

The Technician

LAB NEWS

Spring 2008

News and resources from
Northwest Laboratories

Note from the President

We have great news for our clients: Dr. DeWitt Randall has agreed to join our staff. Dr. Randall has recently completed an exceptional 37 year career in dentistry.



Starting a practice from scratch in 1969, Dr. Randall has been through all the trials and tribulations of a practice in the Northwest. He started his practice just before collapse of the Boeing SST project in 1971. He lived through the dental AIDS crisis of 1991. Dr. Randall successfully weathered all all these storms, made many contributions to dentistry, and in 2003, sold his thriving business.

Dr. Randall, Heikas and I will be touring the lab in Shenzhen and meeting our Lab Managers at the end of May. This will allow you to get a Dentist's view of the world's greatest lab.

Dr. Randall's role here is as a resource for you to learn from his experiences. You can reach him during his office hours on Fridays. I encourage you to call him, about any subject, large or small!

Best Regards,

Patrick Tessier
CEO & Founder



Implants? Yes!

Sometimes we get asked if we do implants. The answer is a big yes! Our laboratory actually has one of the largest implant departments in the world, **completing 50-100 cases a day**. This expertise is available to all of our clients. To complement this tremendous resource, we have two implant specialists at Northwest Laboratories:



Julie McBarron
Director of Case Consulting



Julian Infante
Technical Consultant

Julie is a member of the Association of Dental Implant Auxiliaries (ADIA) and one of the few laboratory representatives that has been certified in the world. She is now on track to earn her fellowship status.

Julian is a member of the International Congress of Oral Implantologists (ICOI) and the Implant Prosthetic Section. In addition, Julian is a member of the American Academy of Implant Dentistry (AAID).

Both Julie and Julian pursue continuing implant education with vigour. They keep up to date with manufacturer courses from Noble Biocare, Straumann, 3i, Zimmer, Astra, BioHorizon, Bicon and all the rest. They also maintain a library of implant information at Northwest Laboratories.



Please take advantage of all the investment we make in education:

We do it for you.



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Gold Prices

In March, gold prices on the London spot market crested \$1,000 per oz for the first time in history. This has been immediately reflected in the price of dental alloys. We charge only \$75 per unit for a PFM, which includes 6-7 hours of labor, materials (porcelain, wax, investment, stone and other materials), all shipping and handling costs and professional case management. What we add on is the cost of alloy.

Five years ago, our alloy fee for high noble alloy was about \$23/gram. Today that same alloy is \$49/gram. This is a 113% increase. For a 4 gram posterior PFM, that adds on an **extra \$104**

During the same time, Zirconia has been recognized as an alloy replacement. Our version is Dentsply's Cercon. We shade all the copings prior to sintering to match the overlay porcelain. It is an excellent product with years of great results. Combining esthetics and strength, it has been taking over the PFM market.

Another alternative is using a non-precious alloy. We use Bego's wirobond C. Because it has no nickel or beryllium. It is a chromium / cobalt alloy that is fully bio-compatible. This is not your father's non-precious alloy, our NP PFM is the best value in dentistry. Many of our high producing, cosmetic clients are taking advantage of this product every day.

So, the next time you are ready to prescribe a posterior PFM, think about trying a Shaded Cercon or a Non-precious PFM. Your patient and accountant will love your decision!



ADA Recommendations on Material Safety

Recently, the ADA sent an e-mail to its members concerning material safety in dental laboratory materials. This was in response to a TV report of lead contamination in a crown seated in Ohio. We take safety very seriously as well, this is why our Laboratory is certified at the highest international level with the ISO 13485:2003 quality certification.

We concur with the ADA recommendations of what a Dentist should ask their lab. So instead of waiting for you to ask, we provide the following on every case, which exceeds the ADA recommendations:

1. Every invoice you receive from Northwest Laboratories lists the FDA 510k approval numbers for the materials used.
2. On the back of the invoice in our terms and conditions, we state country of origin for the products, FDA registration numbers and we list the TUV ISO 13485 certification number for the Lab.
3. On our web site, www.nwlab.net, in the products section, you will find a button that when selected will display a PDF similar to the one at the right. This is our Certificate of Authenticity for every product. It is very helpful when the Patient is concerned about material safety.
4. A new web site called www.dentallabsafety.com is now available for you and your patients to discuss why ISO 13485 certification is so important.

Certificate of Authenticity					
High Noble PFM					
The dental restorations used for your case were constructed of FDA approved 510k materials and hand crafted in an ISO 13485:2003 certified dental laboratory. This is your assurance of quality and safety in materials and construction					
Item	Product Name	Manufacturer	Country of Origin	FDA 510k	Elements & Compounds
Alloy, High Noble Metal	d.Sign 98	Ivoclar	Liechtenstein	K964772	Au 86%, Pd 12%, Zn 1.5%, In, Ir, Ta, Fe, Mn each < 1%
Porcelain	IPS Inline	Ivoclar	Liechtenstein	K071848	> 98% SiO ₂ , BaO, Al ₂ O ₃ , CaO, CeO ₂ , Na ₂ O, K ₂ O, B ₂ O ₃ , ZrO ₂ , P ₂ O ₅ <2% TiO ₂ , MgO






Heikas Martirosian, CDT
Technical Director

You can be assured, Northwest Laboratories provides you the highest quality, safest dental restorations on the planet! And we prove it with documented evidence!!