

## Back in the day.

When I started Denturamics back in the Summer of 1992 there were a number of Laboratories in the 70 mile catchment area I hoped to operate in. My business plan highlighted that they all had the same things in common; they supplied repairs, additions and NHS dentures locally and the only thing they competed on was price.

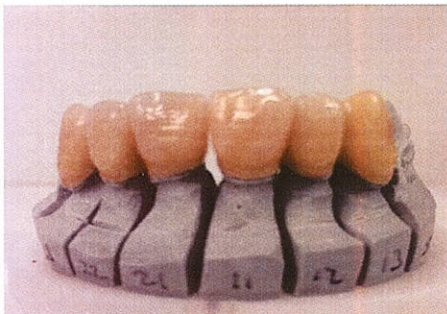
They couldn't afford to reinvest in their business or themselves and morale was low. Invariably most private work bypassed them and was sent down south to Dundee, Glasgow and Bolton. Even as a fledgling I realised that this scenario was wrong and from the outset I have strived to compete for the 'down south work'. I quickly realised that if I was to compete I had to educate and improve my skills beyond the capabilities of the 'Southerners'

I attend a vast amount of courses and because of this I have made many friends all over the UK, and it is fast becoming noticed that the big guy from 'oop north' puts the effort in!

The mantra here is to add value to our Customers business by enhancing the Surgeries reputation and success rate. Technicians here are encouraged to show off to each other to create an atmosphere of artistry. I firmly believe that patients receiving new teeth have an emotional experience and a successful Surgeon needs a team who recognise and understand this.

Many newsletters I produce mention Denturamics bringing International techniques to the local level and these past two years have certainly backed up this statement.

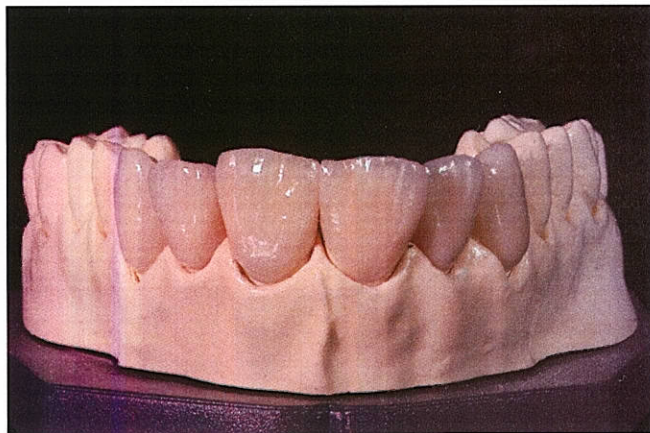
This Newsletter highlights the lengths we go to provide the world class service you can expect from us.



## The world is Digital

The Digital Scanner has rapidly become an important addition to the Lab and the range of work produced digitally is expanding. Virtually all metal crowns and copings are now scanned and milled or 3d printed. Zirconia crowns are now designed in house and can either be layered with porcelain for high aesthetic value or stained and glazed for those cases where strength is paramount. Zirconia is now available in more translucent shades meaning more natural restorations are available. We are now offering Implant restorations designed using the digital scanner which offers the opportunity for milled titanium abutments which are more cost effective than standard off the shelf abutments and allows for better emergence profiles and margin placement. We offer all the major Implants and this year have introduced bars in Titanium, CoCr, BioHpp and Pekkton. Restorations are currently available using composite such as Visio-Lign and Twiny and later this year the BDT technique of placing Emax crowns and Nexco composite gumwork on Pekkton frames will be introduced following my attendance of the Course in November.

## Skool daze



March saw the long anticipated arrival of Nondas Vlachopoulos from Athens for his Masterclass in eMax anteriors. The photo above is my effort from this intense course and I have to admit that this was a watershed month for me, I learned more than at any time in my 36 years at the bench!

The end of 2015 saw me attending courses with two of the UK's leading Techs. Geo Morgan gave a masterclass in the new hybrid composite Twiny which was illuminating into how far composites have developed and how important they will become in future prescriptions. Denturamics is now offering Twiny composite restorations and that should be of particular interest to any Surgeons restoring Bicon implants.

Julian Dorey was a Technician I had long wanted to see in action and November allowed me to attend his masterclass in Zirconia restorations. His teachings regarding shading in the incisal region will influence my work for the rest of my career.

In June I was in London attending the internationally acclaimed Peter Pizzi's masterclass, luckily I had previously experienced his lecture at this years Dental Show at the NEC. This New Yorker is famed throughout the US and Europe for his knowledge and I am very honoured to have had the opportunity to learn from him.

In between these I attended courses from Bredent, John Winters, Straumann and ZirkonZhan. Phew!



Nondas and Colin

**NB. We will close from Friday 29/7/16 - Monday 15/8/16 for our Summer Break.**

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