

— 39th ANNUAL —

**WESTERN STATES CONFERENCE  
OF DENTAL LABORATORIES**

**GRAND SIERRA RESORT · RENO, NEVADA**

**May 18 – May 19, 2012**

**WESTERN  
STATES**



**CONFERENCE**

**WESTERN STATES CONFERENCE**

CDLA • 39270 Paseo Padre Parkway, #730

Fremont, California 94538

(800) 532-2352 • Fax: (360) 666-8645

E-mail: [cbaez@cdla.org](mailto:cbaez@cdla.org)

[www.cdla.org](http://www.cdla.org)

[www.wsci.us](http://www.wsci.us)

# 39th ANNUAL WESTERN STATES CONFERENCE OF DENTAL LABORATORIES

May 18-19, 2012

*Learning Opportunities - Latest Products-Expert Speakers - Business Strategies*

## Hotel Registration

THE GRAND SIERRA RESORT/CASINO  
2500 East Second Street, Reno Nevada  
FOR RESERVATIONS PLEASE CALL 1-800-648-5080

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A meeting site should be more than hotel rooms and meeting space-The Grand Sierra Resort offers that. Newly renovated it features a fully equipped year round health club and spa, a shopping mall with 25 specialty shops, the Bunker-an indoor golf simulator,50 lane bowling center, and ten delectable choices for dining. Try Charlie Palmer Steak, Briscola, Rim and Cantina, a new Mexican restaurant.

**We secured a special** rate of \$79.00. Make your reservations before May 2, 2012 and be sure to mention you are with Western States 2012 Conference.

Benefits of staying at the WSC host hotel:

**Special reduced rate of \$79.00**

**The expo hall is minutes away from the hotel room**

**Increased networking time with attendees in the hotel's restaurants and lounge areas.**

**FLY INTO THE RENO AIRPORT AND CATCH THE FREE AIRPORT SHUTTLE PROVIDED BY THE GRAND SIERRA RESORT.**

## Exhibit Hall

NEW this year! **FREE** Admission to the Exhibit Hall if you Pre-Register before May 4, 2012. A fee will be charged for the Exhibit Hall on-site. The Exhibit Hall is open from 3:00 pm to 6:00 pm on Friday.

Saturday's Exhibit Hall hours are from 10:00 am to 1:00 pm.

See the latest products and newest technologies. We thank all the exhibitors who provide support of the WSC and assist us in providing educational clinics. As always many exhibitors will offer Trade Show Specials to those attending the meeting. Labs often save enough money through the show specials to pay for their registration for the meeting. Please say "Thank you" by placing an order.

## Earn CDT/RG Professional Development Credits for Visiting Booths in the Expo Hall.

You can earn 1/2 point professional development credit from NBC for every six Exhibit Hall booths you visit during the 39th WSC. Use the form available at the WSC registration area to list each booth you visit, and have one of the booth representatives sign your form. Once completed, return this form to NBC with your next CDT or RG renewal invoice. WSC will not be collecting these forms.

## **CDT/RG Credits**

NBC bubble sheets for CDT/RG credits will be distributed at the beginning of each clinic session. The NBC course approval number will be announced at the end of each clinic by a WSC volunteer. The bubble sheets MUST be completed using Pencil Only. In order to receive credit, you MUST complete the entire form and completely fill in the bubble under the corresponding numbers for your CDT/RG number and the course approval number.

Important-Bring your Certified Dental Technician/Recognized Graduate (CDT/RG) card with you to record your CDT/RG number on the Continuing Education form.

## ***DRAWINGS FOR \$100 CASH PRIZE -Two Chances to win!!!!!!!***

Wouldn't it be great to participate in random drawings for door prizes, WITH YOUR REGISTRATION YOU WILL RECEIVE ONE TICKET GOOD FOR A DRAWING PRIZE AN ADDITIONAL 5 TICKETS INCLUDED WITH A DRAWING PACKAGE PURCHASE AND TICKETS FOR PRIZES WILL BE AVAILABLE ON SITE.

Each year, WSC exhibitors donate many valuable prizes to the door prize drawing that is held in the Exhibit Hall. Two of the drawings are for the W.S.C. BIG PRIZE of \$100.00. BIG CHANCE drawings will take place in the hall on Friday at 5.00 p.m. during the Welcome Reception and again Saturday at 1:00 p.m.during Lunch on the Run. Again, the winner must be present to win.

## **SOCIAL EVENTS/REFRESHMENTS BREAKS**

### **THURSDAY ANNUAL GOLF OUTING**

On Thursday, May 17, 2012 at Redhawk Golf Course. Tee times will be given prior to May 17, 2012. Redhawk is a top-ranked course at 6600 N. Wingfield Pkwy., Sparks. (775-626-6000).Foursome requests (with names of prepaid golfers) will be honored with prepaid registration only. Transportation is not included.

### **FRIDAY WELCOME RECEPTION**

In the exhibit hall from 5:00 pm to 6:00 pm. Hors d'oeuvres are provided by the Argen Corporation (Cash Bar)

### **SATURDAY" LUNCH ON THE RUN" 11:30 am**

Enjoy the delicious buffet and then see what's new on the exhibition floor. Earn credits while you visit. Desert will be sponsored by Cora Refining.

### **Opening Session**

WSC will be sponsoring Peter Christman who is "the original exit and succession planning coach." This presentation is free for all attendees and you earn Professional Development credit for attending.

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## **Registration Information**

2 Ways to Register

By Mail: Return Registration Form, Postmarked by May 4, 2012 to WSC, 39270 Paseo Padre Pkwy #730, Fremont, CA 94538

By Fax: Using a MasterCard/VISA fax registration form to 360-666-8645

***NO PHONE REGISTRATION IS AVAILABLE***

## **Registration Categories and Fees**

The 39th WSC is offering the following discount options to fit your needs and budget. NEW!! For 2012 Early Registration fees before May 4th and Package Deals (Two day Pkg., Friday Only and Saturday Only) Earn your credits for one reduced rate!

Refund Policy: Written notification is required for all refunds. Refund requests received by May 4, 2012 will receive a refund less a \$25 administrative fee. No refunds will be paid after May 4, 2012.



## 39th Western States Conference Program at a Glance Grand Sierra Resort, Reno Nevada

### Thursday, May 17, 2012

Golf Outing Red Hawk Golf Course

### Friday, May 18, 2012

#### Clinics

- 8:00 am – 9:30 am **Opening Session- “Strategies For How To Acquire Another Laboratory Or Eventually Sell Your Lab.”** Peter Christman
- 9:45 am – 11:15 am **F1 “State of the Industry”** Bennett Napier, CAE-NADL/NBC
- 9:45 am – 11:45 am **F2 “The Dentist Your Customer”** Robert Maccario, MBA and Jill Nastasia
- 9:45 am – 11:45 am **F3 “Reliable Restorative Decisions With Staub Cranial”** Mark Seiter, CDT
- 11:30 am – 1:30 pm **F4 “How to Plan for the Future”** Gary Maxon, CDT
- 12:00 pm – 2:00 pm **F5 “Getting The Most Out Of Your e.max”** Paul Lessing, CDT-Ivoclar Vivadent
- 1:00 pm – 3:00 pm **F6 “Why Compliance Is an Effort Worth Making”** Gary Morgan, CDT Safelink Consulting
- 3:00 pm – 6:00 pm **Expo Hall Open**
- 5:00 pm –6:00 pm **Welcome Reception in the Expo Hall- Argen Corp.**

### Saturday, May 19, 2012

#### Clinics

- 8:00 am – 10:00 am **S1”Embracing the Present While Preparing For the Future”** Michael Suris-Sirona
- S2 “Implant Dentures Keys to Success”** Richard Rought, CDT- Ivoclar Vivadent
- S3 “Precision Combination Cases for Natural Teeth and Implants”** Darwin Bagley, CDT
- S4 “Giving the Touch of Life to Your Ceramics”** Brad Jones, FAACD- Ivoclar Vivadent
- 8:00 am – 11:00 am **S5 “Construction of Esthetic Dentures”** Olga Ramadan, CDT- Vident
- 10:00 am – 1:00 pm **Expo Hall Open**
- 11:30 am – 12:30 pm **Lunch on the Run**
- 1:30 pm – 3:30 pm **S6”Esthetic Realities for Today and Tomorrow”** Peter Pizzi, CDT-Jensen
- S7”Overdentures Some New Innovations”** Ron Baggott, CDT- Sterngold
- S8” Implant Provisionalization: 8 Options For Today’s Patient”** David S. Weber, CDT
- S9 “Your One Solution-Is Your Business Ready for the Integration of Open Architecture”** Vincent Munoz, CDT-Zahn
- S10 “Hilla Appliques”** Uri Yarovesky, CDT- Zahn

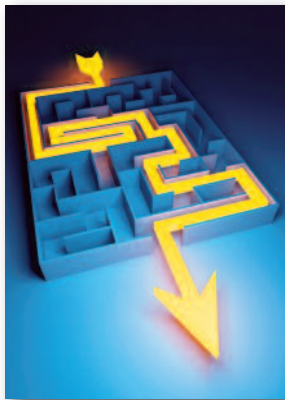


# PETER CHRISTMAN

“THE ORIGINAL EXIT PLANNING COACH”

## ONE OUT OF EVERY TWO BUSINESSES IS FORECASTED TO CHANGE OWNERSHIP IN THE NEXT TEN YEARS!

Experts say that 80% of the companies up for sale, FAIL TO SELL. Over 90 % of business owners have not developed written exit strategies and 75% don't have any plans! Over 75% of business owners, who do sell, are dissatisfied after the sale! Failure to plan destroys businesses and legacies.



Peter Christman has had a lot of firsthand experience in dealing with business owners on this subject! Peter educates business owners on solving the “Mystery of Exit Planning”. He demonstrates what a good exit planning strategy process looks like and how to get it done, so that owners can get back in control of their life and their future.

During his presentations, Peter gives owners a confidential assessment that immediately shows them how to work “on” their business as well as work “in” their business. His experienced, candid, passionate, humorous, engaging and practical approaches relate well to business owners who “tell it as it is”! If your group, association, has members that are business owners, this is a “can’t miss presentation”!

### Critical Presentation Points:

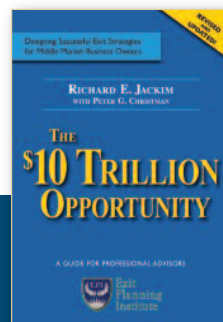
- Why business owners should Exit Plan now! Why don't they?
- Solving the Exit Planning Mystery and achieve greater value for your life's work!
- How do company “value gaps” affect your future and what to do about them?
- The effect of company valuations on your financial planning!
- What a good Exit Planning process looks like! What it accomplishes now and in the future!
- On a scale of 1-100, how prepared are you and your company for your future?
- How do you get started planning the second half of your life?
- When do you get started?

### ABOUT PETER CHRISTMAN

As CEO and Founder of The CHRISTMAN Group and Co-Founder of the Exit Planning Institute, Peter is the “Original Exit and Succession Planning Coach”. During Peter's 30-year career, he has successfully sold more than 200 companies in a wide variety of industries. Transactions have ranged from several million to over a hundred million dollars.

Peter is an entertaining and sought after public speaker who has given hundreds of presentations and seminars on the benefits of Exit Planning and the middle market mergers and acquisition process. He has written articles on the importance of developing comprehensive Exit Planning Strategies and is the Co-Author of the book, “The Ten Trillion Opportunity”.

**Peter Christman, CEO**  
The CHRISTMAN Group  
847-303-6554  
peterchristman@christmangroup.com



“Peter's presentation woke me up, changed my old behavior pattern and has got me back on the path I wanted to be on twenty years ago!”  
-Owner of Major Dental Laboratory

“This straight forward, no B.S. presentation, is a must for every business owner over the age of 47!”  
-Owner of Trucking Company

“I was looking for a way to get started in planning my future, but I didn't know how or who to talk to. Now I know and I feel like I am back in control of my life!”  
-Plastics Manufacturer Owner

“He got me off my butt, and now I feel I am on the right track for getting prepared to sell my company in the next five years!”  
-Conveyor Products Manufacturer

“Now I know how to handle the situation with my kids in the business and my succession. This is a big relief off my mind!”  
-Food Products Distributor

“Now on I am back on track in building value in the company for my family and my management team, employees. It was like a wakeup call. Now I know how to really control my future!”  
-Owner of Financial Services Firm

## Clinic Descriptions

### Friday, May 18, 2012

# F1

**9:45 am – 11:15 am**  
**“State of the Industry”**  
**Bennett Napier, CAE**

This course will provide attendees with an overview of market consolidation in the laboratory industry, updates on state legislation around the country, and information on new FDA regulations and the medical device excise tax.

**Bennett Napier, CAE** is a Certified Association Executive and has served as Co-Executive Director for the National Association of Dental Laboratories and the National Board for Certification in Dental Laboratory Technology since 2001. Starting in 1995, Bennett served as Executive Director of the Florida Dental Laboratory Association and also the Florida Dental Hygiene Association.

1 1/2 hrs. Professional Development Credit with appreciation to NADL/NBC

# F2

**9:45 am – 11:45 am**  
**“The Dentist- Your Customer. Growing Your Laboratory into the Future”**  
**Robert H. Maccario, MBA, Jill Nastasia**

You have worked years to develop artistic skills and technical knowledge so you can offer your dentist customers beautiful restorations based on technical excellence, but in today’s complex marketplace it is no longer the single most important aspect of maintaining and growing your laboratory business.

### **Opportunity-**

The irony of this marketplace is that your dentist customers are facing the same issues when it comes to growing their practices. Your dentist customers are asking themselves the same questions you ponder every day; what is the best image/market position for today and the future?

I have a limited budget- how do I allocate the dollars for the most impact? What technology or education should I invest? How to I attract and retain the best employees? A real opportunity exists in helping your customer answer these questions and at the same time will can very well be the answer to your own questions regarding your laboratory.

In this program you will learn;

- The real meaning of a full service laboratory
- Differentiation vs. Discounting
- The next big growth market for your customer - and your laboratory

**Robert Maccario, MBA**, is President of Dental Management Sciences, LLC, a business management firm for dental practices. As a veteran of the dental field with over 40 years of experience he has managed a wide variety of sizes and style of dental practice. Prior to managing dental practices, Bob was a CDT in crown and bridge and ceramics and owned and a large commercial dental laboratory in Oakland, California for 18 years. He is a past president of the California Dental Laboratory Association. Bob is a popular speaker at national dental meetings and has had articles published in numerous dental publications.

**Jill Nastasia** is CEO and Director of Business Development of Modern Dental Practice Marketing. She graduated from the University of Nebraska and got her MA in Education from Ashford University. Jill strongly believes that education is the answer to any problem.

2 hrs. Professional Development Credit

# F3

**9:45 am – 11: 45 am**  
**“Reliable Restorative Decisions with Staub Cranial- A Hands-On Experience”**  
**Mark Seiter, CDT**

Mark Seiter, CDT, presents Reliable Restorative Decisions with Staub Cranial. Decisions about the mid-line, incisal plane, incisal edge placement, vertical dimension, etc determine a restorative destiny. Good decisions can really make our

day. Productive employees, happy dentists and slam-dunk results for the patient brings higher profits and the deep satisfaction that we truly are making a difference. Bad decisions doom us to do-overs, long days and dark attitudes; especially when the bad decision comes from a doctor or a disengaged employee. Is there a way to demystify these foundational determinants? Can we know the direction we need before we begin building a restoration? Good directions for something as important as a patient's dental health and happiness should not be hostage to a doctors subjective discretion, the technicians doubtful skills or plain dumb luck. Don't miss an opportunity to do something that darn near guarantees dazzling results—Come learn about the new Staub Cranial Technology!

**Mark Seiter, CDT** is the owner of Digital Dentures, LLC, a research facility for Staub Cranial studies and is the in-house technician for Dr. Mark L. Christensen, DDS. He holds a Bachelor degree from Brigham Young University is a Certified Dental Technician and has studied at the Staub Cranial Institute in Germany. In 2006, Mark was instrumental in bringing the Staub Cranial Technology to the United States and Canada while owner of Alpine Dental Laboratory and held an exclusive right to sell this technology in North America. In 2010, he sold the 25 person lab but retained a position as the national trainer for the Staub Cranial System.

2 hrs. Scientific Credit

# F4

**11:30 am -1:30 pm**  
**“How to Plan for the Future or Run for the Hills”**  
**Gary Maxon, CDT**

This may seem like a humorous title but Gary Maxon knows it is a serious subject for lab owners and managers. Latest statistics reveal 2,000 labs in this country have closed this past year ... Out of Business! Gary believes if owners and managers don't grasp an understanding of what is happening to their industry and are not planning for their future ... they may join the 2000! Gary brings a critical message derived

from over 40 years of serving businesses in the dental lab industry. He knows of where he speaks.

### ***How to Plan for the Future***

These topics are the key areas Gary believes laboratory owners and managers need to address in order to not only have a profitable business but also one which brings satisfaction and a quality of life for now and in the future.

**Gary** was Senior Manager of Education and Training for D4D Technologies, he presents Management-for-Profit seminars in the United States, Canada, and Europe, and he is the owner of Dental Laboratory Management in Dallas.

2 hrs. Professional Development

## **F5**

**12:00 pm – 2:00 pm**

**“Getting the Most Out of Your IPS e.max”**

**Paul Lessing, CDT**

IPS e.max has become a true leader in the dental market for all ceramic restorations. The demonstration includes Paul layering a central and stain and glaze of a monolithic molar. Be sure to bring all your questions as there will be plenty of time for questions and answers.

Paul is a Field Technical Specialist for Ivoclar Vivadent. He has lectured and trained dental technicians in Empress Esthetic and the e.max systems. Paul owned and operated a dental laboratory for 25 years prior to joining Ivoclar Vivadent in 1994. Paul brings a wealth of knowledge in pressed ceramics. Paul will show the new technique for spruing the new Multi ingot.

2 hrs. Scientific Credit with appreciation to Ivoclar Vivadent

## **F6**

**1: 00 pm – 3:00 pm**

**“Why Compliance is an Effort Worth Making”**

**Gary Morgan, CDT**

Think about all the laws that we must abide by not only in business but in our personal lives and then think about what would happen in many cases if we didn't have those laws. The health and safety of workers and quality assurance of dental devices fall into the categories of “the government requires it” and “it's the right thing to do”. In this presentation Gary Morgan, CDT Vice President of Safelink Consulting, Inc. will provide updated information on Federal OSHA and state specific compliance issues including infection control, emergency planning and the new hazard communication rules. Gary will also provide information on the Food and Drug Administration requirements for dental device manufacturers including the latest on the Unique Device Identification requirements. Gary will show you why compliance is an effort worth making.

**Gary Morgan** is the Senior Consultant and Vice President with SafeLink Consulting, Inc. Gary began lecturing on health and safety in 1989 and is an Authorized Trainer under OSHA's Outreach Program. Gary is also a certified DAMAS consultant and auditor. Gary is a Certified Dental Technician who, along with his wife Claudia, owned Morgan Dental Laboratory in Austin, Texas from 1975 until 2007. Active in the Dental Laboratory Association of Texas, Gary served on the Board of Directors for eight years and as President for both 1994 and 1995. As Legislative and Legal Affairs Chairman for DLAT 1987 - 2008, Gary represented members before governmental agencies, the State Board of Dental Examiners, and the Texas Legislature. Gary was appointed by the Texas State Board of Dental Examiners to serve on the Dental Laboratory Certification Council from 2007-2013 and was elected Chairman in 2008. In 2008, NADL presented Gary with a Merit Award in Recognition of Contributions and Outstanding Service to the Dental Laboratory Profession and in 2009 he was honored with the DLAT Hall of Fame Award.

2 hrs. Regulatory Standards with appreciation to Safelink

## **Clinic Descriptions** **Saturday, May 19, 2012**

### **S1**

**8:00 am – 10:00 am**

**“Embracing the Present While Preparing for the Future.”**

**Michael Suris**

It's a look at the present and future of the inLab system and how to utilize it to its fullest potential. I will cover materials including implants and Bruxzir, Sirona connect with digital impressing, marketing and the latest advances in equipment, techniques and the new 4.0 software.

**Michael** started working in his father's lab at the age of sixteen. Even when doing maintenance and entry level jobs, he knew this was where he wanted to be. After high school he attended Indiana State University and earned a degree in Dental Technology from IU School of Dentistry.

Upon returning to the family business Michael was assigned the task of developing new products and technology such as the use of all-ceramic products and computerization of laboratory systems. This would naturally progress to the utilization of today's modern CAD/CAM systems.

Michael is now President of Dental Professional Labs, Inc. He travels extensively as a Certified Advocate and Trainer for Sirona's inLab system and CEREC Connect.

2 hrs. Scientific Credit with appreciation to Sirona

### **S2**

**8:00 am – 10:00 am**

**”Implant Dentures Keys to Success”**

**Richard Rought, CDT**

Implant prosthesis have a very high chair appointment and repair recall rate. Learn the failures that take place and why they take place. An implant denture should be

treated with the highest regard as to esthetics and function. Examine ideas to improve the success of the implant denture through communication and understanding the types of restorations. These Keys to Success can greatly improve the predictability of the final prosthesis. See the latest update in our new Phonares denture teeth that will meet the demands of longer wear and higher esthetics. Learn when planning your next implant case, how to avoid failures, by taking a leadership role!

**Richard M. Rought C.D.T**

- Dental Technician since 1976, Certified Dental Technician 1986 in Complete Dentures
- Owner: Dental laboratory specializing in full and partial dentures 1982 – 1997
- Manager Removable and Implant departments in a large laboratory Rochester N.Y. 1997-2004
- Training in complete and partial dentures – Tufts University, NYU and the Masaad Institute.
- Implant training Dr. Carl Misch
- Presenter Greater NY ADA 2002 and 2003
- Lecturer Full Denture Techniques 1998 – Present
- Technical Prosthetic Specialist – Ivoclar Vivadent Inc. 2004 - present

2 hrs. Scientific Credit with appreciation to Ivoclar Vivadent

**S3**

**8:00 am – 10:00 am**  
**“Precision Combination Cases for Natural Teeth and Implants”**  
**Darwin Bagley, CDT**

This presentation will focus on techniques for attachments indicated for natural teeth and implant restorations. Many interesting cases including, precision partials, overdentures, segmented bridgework and milled telescopic restorations with locking attachments will be featured. CAD Cam with Zirconia restorations and techniques to improve implant esthetics will also be detailed in a step-by-step approach stressing the interaction between the dentist and fixed and removable labo-

ratory departments.

**Darwin Bagley, C.D.T., A.S.**, is Director of Education at Attachments International and has over 20 years of experience in the dental technology field. He has lectured worldwide to Universities and dental study groups on attachment and implant reconstruction.

Mr. Bagley has authored newsletters and technical articles published in professional journals. He is Web Master and senior technician on the technical support team at Attachments International.

2 hrs. Scientific Credit

**S4**

**8:00 am -10:00 am**  
**“Giving the Touch of Life to Your Ceramics”**  
**Brad Jones, FAACD**

Brad Jones offers step-by-step techniques and procedures to help you meet today’s patients’ expectations. He covers prep design, occlusal considerations, bite registration, impression taking, provisional, dentist/technician/patient communication, and how to achieve realistic results.

**Brad Jones, FAACD**, owns and operates Smiles, Inc., a boutique laboratory in Boise, ID. He is one of only four ceramists to become a Fellow member of the American Academy of Cosmetic Dentistry (AACD). Jones is also an AACD accreditation examiner, an international lecturer, accomplished author and instructor on advanced dental ceramics, and founder of the Total Advantage Live seminars.

2 hrs. Scientific Credit with appreciation to Ivoclar Vivadent

**S5**

**8:00 am – 11:00 am**  
**“Construction of Esthetic Dentures”**  
**Olga Ramadan, CDT**

This course introduces the steps involved in the Construction of functional and esthetically pleasing Full Dentures, which will benefit the dental lab owners to cross-train the dental lab technicians and

help them learn and understand how to design functionally correct dentures. This will bring to your business more predictable and consistent results with full denture restoration.

- The 3 hours hands-on course will cover:
- Introduction in the construction esthetically pleasing full dentures.
  - The look of natural teeth, anatomy and physiology.
  - Maxillary anterior tooth arrangement.
  - Mandibular anterior tooth arrangement.
  - Tissue waxing and carving.
  - Discussion and review projects.

The course will consist of a demonstration and hands-on work at the same time.

This course has been designed for employees at dental laboratories or dental offices with any training levels and any experiences.

**Note: Capacity 15 participants, must pre-register. Onsite registrations will not be accepted.**

**Olga Ramadan** is Program coordinator of a Dental Technology program at Simi Valley Career Institute and Instructor at LACC, Continue on Education Provider for Dental Board of California, Consultant for new and improved products at American Tooth Industry, worked as a dental technician for several years at Excel Maxillofacial Prosthetics Laboratory and at Loma Linda Dental School. Skilled in the construction of all types complete fixed and removable dentures.

3 hrs. Scientific Credit with appreciation to Vident

**S6**

**1:30 pm – 3:30 pm**  
**“Esthetic Realities for Today and Tomorrow”**  
**Peter Pizzi, CDT**

What will separate us more than ever before in the years to come will be our talent level and ability to understand the clinical side of dentistry. This course will focus on the “Team Concept” of restorative dentistry and the importance of the technician’s ability to effectively control the esthetic outcome.



Under the best of circumstances the transfer of information between the dentist and technician for the fabrication of restorations is difficult and challenging. Our educated patients and the advancement of materials have created a need for us to didactically move through the diagnostic process including biomechanically, functionally, periodontally and esthetically. This program will present a rational methodology to help eliminate the frustrations often encountered during this endeavor and discuss the future relationship that will prevail in the years to come.

With the advent of newer technologies such as photographic, video and cad cam, our role in the communication process through preoperative mounted casts, the diagnostic wax up, preparation guides, and the importance of photography as an aid for ceramic builds and color communication will still be a value to the dental community.

Case management, Diagnostic communication, Preparation guided Ceramic layering and contours, the use on new technologies and the importance of photographic communication and perception.

As a teacher of dental technology for 12 years Peter has found an easy transition into the lecture/clinician circuit. His personal appreciation and expertise on all phases of crown and bridge, porcelain, Implantology, muscle function, mandibular physiology, Ceramics and photography have made him a source of knowledge and motivation for his peers to draw from.

A technician since 1984 and a business owner and manager of Pizzi Dental Studio Inc.

- A member of the ICOC (International Congress of oral Implantology)
- Board member of ASMDT (Association of Master Dental Technicians)
- Teacher and educator in Master Dental technician program (New York University)
- Technical Fellow of the NGS (North eastern Gnathological Society)
- Educator in the NYU school of dentistry
- Executive Board Member of the NGS
- Editorial Board of IDT, [Inside Dental Technology]

Peter has lectured to doctors and technicians throughout the United States, Europe and Asia on several different topics. He also continually studies with some of the world's top speakers and clinicians.

2 hrs. Scientific Credit with appreciation to Jensen

## S7

**1:30 pm -3:30 pm**  
**"OVERDENTURES- Some New Innovations"**

**Ronald Baggott, CDT**

Recent studies indicate that the overdenture is the fastest growing area of dentistry and provides the greatest potential for further growth. Luckily, at this time, very few US overdentures are being sent offshore. However, to be truly successful you must understand the technical as well as business aspects. This program will cover essential new innovations in implant overdenture technique and marketing. Both root and implant supported overdentures will be discussed from the biomechanical as well as clinical aspect, including slides and demonstration of both stud and bar systems. In addition, the area of immediate load implant retained overdentures will be explored. The program will conclude with a demonstration by the instructor of some of the techniques.

The Participants Will Learn:

- Why Overdentures are superior to complete dentures
- Statistical evidence of the potential growth within the overdenture market
- Methods for taking advantage of overdenture growth
- Attachments available for overdenture restoration on roots and implants
- Bars vs. Free standing abutments
- Immediate load implants
- New techniques for dealing with angled implants

**Ron Baggott** is the ERA Product Manager for Sterngold Dental. He is a graduate of the Dental Technology Institute of Orange, CA and Orange Coast College Dental Technology Programs. Ron is a Certified Dental Technician and also re-

ceived his Mastership from the American Academy of Implant Prosthodontics Technology and is a Fellow of the International Academy for Dental Facial Esthetics. Ron has done numerous presentations for Dentist and Laboratory study groups through the US and International locations.

2 hrs. Scientific Credit with appreciation to Sterngold

## S8

**1:30 pm -3:30 pm**  
**"Implant Provisionalization: 8 Options for Today's Patient"**

**David S. Weber, CDT**

This course explores new and innovative techniques for dental implant provisionalization.

Considerations of cost, patient compliance, chair time, function and aesthetics are examined for each option, with an emphasis on soft tissue preservation.

**David S. Weber, CDT** is a 2nd generation laboratory technician. He has 33 years experience and began Sun Dental Laboratory in 1985. David has specialized in Implant work for 20 years, and his laboratory has been limited to Implant Dentistry for the past eight years. He writes, teaches and attends over 100 hours of continuing education each year. David's interests outside of dentistry include photography, cooking, writing and hunting wild mushrooms in Oregon and Northern California.

2 hrs of Scientific Credit

## S9

**1:30 pm – 3:30 pm**  
**"Digital Highway Product Showcase- Your ONE Solution- Is your Business Ready for the Integration of Open Architecture?"**

**Vincent Munoz**

Learn about Scanning Technologies, Intra-oral scanning (digital impressions) and the digital flow  
From dentist to laboratory following the life cycle of a product end to end. Explore all your options including rapid prototyping

and complete milling solutions for increased efficiency vs. being a CAD design center sending STL files to a processing center. Utilize internet exchange and DDX to enhance your cases with an unprecedented level of seamless integration and an open system.

Let the Zahn Dental High Technology Team introduce you to Digital Open Architecture Technologies in this interactive presentation. Learn how to increase your laboratory's profitability and productivity using the Digital Highway.

#### **Featured Digital Technologies**

- Dental Wings Operating System (DWOS™)
- Dental Wings Scanners (Powered by DWOS)
- DDP EnvisionTec (Powered by DWOS)
- Digital Dental Exchange (DDX)
- Labnet

**Vincent Munoz** is Director of International Business Development at Dental Wings, Inc. He is responsible for the ongoing focus of growing new markets, especially in Latin America and Asia through the understanding and collection of market requirements and development of Distribution networks, while also working closely with Dental Wings' established North American Distributor.

Dental CAD/CAM Applications: Was part of the R&D team at Glidewell Laboratories for four years. As Project Director of Research and Development, his responsibilities included the on-going evaluation, selection and implementation of CAD/CAM technologies as part the global strategy of digital manufacturing. He was responsible for the on-going gathering of technical dental requirements and the mapping of them into digital CAD/CAM solutions. Vince worked closely with all major CAD/CAM players. He implemented the major CAD/CAM digital manufacturing technologies throughout Glidewell

CAD/CAM: He has over twelve years of professional experience with the company that first commercialized CAD/CAM technology worldwide: CADAM Inc. in Burbank, California. Tenure at CADAM Inc. included responsibilities as: European Operations Manager and International Op-

erations Manager of CADAM products and International Technical Support Manager.

2 hrs. Scientific Credit with appreciation to Zahn

## **S10**

**1:30 pm – 3:30 pm**  
**“Hilla™ Porcelain Transfer-Replicate the Internal and Structures of Natural Teeth”**

**Uri Yarovesky, CDT**

Make monolithic crowns pop with this highly aesthetic and natural looking digital ceramic transfer which makes the task of creating incisal characterization in a crown easier. The digital ceramic transfer material is extremely thin at 6 microns and creates 3D dimensionality in the restoration. Regardless if you have a thick or thin layer of porcelain it looks the same. Hilla™ Porcelain Transfers can be applied universally on all porcelains internally or externally. Learn how to use Hilla™ to simplify and improve the process of characterizing lab processed dental restorations and how to develop better communication between the laboratory, dentist and patient with the incisal characterization guide.

**Uri Yarovesky, CDT**, a ceramist, owner and President of Opus One Laboratories, Inc. in Agoura Hills, California is a graduate of L.A.C.C. in Dental Technology. He has been a pioneer in the development of new applications for laboratory processed composite resins, for both Ivoclar Liechtenstein and Ivoclar Canada. Mr. Yarovesky has helped to improve and refine the methods of layering color in ceramics and composites, and was one of the developers of the “Concept Inlay/Onlay” technique. He led an intensive research and development effort that successfully conceived the patented “Encore Bridge” and the “Mosaic” posterior characterization guide. He has also developed the Enamette™ Porcelain Veneer technique and Musette™ composite gingival tissue replication. In 2008 Mr. Yarovesky launched Hilla Technologies a dental products company that has created a revolutionary new product called Hilla Digital Transfers (patent pending). Mr.

Yarovesky has lectured extensively both in the United States and internationally including lectures for the AACD, Koiss Center, and CADE. He has been a consultant to several manufacturers of dental materials such as Jeneric/Pentron and their Sculpture/FibreKor system and the 3M Company and their Lava system. He is a current member of the AACD, IADFE, ASDA, NADL, CDLA, and ACE.

2 hrs. Scientific Credit with appreciation to Zahn

### **EXHIBITORS as of press time.....**

Advanced Dental Designs

Aspen Dental

Astron Dental Corporation

Argen Corporation

B & D Dental

Cora Refining

Digital Dentures

ETI Empire Direct

Fricke Dental

Ivolcar Vivadent

Jensen

Laboratory Solutions

Lockton National Dental Laboratory Program

Marathon Solutions

Monotrac Articulation

NADL/NBC

Nobel Biocare

Panadent

Pfingst

Safelink

Scientific Metals

Sebrite Agency

Sirona

Sterngold

UPS

Zahn



# REGISTRATION FORM

Please print clearly. Photocopy form for additional persons

Register before May 4th and SAVE!

Name \_\_\_\_\_ CDT ( ) Owner/Mgr ( )  
 Laboratory \_\_\_\_\_  
 Address \_\_\_\_\_  
 City \_\_\_\_\_ State \_\_\_\_\_ Zip \_\_\_\_\_  
 Phone \_\_\_\_\_ Fax \_\_\_\_\_ E-Mail \_\_\_\_\_

If 3 or more register from a lab, deduct \$10.00 per registrant and submit all forms together.

- Package A (Two Day Pkg.) \$250** Early Reg After 5/4  
 Includes Welcome Reception, 2 Drink Tickets, 5 door prize tickets. Sat. lunch, Exhibit Hall, and choice of Friday and Saturday sessions, except denture hands-on

- Exhibits Only Registration (Fri. and Sat) FREE**  
 Entry Fee  
 1 Door Prize Ticket

### Two Ways to Register

- By Mail.  
 Return Registration Form  
 Postmarked by May 4, 2012  
**WSC**

- Package B (Friday Only) \$150** Early Reg. After 5/4  
 Includes choice of Friday sessions, unlimited Exhibit Hall, 1 door prize ticket, and Welcome Reception. (Cash Bar)

- I would like to play with:  
 1. \_\_\_\_\_ 2. \_\_\_\_\_  
 3. \_\_\_\_\_ 4. \_\_\_\_\_

**39270 Paseo Padre Parkway #730  
 Fremont, California 94538**

- By Fax  
 Using A Mastercard / VISA fax registration form to 360-666-8645  
 PAYMENT Total \$ \_\_\_\_\_

- Package C (Saturday Only) \$175** Early Reg. After 5/4  
 Includes choice of Saturday sessions, unlimited Exhibit Hall, 1 door prize ticket, and Saturday Lunch, except denture hands-on

### Additional Event Registration Options

- Saturday Buffet Lunch **\$30.00**
- Drawing Package **\$40.00**  
 Includes 2 drink tickets, Saturday Lunch, Door prize Drawings and Exhibit Hall.

- Check payable to **WSC**
- Mastercard**  **VISA**

- Construction of Esthetic Dentures - May 19, 2012**  
 Hands-on 8:00 am - 11:00 am **\$100**

**Questions? Call 800-532-2352**  
**E-mail cbaez@csla.org**

**Credit Card # \_\_\_\_\_**

- Regulatory Standards (OSHA) Friday, May 18, 2012**  
 1:00 PM - 3:00 PM **\$75**

**Exp: \_\_\_\_\_ Security Code \_\_\_\_\_**  
 This is the 3 digit number on the back of the card.

Card Holders signature: \_\_\_\_\_

Please pre-register for the courses you plan to attend on Friday and Saturday.  
 Course numbers can be found on Program at a Glance.

Friday Courses \_\_\_\_\_

Keynote \_\_\_\_\_

Sat. Courses \_\_\_\_\_

Will you be attending the Friday Welcome Reception?  
 Yes  No