



HOOSIER IMPRESSIONS

YEAR 2008-2009

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February 2009



President's Message Greg Gore, CDT

The Association of Indiana Dental Laboratories has been very busy. Our recently amended bylaws allowing the Directors to vote via the Internet. This has very beneficial, helping us to move forward in a timely fashion. We were able to vote on three different issues prior to our January Board Meeting. Several of these issues were time sensitive. Had we not amended our bylaws to allow for electronic voting, we would have missed several opportunities to represent our industry. The AIDL Board has lots on our plates. We need to make the best of our time and resources. I expect that we will be able to accomplish a great deal more this year by embracing new technologies.

Our Central Office is taking us in a new direction as an association. We are becoming more professional and more sensitive to industry issues. Some technicians in the past have asked, "How can being a member benefit me?" Well, let me tell you the things the Board has been working hard on for these recent months are going to provide clear answers to that question. As your President, I am committed to our new mission statement and truly believe in it. Our Board enthusiastically supports both me and our mission.

I had the opportunity to speak at the IDA's Council on Dental Practices and Education meeting in January. I was lobbying for a disclosure form for all members of the IDA and AIDL to be able to put in the patient's file for their safety. Not only did the Council agree, but they went one step farther by making a motion to require all dental laboratories in the state of Indiana to provide a disclosure form to the Indiana dentist upon request. This disclosure form will be developed through the collaboration of the IDA and the AIDL and then submitted to the Council for approval. The **motion passed**. I do want to improve some verbiage on the ruling to include not only any dental laboratory that does work within the state but also labs that are doing work under authorization of an Indiana dentist. I will keep everyone informed on the progress of the disclosure form and other outcomes of our meeting.

During the meeting, I suggested that one time a year isn't enough for communication between the two associations and that we need to meet more frequently. They agreed, and made our President and the Director of IPFW correspondents to the Council. They extended an open invitation to all their meetings. This is a huge step for us as an association and for the IPFW Dental Technology Program. Both our President-Elect Dwight Rickert, CDT and Professor Candy Ringel, CDT welcome the opportunity to be correspondents.

I would be remiss if I didn't mention the upcoming Mid- West Spring Technical Meeting, chaired by Dwight Rickert, CDT. Meeting dates are April 23-25. Plan to attend. Details will be in your hands within a few weeks.

And, speaking of meetings, the Fall Meeting, chaired by Dean Cheetham, is scheduled October 8-11 at Swan Lake Resort, Plymouth, Indiana. Save the dates and watch for details!

I am amazed by the dedication our board has and how focused they are on our mission. I am proud to be serving with them.

Excitedly, Your President

Greg

NEW NAME - NEW LOGO

Commercial Dental Laboratories of Indiana Is Now Association of Indiana Dental Laboratories



AIDL Board Members via electronic voting unanimously adopted a new logo and letterhead. The action is part of the plan to update and professionalize the association.

When the membership approved a name change at the Annual Meeting last fall, Board Members realized a new logo was in order. After reviewing and rejecting numerous possibilities, Board members unanimously agreed on the new design. It's crisp, clean and contemporary. According to one Board Member, "It pops!"

Ann Ninness at the Central Office used her artistic talents to create the new design—another indication that we are moving forward with the help of our association management company. Look for the new design on letterhead, the directory, membership certificates and other AIDL publications.

Sponsorship Opportunities for IPFW Dental Laboratory Technology Student Interns

AIDL will partner with IPFW Dental Laboratory Program to sponsor a DLT student to attend the Mid-West Spring Technical Meeting scheduled at the Indianapolis Sheraton Keystone at the Crossing in late April.

The cost for sponsoring one DLT student is \$150.00. This cost includes the student's registration fee, AIDL luncheon and a percent of the student's hotel room. IPFW has set up a fund exclusively for the purpose of sponsoring these students.

Benefits of sponsorship include:

- Tax write-off
- Lab recognition in the AIDL newsletter
- Lab recognition at the IPFW booth
- Lab recognition at the MWSTM
- Mentoring opportunities

Sponsored students will wear a badge which includes the name of the sponsoring lab. Each sponsored

student is required to attend at least three classes throughout the weekend event. The student will be responsible for contacting the sponsoring lab to determine what classes would be most beneficial at this stage in his/her career. Sponsorship provides a great opportunity to mentor future technicians.

If you are interested in giving back to your industry and supporting the continuing education of students, contact Candy Ringel, CDT at IPFW, (260) 481-6043 or e-mail at ringelc@ipfw.edu by March 15, 2009. Make checks payable to IPFW and send directly to:

Candy Ringel, CDT
IPFW Dental Laboratory Technology Program
2101 E. Coliseum Blvd.,
Fort Wayne, IN 46805

CROWNING ACHIEVEMENTS!

- ◆ AIDL President Greg Gore, CDT, an IPFW alumnus, was a guest lecturer at his alma mater. He discussed the designs and applications of dental ceramics substructure designs with a hands-on demo followed by an interaction with the students on their work. He also presented a session consisting of a three unit porcelain build-up demo on the dry powder technique.
- ◆ AIDL President-Elect Dwight Rickert, CDT also was a guest lecturer at IPFW. His topic was Empress Esthetic Training.
- ◆ AIDL Vice President Kevin Schlosser, CDT helped get the porcelain IPFW ovens up and running for this semester.
- ◆ Steve Kircheimer, Kristi Gregory and Casey Miller from Dentsply have served as guest lecturers at IPFW.
- ◆ Professor Candy Ringel, CDT, reports, "All this support has been a tremendous help and is greatly appreciated."

FROM THE BOARD ROOM

At the January Board of Directors Meeting, Directors took the following action:

- ◆ Installed James Somers, CDT as Director.
- ◆ Ratified an e-mail vote on
 - ◆ Committee appointments.
 - ◆ \$1,000.00 contribution to IPFW scholarship fund.
 - ◆ Support of IDA petition on assignment of benefits.
 - ◆ Support of media statement on lead exposure in restorations.
- ◆ Approved a recommendation to host the Fall Meeting at Swan Lake Resort, Plymouth, IN the second weekend in October.
- ◆ Considered a recommendation to change the format of the Fall Meeting.
- ◆ Agreed to investigate cost of professionally designed AIDL logo.
- ◆ Received an update on the status of the Mid-West Spring Technical Meeting titled "Breaking through the Barriers".

PENDING LEGISLATION

The Indiana Dental Association is sponsoring legislation that would require insurance companies to honor the patient's request for assignment of benefits. If the legislation passes, insurance companies would be required to honor the request.

To support the legislation, here is what you can do:

- ◆ Sign the Assignment of Benefits petition at dental offices where you do business or online at www.supportpatientrights.com.
- ◆ Go online at www.supportpatientrights.com, and forward the petition to employees, friends, relatives, etc.
- ◆ Contact your state legislators and ask them to support legislation that requires insurers to your Assignment of Benefit request.

AIDL believes the dental lab industry can best support dentists and the patients they serve by supporting the legislation.

AIDL OFFERS NEW MEMBER BENEFIT

The AIDL Board of Directors has entered into an agreement with Marathon Credit Card Company to promote its services to AIDL members. Marathon offers credit card processing software that reduces the time and expense of processing cards. The software allows users to store clients' credit card information in a secure rolodex that allows them to run transactions quickly and securely. The software will also transmit Level III data to VISA and MasterCard which will qualify the transactions at the lowest possible rate.

On average, members will save 20% to 40% off their processing costs. There is no cost for the software and there are no set up fees or contract. AIDL will receive a revenue share consisting of a flat fee for every account signed as well as a percentage of sales for the life of the account. Not only will this service benefit AIDL members, but also it will add a new revenue stream to the association.

A number of AIDL members are currently using the software and have experienced considerable savings. In addition, Marathon currently is endorsed by dental lab associations in New York, Washington, Georgia, Mississippi, North Carolina, South Carolina, Louisiana, California, and South Eastern Conference. They also work with some of the largest dental lab consortiums in the country, including National Dentex, DSG and DTI. Look for more information in the mail and visit their both at the Mid West Spring Technical Meeting.



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HOOSIER IMPRESSIONS

SAVE THE DATE
MID-WEST SPRING TECHNICAL MEETING 2009
BREAKING THROUGH BARRIERS
APRIL 23-26, 2009

Future dates for the MWSTM and Comprehensive Exams

April 23-25, 2009
April 15-18, 2010
April 14-17, 2011
April 19-22, 2012