.



9:30 – 10:15 AM – “Enterra – Light Cure System for all Departments” by Brian Schumacher, Dentsply Trubyte Division

10:30 – 11:15 AM – Are You Ready for “Digital Impressioning”? Concepts of the Digital Workflow by Kevin Black, 3M ESPE

1:30 – 3:15 PM – “Simply Precise: Achieving Esthetic Results Using Engineered Zirconia Abutments” by James G. Hannoosh, BS, MS, PhD, Atlantics Components. Atlantis Abutments in Zirconia offer unique benefits to every member of the dental implant team. *Now available for the Nobel Biocare Replace, Zimmer*



TSV and standard diameter external hex implants, this all-zirconia abutment needs absolutely no modification prior to restoration. Begin using patient-specific abutments zirconia on your very next case! Participants will learn:

- about a new cross-platform, all-Zirconia abutment that delivers the most precise fit for secure and simple restoration of most implant cases
 - how Atlantis’ engineered all-zirconia abutment provides exceptional strength, precision and reliability when compared to other zirconia abutments
 - how zirconia abutments are processed to achieve high precision and reliability
 - about the properties of engineered ceramics and what that means for their implant restorations
- how patient-specific abutments can streamline every implant protocol
 - how state-of-the-art zirconia materials from Atlantis assure exceptional results

3:30 – 4:30 PM – “Future of Cad-Cam” by Patterson Dental Supply & Sirona



About Our Speakers

Luc Rutten, MDT and his brother, Patrick, graduated from the Dental Technician School Anneessens in Brussels in 1979. They spent the next five years in Cologne, Germany where they specialized in ceramics and milling techniques. In 1985 they returned to Belgium and set up their own Dental Laboratory in Tessenderlo, the Dental Labo Rutten. In 1991, the Rutten Brothers published their first article in "Das Dental Labor"; it was translated in three languages. They have also written two excellent books entitled, "Implant Aesthetics" and "Crown & Bridge and Implants: The Art of Harmony", published by Teamwork Media Verlage GmbH/Fuchstal/German. Luc and Patrick are members of the International Advisory Board of Dental Dialogue (North America and Germany) and Teamwork (Germany) of Teamwork Media GmbH/Fuchstal/Germany. They are winners of the international "Newcomer'90" contest in Munich/Germany. The Rutten brothers have given lectures, table clinics, and courses on ceramic restorations, aesthetics and implantology in Australia, all over Europe, Israel, Japan, South Africa, Asia and USA. They are instructors at the IDEA (Interdisciplinary Dental Education Academy) of San Francisco CA. Their laboratory is a pilot laboratory of the Vita Company/Germany and is a member of the "Dental Excellence International Laboratory Group".

Axel Pomeranz, CDT, graduated as a CDT in 1979 in Düsseldorf, Germany and worked in high-quality laboratories as a ceramist and crown and bridge technician. In 1986 he joined Ducera-Dental, Germany, and participated in the development of their ceramic systems, especially low fusing materials. His last position was that of Director for International Sales and Marketing. In 2000 he came to the US and joined Jelenko as Director for their ceramic and alloy lines. Since 2004 he is the President of Wieland Dental Systems Danbury, CT and responsible for the remarkable expansion of Wieland Dental here in the US.

James S. Brudvik, DDS, FACP is a 1957 graduate of the University of Minnesota. He studied Prosthodontics at Walter Reed Army Medical Center in Washington DC and maxillofacial prosthetics at the University of Texas. He became Board Certified in Prosthodontics in 1967. After a 22-year career in the US Army Dental Corps, he retired in 1979 and joined the faculty of the School of Dentistry of the University of Washington, Seattle. He served as the Director of Graduate Prosthodontics from 1989 to 1996 and Professor Emeritus and Associate Director of the Graduate Program. Dr. Brudvik is retired and always pleased to help out the dental lab community. Dr. Brudvik is a Fellow of the Academy of Prosthodontics and the American Academy of Maxillofacial Prosthetics and Charter Fellow of both the American and the International Colleges of Prosthodontics.

Kyle Schmidt DDS is a graduate student at the University of Washington School of Prosthetic Dentistry. Dr. Schmidt grew up in Everett and will practice in the Everett area at the conclusion of graduate school.

Tom Zaleske AS has 21 years experience as a laboratory technician and owner of a laboratory specializing solely in removable prosthetics. Serving nine years as an "in house" technician after graduation and presently working with a national client base, Tom brings a fresh perspective and insight to his presentation. Besides lecturing, Tom also was a founding member of the CDTs Chicagoland Dental Technicians Study Group; is a laboratory and manufacturer consultant, as well as a regular contributing author for several dental publications.

Dan Wells has been a speaker and trainer in regulatory compliance and workplace safety for 18 years. He has lectured to audiences throughout the United States and in Canada. Since joining Harris biomedical in 2000, Dan has become a familiar name to dentistry and the dental laboratory industry. He is recognized for his compliance expertise regarding WISHA, OSHA and HIPAA as well as Centers for Disease Control recommendations. As a professional speaker and Emcee, he has received many awards for his work, including a Presidential Point of Light and Washington State Governor's Distinguished Citizen award.

Robert Holmes CDT and Kris Merriaman CDT are instructors at Bates Technical College in Tacoma WA. Both instructors have 20+ years in the dental laboratory industry and were lab owners as well. Bob is a past president of the Washington State Dental Laboratory Association and currently serves on the Board of Directors.

FUTURE TRACK SPEAKERS

Vince Tauro, CDT, MDT has more than 30 years of experience in all phases of dental technology, and completed his certification as a Master Dental Technician at New York University. Vince has studied with many of the world's leading ceramists, and received further training at the Degussa and Ducera headquarters in Germany. He has lectured throughout the United States, and in many international cities. Vince is well known for his ability to make his work stand out through the creation of truly life-like restorations by applying creative layering and sculpturing techniques. He is the Manager of Technical Resources for DENTSPLY Prosthetics in the West Coast facility in Yucaipa, California.

James G. Hannoosh, BS, MS, PhD has worked extensively in the field of advanced ceramic materials, optics and nanotechnology for a number of years. He received a B.S. in Mechanical Engineering from Worcester Polytechnic Institute and a M.S. and Ph. D. in Mechanical Engineering from MIT before beginning his career in advanced technologies. Prior to joining Atlantis, Dr. Hannoosh was Director of Business Development for the High Performance Ceramics Division of the Norton Company and launched several businesses based upon advanced ceramic materials including zirconia and silicon nitride. Subsequently, he founded CERBEC to develop and produce silicon nitride bearing components for advanced bearing performance applications and was North American General Manager for the advanced ceramics division of St. Gobain. In 2000, he became the first CEO of Atlantis Components, Inc. and led the company's early efforts to develop a robust manufacturing process to produce economically the Atlantis Abutment. He is now leading a core team to develop an advanced, proprietary process to create the first patient-specific zirconia abutment compatible with multiple interfaces.

BUSINESS SUCCESS 101

Jerry Zyskowski has been a SCORE (Senior Corps of Retired Executives) member since retiring from Boeing in 1991 and has extensive experience in counseling small businesses. This includes counseling both those interested in starting their own company as well as those already in business. Jerry has counseled over 1000 small business managers and owners. His focus is working with clients over the long term, becoming a partner with them in their business. Jerry and his wife Mary are avid travelers, having trekked in the mountains all over the world including Europe's Alps, Kilimanjaro, Patagonia, Everest NP, Indian Himalayas and others. In winter, their trekking is replaced by cross country skiing and snow shoeing. Jerry has a Bachelor's Degree (Mechanical Engineering), and Masters degrees (Mechanical Engineering and Business Administration).

Robert D. Pentimonti is an attorney in Williams, Kastner & Gibbs' Tacoma office. His practice involves the areas of estate planning, business law, and real estate with an emphasis on complex tax planning. With a Masters degree in taxation and years of experience focusing on the tax law with a national accounting firm, Bob brings a high level of tax expertise to the firm. Bob has a BA (University of Notre Dame), a JD (Santa Clara University School of Law) and LLM in Taxation (New York University School of Law).

Vincent, "Vince" Troccoli has been a business professor at Pierce College, Puyallup, WA since 1989. Prior to teaching business he was Publisher/Owner of three community newspapers, two of which he started. He sold his newspapers in 1987 and "thought" he would retire by traveling and writing. He tired of this quickly and accepted the teaching position at Pierce College. He has written a business textbook that he currently uses in his class. In 1998 he was voted "Outstanding Instructor" by the student body. His hobbies are sailing, cooking, and spoiling his grandchildren. He wrote a cookbook based mostly on his mother's unwritten recipes. He has been married to Anne Marie since 1960, has one daughter, three sons, and four grandchildren.

LAB OWNERS ROUNDTABLE

Jon Payne is an attorney practicing with Carney Badley Spellman in Seattle. The attorneys in this Employment Law Practice Group have expertise in all areas of employment law. They provide practical advice to assist clients in proactively responding to employment-related problems. When preventative techniques do not work, they provide effective and efficient representation in litigation.

Robert E. Long is the Lab Trade Relations Manager at the Whip Mix Corporation. Prior to entering the dental lab industry, Robert spent 30 years in the computer industry. Since joining the Whip Mix Corporation sales organization, he has been part of the vast improvements Whip Mix has made internally using Lean Manufacturing, and is consulting with dental labs on how these disciplines can be used to make process improvements and eliminate waste in the dental lab. He has worked with some of the founders of the Lean Institute and several independent Lean consulting firms. Bob is formally trained in Business Value Stream Mapping, Continuous Flow Improvement Processes, and Lean Problem Solving.

NOTE: Parking is free in the parking lot of the Future of Flight.

Directions to Future of Flight: I-5 from Seattle: Exit 182 on Hwy 525 west (Mukilteo Speedway). Turn right on Paine Field Boulevard to 84th St. I-5 from Canada: Exit 189 and travel west on Hwy 526 to 84th St.

Tickets to Future of Flight are normally \$9 each. Participants in the NW Laboratory Forum may purchase tickets with their registration for \$4.50 each. This would be a good time for the family to visit the Future of Flight. It is a wonderful facility.



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Exhibit Hall ☺ Fixed ☺ Removables ☺ Future Track ☺ Infection Control ☺ Business

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Graham WA 98338
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