

Journal of Dental Technology's WOW! 2021

What WOWs You?

What products or services WOW you? WOW products save time and money, increase quality, and help technicians and laboratory owners achieve extraordinary success. The 2021 WOW! judging panel reviewed and researched all of the nominations and the top-ranked products are listed in alphabetical order.



Azar



Cranford



Holasek



Kaizer



Maclin

WOW! nominations were reviewed and ranked by a panel of highly-qualified lab owners and technicians.

The rankings were averaged to come up with a final score and then the top nine were chosen. JDT would like to thank the following panelists for giving their time and effort to determine this year's list.

Nick Azar, VP Sales and Marketing, Keating Dental Lab, CDL, Irvine, California

Nick Azar is a seasoned professional with over 38 years of entrepreneurial leadership experience delivering a high level of success. His experience in healthcare companies ranges from billion dollar enterprises, to small business startups with minimal funding. This diverse knowledge enables him to identify market opportunities, establish realistic strategies, and apply successful patterns to virtually any business scenario. Azar is known for his excellent background in corporate start-ups, operational management, social media, new product launches, negotiation skills, volume and profit building, product branding, corporate positioning, and optimization of the human capital, helping increase their effectiveness, and enhance their lives.

Anita Cranford, CDT and Elise Holasek, CDT, Owners, Identical Dental Laboratory, Inc., Norman, Oklahoma

Anita Cranford, CDT and Elise Holasek, CDT started their dental lab careers in Lubbock, Texas back in 1990. After working at dental labs in Lubbock, Texas, Ft. Worth, Texas, Albuquerque, N.M., and Norman, Okla., they opened Identical Dental Laboratory, Inc. in 2001. Since then it has grown to 11 employees. Identical Dental Laboratory is a full-service dental lab. They specialize in anterior and implant crowns and implant dentures. Identical Dental Laboratory offers both milling and 3D services as well as conventional techniques. They welcome every opportunity to further their knowledge attending continuing education as much as possible. Cranford and Holasek are passionate about changing lives with beautiful smiles.

Jerry Kaizer, CDT, Owner, Murray Kaizer, Inc., CDL, Farmington, Connecticut

Murray Kaizer, Inc., is a dental laboratory specializing in a broad spectrum of customized denture and removable prosthetics. Jerry has worked at a bench since 1976, but away from his bench, he is a nationally-recognized speaker, panelist and KOL on subjects related to removable and digital dentures, including Dentsply Sirona World; the Dentsply Sirona Lab Summit; the Greater New York Dental Meeting; Idaho Falls Dental Society; and the Berkshire County Dental Society. Additionally, he completed an NADL commissioned five-disc training video on these topics for Dentsply Sirona, where he also works as an Ambassador for their removable and digital denture platforms. He serves in the same advisory capacity for Carbon 3D. Kaizer cares deeply about the future of the industry and regularly speaks to dental programs about removable prosthetic procedures.

Darryl K. Maclin, CDT, Western Region Vice-President and Director of National Technical Services for Dental Services Group, Denver, Colorado

In addition to CDT and PTC, Darryl Maclin has earned numerous certifications during his 41 years in the dental industry. Prior to coming to work at Dental Services Group in 2001, Maclin completed 23 years of active duty (all spent in dental) in the U.S. Navy, retiring in May 2001 after managing the Navy's largest laboratory. During active duty he was ordered to various sea and shore facilities with 2nd Dental Company 2nd Dental Battalion, two tours at the Norfolk ADL, and a tour on the USS George Washington (CVN 73). Maclin served on the Colorado Dental Laboratory Association Board of Directors for many years and served as president. He also served on the Colorado Board of Directors for the National Foundation of Dentistry for the Handicapped, or Donated Dental Services.



3Shape Automate

3Shape Automate is a dental design service platform available 24/7 exclusively powered by AI technology. Automate allows customers to setup an unlimited number of dental design orders with customized design instructions from 3Shape, Exocad, or other order types. 3Shape Automate currently provides single unit and multi-unit monolithic molar and pre-molar crown designs. With Automate, customers can reduce their team's overtime and stress, and start scaling their production. Kevin Newton describes 3Shape Automate's services based off of his lab's experience working with us:

"3Shape Automate saves both time and money in my dental laboratory. Its consistent and reliable results allow our team to utilize its services for many cases. With its dependable delivery times we can manage workloads and work flows seamlessly. With its risk free service this is a no brainer. Looking forward to more options in the future from 3Shape Automate." —Kevin Newton

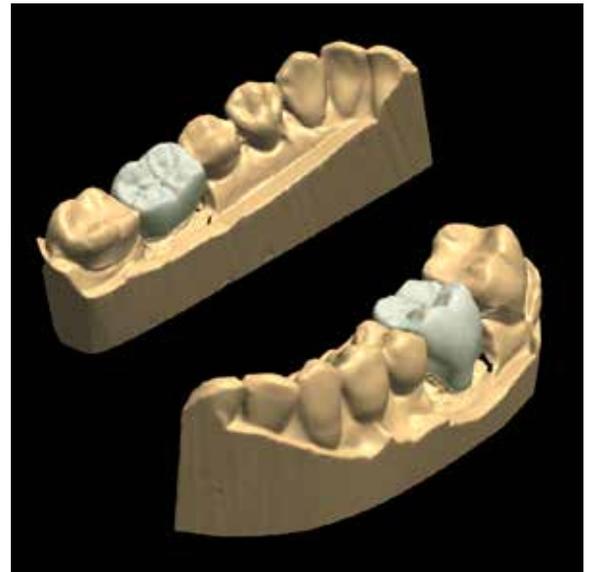
How does it save time and money?

3Shape Automate's AI powered designs are available 24/7, and designs can be completed within five minutes. Prices start at \$1.99 per crown design and it's free to try. Kaila Nakanishi, CDT shares her lab's experience saving time and money using 3Shape Automate:

"When evaluating anything new in the laboratory, we always ask ourselves 'is this better, faster, cheaper' than how we are doing things currently.... 3Shape Automate INSTANTLY hit all three of those markers, but beyond the obvious consistency, speed and price wins. We've been able to use Automate to help us create strategic backlogs in milling and staining that has increased our material/sales and labor/sales ratios dramatically. We've also used Automate cases as an entry-level training position in our Scanning Team since they are so easy to process." —Kaila Nakanishi, CDT

How does it improve quality?

3Shape Automate has delivered thousands of predictable AI driven results with a Design Acceptance Rate of more than 90 percent. David Ringgenberg shares his experience improving dental design quality with 3Shape Automate:



"3Shape Automate designs are consistent and parameters are followed exactly. It's Artificial Intelligence designing the crown. There's no room for any interpretation other than for Automate to follow the parameters you give it. The predictable AI technology along with the fast turn time allows for a steady flow of consistent designs. Every dental technician I know always wants more time and consistency and this is what Automate give us." —David Ringgenberg

What is the product's/service's WOW! factor?

"FREE TIME" —Laurie Littlejohn

"NO STRESS" —Kaila Nakanishi

"RELIABILITY" —David Ringgenberg

"INCREASES EFFICENCY" —Tim D.

"CONTINUAL OPPORTUNITY TO SCALE" —Kevin Newton

3Shape Automate is a revolutionary service powered by Artificial Intelligence for consistent, fast, scalable dental designs. Automate's "WOW" factors are many. Depending on what your needs are, see how it can WOW you today! New users that sign up start with a \$50 credit to give it a free test drive.

FullContour by 3Shape
(602) 688-4133
www.3Shape.com/Automate



Customers can reduce their team's overtime and stress, and start scaling their production.

Argen Support



Argen provides industry-leading support for the products and services we offer, including digital design, technical troubleshooting, and equipment set-up, training, and support, as well as customer assistance with product selection and order process. Our team is at the forefront of the latest technology to provide relevant and up-to-date support to our customers. Argen's goal is to provide our customers with the right tools and information to enable their success.

How does it save time and money?

An overarching goal of Argen and our support teams is to make lab life easier. Argen's support teams focus on providing our customers with the right information on the first call and in a way that is easy to understand and reduces the need for further follow-up. This service level agreement ensures that we help our customers work efficiently and have the best results possible. Additionally, in the last quarter, our average support hold times decreased significantly due to process improvements and internal training: Technical Support hold time decreased by 46 percent and Equipment Support hold time decreased by 50 percent. A reduction in hold times means more time for our customers to focus on the work they need to do.

How does it improve quality?

One of Argen's core values is "quality in everything" and that applies to the work we do at Argen and how we help our dental laboratory partners achieve their qual-



ity standards. Our continuous improvement to our service level agreements and support team training enables us to pass on quality strategies and guidance that help our customers improve the quality of their processes, products, and services. For instance, helping customers to calibrate equipment and perform proper maintenance, properly design cases, and select the appropriate product for a unique case enables quality outcomes for laboratories, doctors, and patients.

What is the product's/service's WOW! factor?

Argen's support team is comprised of knowledgeable dental experts and CDT certified technicians, skilled designers, equipment experts, attentive customer support teams, and hands-on field sales representatives to provide our customers the comprehensive support they deserve. Argen's team members are approachable, attentive and patient, and ensure our customers feel empowered after every exchange. Our Argen support team is dedicated to building trusted partnerships and providing exceptional support to help every one of our customers succeed.

Argen's goal is to provide our customers with the right tools and information to enable their success.



Argen Corporation
(800) 255-5524
Argen.com

Asiga Pro4K 3D Printer

The popular Asiga Pro 4K DLP open-material printer for 385nm and 405nm resins features renowned Asiga reliability, and a super-fast print mode for large batch printing of virtually all print resins.

It's ideal for printing models, including those with removable dies, full and partial dentures, splints, surgical drill guides, temporary and crowns and bridges, inlays and onlays, custom impression trays and more.

Asiga's Open Material System provides compatibility with over 400 materials from the world's leading material manufacturers for maximum flexibility and productivity. This feature alone gives the end user the ultimate freedom in choosing how they use their 3D printer.

How does it save time and money?

The Pro4K saves money by printing large production runs (through economies of scale), fast (thirty-second) material changeout, and a super-fast print mode for large batch printing. The printer is available in both 65µm (176.5 x 99 x 200mm build volume) and 80µm (217 x 122 x 200mm build volume) resolution versions.

It is priced at under \$25,000 and has a large build plate (with a build volume 3x larger than Asiga's desktop 3D printers). It also features Single Point Calibration in under 60 seconds.

The result is consistent accuracy, production reliability and the ability to process water-clear materials.



How does it improve quality?

The printer offers the highest accuracy by using Asiga's SPST™ Smart Positioning System Technology, which ensures that the build platform is in the correct position when forming each layer, providing repeatable accuracy and production continuity. It offers superior pixel accuracy in the X and Y axis and down to a 1 µm precision control in Z layer resolution, providing an accurate baseline. With super-high powered LED's, print speeds are short and productivity is high.

An internal radiometer actively monitors LED intensity during every build, ensuring that the correct light exposure is delivered for each layer. 3D materials cure faster at deeper UV wavelengths (385nm) reducing XY scattering and over-cure. The result is consistent accuracy, production reliability and the ability to process water-clear materials.

What is the product's/service's WOW! factor?

According to all who are familiar with the unit, the WOW! factor is a direct result of the large print plate's print quantity, combined with its superior quality, and surprisingly fast speed.

Whip Mix Corp.
 (800) 626-5651
www.whipmix.com



Harvest Dental Products Temp Esthetic



Created for expression, Harvest Dental Products long-term hybrid prosthetic, Temp Esthetic, aims to bring patient confidence around the pinnacles of human expression which include smiling, speaking and laughing. Rejuvenating a patient's smile is a great privilege and absolute joy. It's the reason why we exist.

How does it save time and money?

Double-cross linked strength combined with 13 layers of gradient work in harmony to provide the best milled long-term prosthetic restoration possible. Full of natural fluorescence, Temp Esthetic is strong, easily millable and polishes quickly. The combination allows the technician to save valuable time and money.

How does it improve quality?

With a full range of shades and sizes and as strong as a "premium denture tooth," Temp Esthetic's polymer blend makes the material ideal as a solution for aesthetic screw-retained restorations on implants.

What is the product's/service's WOW! factor?

Thirteen layers of beautiful transition as light passes through, will no doubt garner an emotional impression. Composed in layers of natural gradients, Temp Esthetic offers a natural and harmonious journey through cervical to incisal for beautiful and natural looking teeth. Thanks to Temp Esthetic, we help the patient with their provisional smile, while our talented laboratory partners create their everlasting one. We believe, to smile is to live.

Jack Marrano, CDT, with Absolute Dental Studio, agrees. "I use Temp Esthetic because it's in line with my core beliefs. There is no excuse for poor craftsmanship or poor materials."

Harvest Dental Products
(714) 674-7400
www.harvestdental.com



*We
believe,
to smile
is to live.*



Journal of Dental Technology's
WOW!
2021

iTero Element® 5D Plus imaging system

With the smoothest scanning experience and ergonomic design, doctors can enjoy scanning every patient, every time while offering an exceptional experience.



The iTero Element® 5D Plus imaging system is the latest innovation from Align Technology, Inc. that adds unlimited possibilities to the iTero Element® family of scanners. With the iTero Element Plus Series, doctors and labs expand their capabilities with cutting-edge digital scanning performance that delivers a seamless experience.

The iTero Element family of scanners offer a full range of restorative scanning capabilities including fixed, removable and implant prosthetics, and span from single crowns to fully edentulous. Cumulatively, over 8.4 million restorative scans have been performed with iTero scanners¹. The robust technology of the scanners ensures that patients receive comprehensive care with more detailed visualization and wider viewing angles. This results in a better patient experience and higher treatment plan acceptance.

Doctors can experience the dynamic features, functionality, and versatility of the iTero Element Plus Series in cart configuration or a medical-grade, compact mobile unit.

How does it save time and money?

With full mouth scans that can be completed in as little as 60 seconds², doctors maximize their productivity and workflow with the iTero Element 5D Plus imaging system. In addition, this increased efficiency enhances the communication between dentists and labs, making it easy to streamline digital orthodontic and restorative workflow operations through the MyiTero.com portal.

How does it improve quality?

Intraoral scans from the iTero Element 5D Plus imaging system, coupled with the MyiTero.com portal, put labs in the driver's seat to control flexible workflows. Labs can receive scans within minutes, review and manage cases, and be ready to design in just one click after connecting their MyiTero account and exocad software³.

What is the product's/service's WOW! factor?

The iTero Element Plus Series' processing time is 20 percent faster compared to the previous generation⁴. The iTero Element 5D intraoral scanner is the first integrated dental imaging system that simultaneously records 3D, intra-oral color and NIRI images and enables comparison over time using iTero TimeLapse⁵. With the smoothest scanning experience and ergonomic design, doctors can enjoy scanning every patient, every time while offering an exceptional experience.

Align Technology, Inc.
(800) 577-8767
www.itero.com

References

1. Data on file at Align Technology, as of April 1, 2021.
2. Based on 48 iRecord scanning sessions (24 on DC power / 24 on battery) by 1 experienced person scanning. *Data on file at Align Technology, as of December 28, 2018
3. Based on # of clicks required to move a case from the point of receiving an iTero scan from a doctor to the point of the scan being loaded in exocad's DentalDB when the user has MyiTero and exocad's DentalDB open. Data on file at Align Technology, as of December 17, 2020.
4. On average, based on scan processing time comparison of 40 Invisalign scans and 40 restorative scans with 3 prep teeth processed by the iTero Element 2/iTero Element 5D computing units and the iTero Element Plus series computing unit.
5. Data on file at Align Technology, as of December 4, 2018



K5+



The K5+ is a 5 axis table top dry milling machine that processes the most common and toughest dental materials to provide restorations in HD.

How does it save time and money?

Save valuable time with tool-free blank clamping, an integrated ionizer, and an automatic 16-tool changer that allow you to work even more efficiently. Thanks to DirectDisc technology, the machine can be loaded with material more quickly and easily without the need for tools. Cleaning between jobs is now easier and faster with the built-in ionizer and improved air circulation. No matter what you have in mind, the K5+ guarantees fast workflows and supports you optimally through the machining process.

Easy to operate DentalCAM with DirectMill function is included with no annual fees. This high performance software package has preloaded and optimized CAM strategies for predictable first-rate results. The software also works with all common CAD programs through open STL import.

How does it improve quality?

The K5+ has a solid cast body to reduce vibrations. The stable machine bed, heavy industrial quality, and powerful spindle ensure first-class machining results and has a 3-micron repetition accuracy.

What is the product's/service's WOW! factor?

The K5+ is a highly precise and robust 5-axis dry milling machine, based on the well-established K5. With its ionizer and tool-less blank holder, the K5+ is extremely convenient to work with, very easy to clean and highly reliable.

Vhf
(631) 524-5252
vhf.com



The K5+ is extremely convenient to work with, very easy to clean and highly reliable.



Journal of Dental Technology's
WOW!
2021

Labtrac IOS Connect

Our mission has always been to provide great software which allows customers to increase revenue, streamline production, and ensure the administration of the laboratory is taken care of, allowing technicians to focus on producing world class restorations.

The dental world has gone “digital crazy” and laboratories have been in the vanguard. This trend is only going in one direction, up!

The challenge you all face is in the ability to capture multiple delivery channels and scale effectively while maintaining a high level of service to your customers.

Compounding the issue is the multitude of Inter Oral Scanner (IOS) solutions on the marketplace. You are likely to get scans from three or more different IOS systems, each with its own “cloud” for sending and receiving cases and each with different methods of notifying your lab.

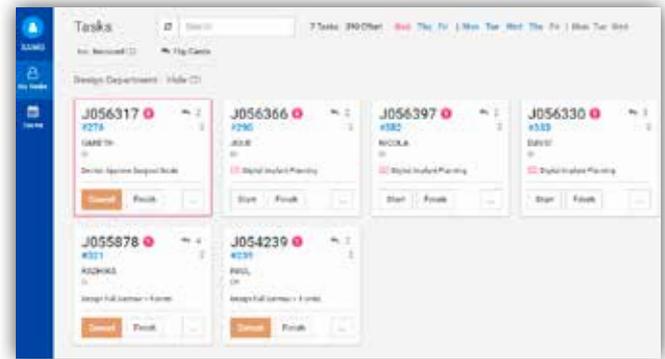
How does it save time and money?

Manually processing 40-50 IOS cases a day is one person’s full-time job, and includes keeping an eye on email, logging on to 3-4 different vendor portals, reviewing the case, printing order forms, downloading files and then manually creating the case in Labtrac (LMS).

IOS Connect dramatically reduces the time required to get these IOS cases into your systems ready for CAD/CAM. Our studies show a 75 percent reduction in the time needed when using IOS Connect, which saves time and money!

IOS Connect also ensures that you don’t miss a case, an update, or file, as everything gets funneled into one “incoming case” repository for processing. Missing a case submission can carry huge costs in customer retention or late delivery.

This equates to a 75 percent time saving plus increased Customer retention and reduced late cases!



How does it improve quality?

IOS-Connect — As your data now flows digitally from chairside scanner all the way down into Labtrac (LMS) with no case entry required, you have the best possible chance of reducing data input errors and incorrect product/material selection at the lab. This helps to increase quality and accuracy of the final restoration, which also improves customer satisfaction, and therefore, customer retention.

Workbench — It provides real time case processing for each technician, consolidates all the required information for each job and presents it in a format that is tailored for the production process. Your technicians now have accurate and reliable information, to ensure they manufacture to the highest possible quality, every time!

What is the product’s/service’s WOW! factor?

Time/Cost — 75 percent reduction in technician time required to process inbound IOS cases – a huge direct labor cost saving plus increased capacity to process 75 percent more cases!

Quality — No missed cases or files and accurate data entry into Labtrac (LMS).

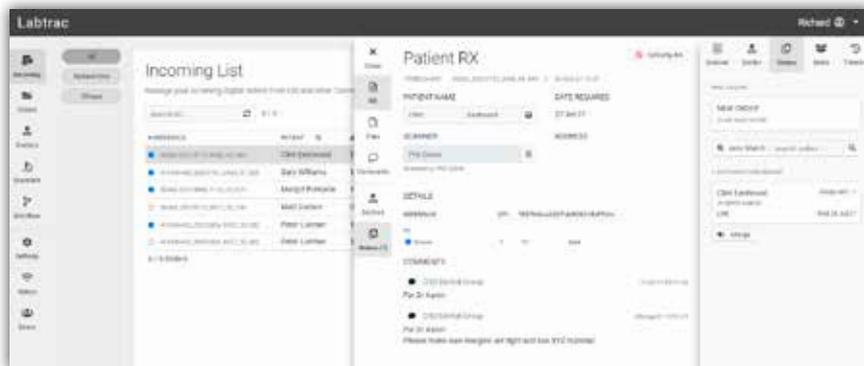
“The IOS-Connect portal has truly streamlined our case intake. The same functionality took four employees versus one now! I have used several Lab Management Systems in the past however, Labtrac’s support and continued development exceedingly sets them apart. Finally, a software that manages multiple IOS workflows in one place!”

— Ryan Faufau,
President, Peak Dental Technologies

Labtrac Corporation
(704) 334-8356
www.labtrac.com



IOS Connect also ensures that you don't miss a case, an update, or file.



Lucitone Digital Print™ 3D Denture Resin



Lucitone Digital Print™ 3D Denture Resin is a material to print final denture base design. The resin is optimized for Carbon® M-Series Printers and designed with True Color Technology for consistent shade results. The high-impact resin exceeds ISO standards for impact resistance, delivering outstanding durability and strength. Featuring a smart polymer technology, the body-activated material (BAM!) nearly doubles its ability to resist breakage when worn.

How does it save time and money?

Available in five Lucitone shades, the True Color Technology delivers consistent results. This dynamic acrylic requires no measuring or mixing, just pour and print.

How does it improve quality?

Featuring a smart polymer technology, the body-activated material (BAM!) nearly doubles its ability to resist breakage when worn.



What is the product's/service's WOW! factor?

BAM! Body-Activated Material

Lucitone Digital Print 3D Denture Resin features smart polymer technology that permits the finished denture to immediately respond to body temperature (while being worn), to have amplified material properties (2-fold) resisting breakage and preventing the worsening of any existing cracks or fractures.

Dentsply Sirona
(800) 659-5977
www.dentsplysirona.com



The body-activated material (BAM!) nearly doubles its ability to resist breakage when worn.

Preat Digital Choice Library

Journal of Dental Technology's
WOW!
2021



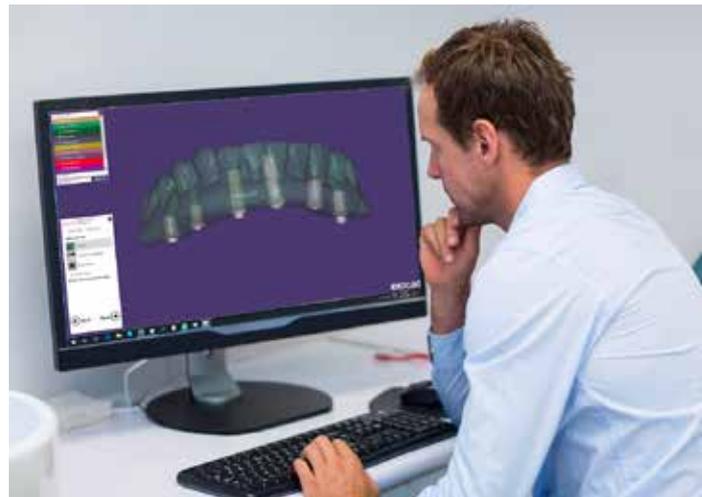
*Maximize your
esthetic options
and simplify your
existing digital
workflow.*

The Preat Digital Choice Library provides the dental technician with 17 fixture level and nine multi-unit abutment level prosthetic options when fabricating a digital restoration. This freedom of prosthetic design provides a more patient specific final restoration while also keeping laboratory parts inventory low due to the flexibility of the Preat Choice Prosthetic components being customizable.

How does it save time and money?

The Preat Digital Choice Library is the first library with temporary cylinders included, which save both time and money when fabricating a provisional crown, bridge, digital verification jig, or full arch restoration.

Dynamic Tall x 9mm and temporary cylinders can be cut down to three different heights by the technician, reducing the amount of inventory to be kept on hand by the laboratory. This also saves time because the laboratory does not need to special order a taller or shorter restorative component; one part can now be stocked and used for both.



The Preat Digital Choice Library is also an excellent diagnostic and communication tool between technician and clinician, as both parties can view different abutment options, heights, and angled access channels prior to provisional or final restoration.

How does it improve quality?

The Preat Digital Choice Library offers unparalleled flexibility for multi-unit and full arch restorations. In addition, it provides multiple height and/or multiple angled access channels options that result in far superior esthetics, optimal crown to abutment contact for increased bonding strength, and in many cases, reduces clinician chairside time by eliminating facial screw access channels.

What is the product's/service's WOW factor?

The Preat Digital Choice Library makes sense from the technician and digital designers' seat all the way to the practitioner and patient; it is simple and very easy to use. Maximize your esthetic options and simplify your existing digital workflow. Reduce your parts inventory overhead and deliver restorative solutions that exceed patient expectations every time.



Preat Corporation
(800) 232-7732
<https://preat.com/choicelibrary/>