

# WSDLA: Your Voice, Your Industry

# The Contact



## 2017 - 2018 Calendar of Events & Activities

### 2017

October 20, 2017  
2017 Roundtable Retreat  
Marcus Whitman Hotel  
& Conference Center  
Walla Walla, WA

Held in conjunction with the  
Hot Air Balloon Stampede.  
Make plans to bring the whole  
family to enjoy this event!

### 2018

March 9 - 11, 2018  
2018 Northwest Laboratory  
Forum  
Embassy Suites - Seattle/  
Bellevue  
Bellevue, WA



## PRESIDENT'S MESSAGE

Hello WSDLA members,

As we enter into summer, I hope this rendition of The Contact finds you well. The first half of this year has been very busy for the WSDLA. We made great strides in passing HB1782 this year, making it through the House Health committee and passing in the House with a 96 yeas and only one nay. Unfortunately HB1782 stalled in the Senate Health Committee and didn't make it out of the Senate Health Committee with a vote. The WSDLA and the dental laboratory industry have many supporters in Olympia Law makers have learned how important our profession is and what roll we play in the health of the patients of Washington state. We are hopeful, with your continued support, HB1782 will pass next year and be signed into law.

The 2017 Owners Roundtable Retreat Co-chairs Megan Nakanishi and Gary Smothermon are excited to have everyone attend this year's event in Walla Walla on October 20th. The Whitman Hotel is a beautiful venue in the heart of downtown. They have put together a great day of classes along with some fun events after a day of learning, which include a wine tasting and a Dutch Treat dinner. Stay for the entire weekend and participate in the 43rd Annual Walla Walla Balloon Stampede and other great activities the valley has to offer.

We are seeking volunteers for this year's Seattle/King County dental health event on October 26-29th. For more information or to sign up for the event visit <http://Seattlecenter.org/skccclinic>. The WSDLA has been involved the last several years and it is a great way for us to give back to the community.

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# News From Your Board

*Continued from Page 1*

In closing thank you everyone for their continuing involvement in our association. If you know of laboratories that are not currently members, encourage them to join.

We are the only voice of our profession in the state. The more members, the stronger we are! If you have questions or comments, or want to get involved, please contact us. We would love to hear from you.

Matthew Chapman  
2017 WSDLA President

## SHARE YOUR STORIES!

Send human interest stories, technical articles or any updates from your laboratory to Megan Nakanishi at [megan@nakanishidentallab.com](mailto:megan@nakanishidentallab.com)



# WSDLA MEMBERSHIP



## MEMBER BENEFITS:

- Registration Discounts on all WSDLA events
- Facebook community to interact with peers
- UPS Discounts
- Credit Card processing discounts
- Informative WSDLA website
- The Contact newsletter by email for you and your employees
- Free online classified section

**WSDLA: Your Voice, Your Industry**

# Member News

## 2017 Board of Directors

### President

Matt Chapman  
(253) 565-1432

### Vice President

Chris Delarm, CDT  
(425) 497-9428

### Secretary/Treasurer

Cathi Miller, CDT  
(425) 497-9428

### Past President

Bob Lathrop, CDT, MBA  
(425) 822-2245

### Director

Ron Humphrey, CDT  
(425) 837-1488

### Director

Megan Nakanishi  
(425) 822-2245

### Director

Gary Smothermon, CDT  
(425) 432-0503

### Educational Representative

Robert Criss, CDT  
(253) 680-7313

### Manufacturer Representative

Mark Gosney  
Dentsply Sirona (Prosthetics)  
(360) 561-1648

## New Board Member



**Mark Gosney**  
Dentsply Sirona

I live just outside of Yelm, WA with my 11 year old daughter Jeneva who I adore. Most of my down time is spent with Jeneva and my elderly parents. When I get the chance I like to get out on my mountain bike or kayak. I also do some fundraising for Special Needs children (specifically – “The Day of

Champions” held every May at Tumwater High School).

### How did you get started in the industry?

After 25 years with Dentsply Sirona, I would have to say...I just got lucky. Some of my best friends in life are the people I call on every day. I have a great deal of admiration for the people in this industry. It takes a special type of person to own/work in the dental lab industry. It takes grit, fortitude, creativity, and the list goes on. It's a very unpredictable industry, best described as a roller coaster. 2008 was a brutal year for the entire industry...but I look around and I see many labs that have withstood the test of time, the price cutting, out sourcing, a lack of incoming talent, and find that in 2017, many of them are having their best years ever. Not only do they have the will to survive but also prosper. It's exciting to see this group embrace technologies that enhance workflow, production, capacity, and costs. Some would say that the fixed business is a lost art and maybe they're right, but I still see, everyday, the creativity and the art work that goes into making a crown and believe it's still an art...the canvas has just changed.

Salute to all my brothers and sisters out there and thanks for letting me a part of your world!!!

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# Member News Cont.

*Continued from Page 3*

## **What type of work/service does the company provide?**

As The Dental Solutions Company™, Dentsply Sirona provides dental professionals a comprehensive end-to-end solutions offering.



This offering includes some of the best-known and established brands in the industry. We develop, manufacture and market a complete line of dental and oral health products, including general dental supplies and devices, CAD/CAM restoration systems (CEREC and inLab), a number of lines of denture teeth (Trubyte), acrylics (Lucitone 199), porcelain (Ceramco 3 and PFZ), zirconia (Cercon ht and xt), all ceramics (Celtra

Press ZLS), partial alloys (Vitallium), a full suite of dental restorative products, digital intra-oral, panoramic and 3D imaging systems, dental treatment centers, hand pieces, hygiene systems, and dental specialty products in orthodontics, endodontics and implants.

## **What do you think the biggest challenge is to the industry?**

I believe there are a number of challenges faced by the dental lab industry, but for the most part it seems to be a lack of technical back fill. I believe there are now less than 10 dental

laboratory schools in the U.S. Most technicians today, tend to learn their craft on the job, which is costly and does not always work out. Lab owners always seem to struggle with the ebbs and flows of the business. One day they don't have enough help and other days they have too much. I do believe that technology has worked to even out the hills and valleys and will continue to help in the future.

## **Why should others become involved in WSDLA?**

Technicians have a passion for what they do and the WSDLA is the NW hub of the industry. As a member of the WSDLA you are joining an association where people share similar interests and challenges. It's a place to share ideas, expand one's education, hear about best practices, learn about new technologies, and most importantly, support the industry in which we are all a part of.



## **CALL FOR ARTICLES**

**WSDLA is currently collecting articles for "The Contact" newsletter.**

**If you have any articles or ideas for an article please reach out to the WSDLA Office at [wsdla@executiveoffice.org](mailto:wsdla@executiveoffice.org).**

**The deadline for submission for the Spring 2018 issue is January 15, 2018 with a publication date of Monday, February 26, 2018.**





## SAVE THE DATE!



## Join us for the 2018 WSDLA Northwest Dental Laboratory Forum, March 9-11, 2018!

- **Back By Popular Demand** – *Embassy Suites by Hilton – Seattle/ Bellevue*  
*3225 158<sup>th</sup> Ave SE ~ Bellevue, WA 98008* - Room Rate: \$131.00
- **New Format** with additional sessions
- Trade Show
- Networking
- And much more!

***Keep checking the WSDLA website, Facebook page  
and your mailbox in the upcoming months for more details!***

# 2017 Forum Memories



Attendees  
enjoying the  
events at the  
2017  
Northwest  
Laboratory  
Forum!



# 2017 Forum Memories



# Celebrating Certified Dental Technicians' Milestones

Congratulations! Becoming a CDT is an accomplishment, maintaining your certification is a commitment. Being a CDT takes tremendous dedication and we applaud you. You are an inspiration to other dental technicians by continuing to raise professional standards.

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## 2017 Milestone CDTs

### 25 Year CDTs

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Gerri Howorth, CDT, WA  
Ronald Larson, CDT, WA

### 35 Year CDTs

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Thomas Heath, CDT, WA  
Jane Peckenpaugh, CDT, WA  
Dale Wilson, CDT, WA  
James Wires, CDT, WA

### 40 Year CDTs

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Monte Tourville, CDT, WA

### 50 Year CDTs

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Donald DiDonato, CDT, WA  
Joseph Estinson, CDT, WA

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## Scholarships

The Foundation for Dental Laboratory Technology offers the Pillar Scholarship twice each year - once in the spring and once in the fall. The application deadline for the 2017 Fall Pillar Scholarship is **September 15, 2017**. For more details on this scholarship opportunity please visit: <http://dentallabfoundation.org/scholarshipgrants/pillar-scholarship/>

Additional grants and scholarships are available throughout the year through The Foundation on behalf of numerous organizations.

Learn more at <http://dentallabfoundation.org/scholarshipgrants/>

# Bates Technical

## Dental Lab Technician graduate makes lasting impression, lands job



After high school, Ramona Lohman enrolled in the Art Institute of Seattle and earned a Bachelor of Arts in Game Arts & Design. When she entered the workforce, Ramona searched for work in the gaming industry, but she was unsuccessful.

Frustrated by the lack of jobs, and after working with no pay at a start-up game company, she considered a different path.

“Our family dentist suggested the possibility of dental lab technology,” said Ramona. “After speaking with the lab technician who was making crowns for my dentist’s practice, I began researching that career path and available training.”

She soon discovered Bates Technical College’s Dental Lab Technician program. Ramona attended an information session, passed the dexterity entrance test, and started the program in September 2014. Students enrolled in the eight-quarter program learn to fabricate orthodontic appliances, complete and partial dentures, and gold or porcelain crowns and bridges. “Getting your hands on every aspect in the dental lab industry helps when we begin pursuing jobs. Instructors teach how to evaluate situations and what tools to use for each task. When students graduate and they walk into a new lab, they’re worlds above others with no prior training,” said Ramona.

With her background in art, she thrived in the program. “Dental lab work is a form of commercial art, where you can take some artistic license in what we do,” explained Ramona.

During the last year of Ramona’s education, the program instructors introduced high-technology digital dentistry into the curriculum. Dental computer-aided design and manufacturing (CAD/CAM) allows dentists and lab technicians to customize appliances specifically for patients, with increased accuracy, a more precise fit, better aesthetics, and a quick turnaround for efficiency.

Instructor Kris Merriman said, “Not only does this program attract students who enter the industry because they are drawn to the artistry involved in dental lab work, but it also attracts those who have an affinity for computer design or other computer-related work.”

In her final quarter, Ramona began her work-based learning at the Kamilche Dental Center in Shelton, where she waxed up dentures for try-in and processing, trimmed and mounted models, crafted wax rims for bite registration, and other tasks to help construct removable dental prosthetics.

Ramona graduated in August 2016 with an Associate in Applied Science, and before the month was done, she landed a job.

“My good luck was almost unbelievable. I learned of a job opening at Crown World from my instructors, and it sounded incredibly appealing,” said Ramona. “I applied online, and had an informal phone interview within hours.”

“With the education I received from Bates, I can completely fill any position in the lab,” she said. “I appreciate the role Bates played in arming me with marketable skills for the ever-changing job market,” said Ramona.

The Dental Lab Technician program offers an Associate in Applied Science and a Certificate of Competency. It is the only American Dental Association-accredited dental lab technician program in Washington state.

To learn more about the Dental Lab Technician program, go to [www.bates.ctc.edu/DentalLab](http://www.bates.ctc.edu/DentalLab), or call 253.680.7000.

# 2017 Roundtable Schedule

## Friday, October 20th

7:00 a.m. - 8:00 a.m.

**Registration & Continental Breakfast**

*Breakfast Sponsored by: Nobel Biocare*

8:00 a.m. - 9:00 a.m.

**Customizing Your Outsourcing Relationship to Grow Your Laboratory**

*Steaffani Dall - Argen Corporation*

This lecture will discuss productivity, workflow and decisions lab owners face when deciding on what future lab technology to invest in to make the most of the growing digital environment.

9:00 a.m. - 9:15 a.m.

**Break and Networking**

9:15 a.m. - 10:45 a.m.

**What's Your Number?**

*John Marshall - Results Driven*

In this interactive workshop, each lab owner is going to find their "number" - which is, the overall health of their business, as well as, their number in 6 key metrics. Upon completing this insightful exercise, we're going to have an open, dynamic discussion on results, and how to improve their "number".

10:45 a.m. - 11:00 a.m.

**Break and Networking**

11:00 a.m. - 12:15 p.m.

**What Every Dental Laboratory Owner Needs to Know About Asset Protection, Tax Reduction, and Estate Planning**

*Larry Oxenham- American Society for Asset Protection (ASAP)*

Learn the strategies and tools the nation's top law firms use to save their clients millions of dollars each year. This lecture provides solutions to three major problems: lawsuits, taxes, and probate.

12:15 p.m. - 12:30 p.m.

**Break and Networking**

12:30 p.m. - 1:45 p.m.

**Lunch**

- Annual Meeting and Election of Officers
- Recognition of Sponsors

1:45 p.m. - 4:15 p.m.

**Hot Topic Interactive Discussion - Kahoot App**

4:30 p.m. - 5:30 p.m.

**Friday Night Reception - Da Ma Winery**

Wine Tasting/ Light hors d'oeuvres included

*Sponsored by: Straumann*

*(Optional - RSVP Required)*

5:45 p.m.

**Dutch Treat Dinner - T Maccorones**

*(Optional - RSVP Required)*

(NBC approved for 6 hours of Professional Development)

## Saturday, October 21st

7:00 a.m. - 8:15 a.m.

**Balloon Stampede - Balloon Inflation & Flight**

Join WSDLA members as they watch the balloon inflation and flight at the Howard Tietan Park. (This is an optional event which is not hosted by WSDLA) For more information, please visit their website at:

<http://wallawallaballoonstampede.com/>

Howard Tietan Park

616 E Tietan St

Walla Walla, WA 99362



**Bring Your Families!**

# Roundtable Registration

Please print legibly. Please make copies of this form for additional registrants.

Name \_\_\_\_\_ Credentials \_\_\_\_\_ CDT # \_\_\_\_\_

Company/Lab \_\_\_\_\_

Address \_\_\_\_\_

City \_\_\_\_\_ State \_\_\_\_\_ Zip \_\_\_\_\_

Phone \_\_\_\_\_ Fax \_\_\_\_\_

Email \_\_\_\_\_

*(Please include email even if you have given it in the past.)*

## REGISTRATION FEES:

|  | Pre-Registration<br>by 10/19/17 | Onsite<br>Registration | TOTAL    |
|--|---------------------------------|------------------------|----------|
| <b>Full Registration</b><br><i>(Includes all events and continuing education on Friday.)</i> | \$275.00                        | \$300.00               | \$ _____ |

Please check below if you will be attending the following Special Events:

- Wine Tasting at Da Ma Winery at 4:30 p.m.
- Friday Dutch Treat Dinner - T Maccorones at 5:45 p.m.
- Balloon Stampede - KEY EVENT / Balloon Inflation & Flight

## PAYMENT INFORMATION:

Check enclosed. Check # \_\_\_\_\_ (Please make checks payable to WSDLA.)

Credit Card:  Visa  MasterCard  American Express

Credit Card# \_\_\_\_\_ Exp. Date \_\_\_\_\_

CVV# \_\_\_\_\_ (Vi/MC users: 3 digit number on back of card. Amex users: 4 digit number on front of card.)

Name on Card: \_\_\_\_\_

Billing Address: \_\_\_\_\_

Authorized Signature: \_\_\_\_\_

## OPTIONS TO REGISTER:

- Register Online at <https://www.wsdla.com/forms/roundtable-registration.php/>
- Mail this form with payment to WSDLA, 325 John Knox Rd, Suite L103, Tallahassee, FL 32303
- Return this form by FAX to 850.222.3019 (payment must be received prior to event)
- Scan and email this form to [wsdla@executiveoffice.org](mailto:wsdla@executiveoffice.org)
- Register over the phone by calling (800) 652-2212

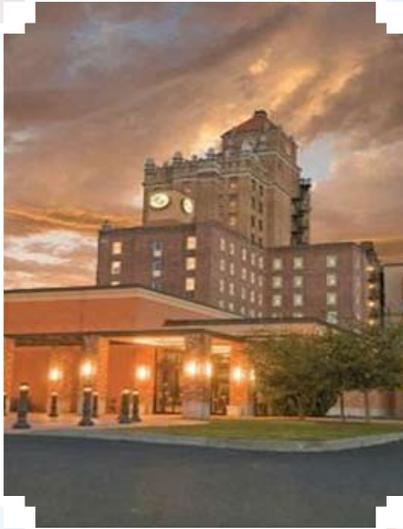
**CANCELLATIONS:** Refund requests received prior to October 12, 2017 will be given a refund less a \$25.00 administrative fee. No refunds will be given after October 12, 2017.

**ADA:** Any special accommodation requests must be received in writing no later than September 15, 2017.

For more information on the Roundtable Retreat, visit the WSDLA website at [www.wsdla.com](http://www.wsdla.com) or contact our office at 800.652.2212.

# Marcus Whitman Hotel & Conference Center

6 W Rose St  
Walla Walla, WA 99362  
(866) 826-9422



Join the Washington State Dental Laboratory Association at their new location for this year's Roundtable Retreat! WSDLA is happy to announce that the Roundtable Retreat will be held at the Marcus Whitman Hotel and Conference Center!

Stately rising above beautiful downtown Walla Walla since 1928, the landmark Marcus Whitman Hotel is a unique historic getaway blending classical splendor with modern-day luxury. Hotel of the Year by the Washington State Wine Commission.

To make your reservations, contact the hotel at (866) 826-9422 and let them know you are with the WSDLA. Reservations are available for \$129.00 on Thursday and \$159.00 on Friday.

Reservation deadline: September 19, 2017.

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## Special Events Added this Year to Enhance Your Experience

### Hot Air Balloon Stampede - Family Fun

The 2017 Walla Walla Balloon Stampede will be the same weekend so make plans to bring the whole family to enjoy this event! All Roundtable events will be held on Friday to allow time on Saturday & Sunday to spend with your families!

### Friday Night Reception - Wine Tasting

Join your friends and colleagues for a wine tasting at Da Ma Winery. Attendees will take a short stroll from the hotel to the downtown Winery for light hors d'oeuvres and wine. (Included in Registration)

### Group Dinner

After the Friday Night Reception, join some of the attendees for a group dinner at T' Maccarones at 5:45 p.m. This event will be dutch treat and reservations will be made by WSDLA. Please let us know in advance if you wish to participate.