

Cal-Lab **FEB 23-24 2017**

WESTIN MICHIGAN AVE • CHICAGO
91ST ANNUAL MEETING



DIVERSIFICATION
A PLAN FOR GROWTH

DIGITAL CE PROCESSING AT CAL-LAB

For our dental technicians that are CDTs and/or RGs under the National Board for Certification in Dental Laboratory Technology, Cal-Lab has embraced scanning technology for recording and submitting your credits. This process eliminates the bubble sheets and opens doors for more timely posting of your credits. You may scan at your leisure...all at once, daily, or as desired.

Steps for properly recording your credits:

Step 1: During the registration process, if you indicated that you are a CDT/RG and provided us with your number, it should be printed on your name badge. Also, as a CDT/RG, you received a packet containing attendance verification forms needed to obtain NBC credits for the courses offered this weekend.

Step 2: If you are a CDT/RG and did not provide your CDT number or receive a packet with attendance verification forms, please visit our registration desk for assistance.

Step 3: At the end of each class, the course number needed to complete your attendance verification form will be posted on the screen. This number is REQUIRED to receive CE credits for that particular class. **Note: There will be an individual course number per presentation — be sure to use the correct form!*

Step 4: Go to the scanning station located in the Great Lakes Ballroom foyer - located near the security checkpoint.

Step 5: Scan the barcode on your name badge by placing it over the placement indicator on the scanner stand. Light will turn from red to green and will beep when your scan is successful.

Step 6: Scan one or more of your attendance verification forms that have been validated by the addition of the course number.

Step 7: When attendance form scanning is completed, scan the barcode on your name badge again. The scanning process is now completed. Please keep the attendance verification forms for your records.

See page 9 for more complete instructions.

To Our Canadian Members:

For RDT credits, see page 9 for instructions.

Attention Florida Dental Laboratories:

To receive proper CE credit for your laboratory's renewal, please visit the registration desk for assistance. Laboratory license number must be on file to receive credits. See page 9 for more complete instructions.



**YOU MUST SCAN YOUR ATTENDANCE VERIFICATION FORMS TO RECEIVE CREDITS!
YOU MUST HAVE A CDT NUMBER ON YOUR BADGE FOR CREDITS TO BE APPLIED.**

OFFICERS

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Distinctive Dental | Naperville, IL

Billy W. Drake, CDT — Vice Chair

Drake Precision Dental Lab, Inc., CDL | Charlotte, NC

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Gundrum Dental Laboratories | Cincinnati, OH

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Protec Dental Laboratories, LTD | Vancouver, BC

Jeffrey Stronk

Treasure Dental Studio | Salt Lake City, UT

Barbara Wojdan, CDT, AAACD

Knight Dental Group | Oldsmar, FL

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DENTSPLY Prosthetics

Wayne Ledford, CDT

Ivoclar Vivadent, Inc.

Anton Woolf

Argen Corporation

CO-EXECUTIVE DIRECTORS

Wanda Hincer, CDT

Scott Hincer

CAL-LAB ASSOCIATION BOARD OF DIRECTORS



FRONT ROW (L TO R): Anton Woolf; Barbara Wojdan, CDT; James Gorgol, CDT (Chair); Jerry Ragle, CDT; Daniela Hendrickson, CDT

BACK ROW (L TO R): Jeff Stronk; Billy Drake, CDT (Vice Chair); Wayne Ledford, CDT; Michael Gundrum, CDT (Treasurer); Neal Russell, CDT; Casey Conroy

NOT PICTURED: Don Albensi, CDT; Harold Burdette, CDT

2017 SCHEDULE OF EVENTS

THURSDAY

7:00AM - 6:30PM	Registration Open	
7:15AM - 8:00AM	Continental Breakfast	
8:00AM - 8:15AM	Opening Announcements	
8:15AM - 8:45AM	Open Your Eyes to Diversification Jeffrey Stronk	0.5 hour Professional Development
8:45AM - 10:15AM	Diversification... A Plan for Growth (A Panel Discussion) Neal Russell, CDT; Diona Brennan-Wilson, RDA; & Del Morton; Jeffrey Stronk (moderator)	1.5 hours Scientific
10:15AM - 10:30AM	Break	
10:30AM - 11:30AM	Esthetic Zirconia... Where Are We Now? Leon Hermanides	1 hour Scientific
11:30AM - 12:45PM	Lunch	
12:45PM - 1:30PM	Why Are FDA and OSHA So Active With Dental Laboratories? Mary Borg-Bartlett & Gary Morgan, CDT	1 hour Regulatory Standards
1:30PM - 2:15PM	Closed Forum (Cal-Lab members <u>ONLY</u>)	1 hour Professional Development
2:15PM - 2:30PM	Break	
2:30PM - 4:00PM	KEYNOTE PRESENTATION How Have Your Managers Adapted to Product Diversification? The Second City Works	1.5 hours Professional Development
4:00PM - 6:30PM	Cal-Lab Exhibits Open	

FRIDAY

7:15AM - 1:15PM	Registration Open	
7:15AM - 8:00AM	Continental Breakfast	
8:00AM - 9:15AM	Implementing A Restorative Surgical Technician (RST) Digital Workflow Dr. Sonia Leziy & Dr. Brahm A. Miller	1.5 hours Scientific
9:15AM - 9:45AM	Emerging Lab Services: Dental Sleep Medicine Laura Sheppard, CDT, TE	0.5 hour Scientific
9:45AM - 10:30AM	Closed Forum (Cal-Lab members <u>ONLY</u>)	1 hour Professional Development
10:30AM - 10:45AM	Break	
10:45AM - 11:30AM	What's On Our Horizon Anton Woolf (Argen Corporation); Thomas Leonardi (Dentsply Sirona); & Sarah Anders, B.Sc., MBA (Ivoclar Vivadent, Inc.)	1 hour Professional Development
11:30AM - 12:30PM	KEYNOTE PRESENTATION State of the Industry James P. Breslawski	1 hour Professional Development
12:30PM - 12:45PM	Closing Announcements & Door Prize Drawings	

THANK YOU PRIMARY SPONSORS



THURSDAY



OPEN YOUR EYES TO DIVERSIFICATION

8:15 AM - 8:45 AM | JEFFREY STRONK

No longer is it viable to be a one trick pony. Doctors are looking for more from a lab. More of a well-rounded partnership. With the evolution of technology and opportunities that exist in the market, it is unwise to bypass these. We're going to explore the opportunities available for labs and have the labs that have successfully integrated the change to discuss how they went about it.

Jeffrey Stronk is co-owner of Treasure Dental Studio in Salt Lake City, UT. He's been in the dental industry for 25 years with a focus on Implantology and currently serves as Vice-Chair of the Foundation of Dental Technology, a director on the Cal-Lab Association board, and is on the faculty of NADL University. Jeff is also the 2011 Past President of the NADL, a board he sat on for five years serving our profession.



DIVERSIFICATION... A PLAN FOR GROWTH (A PANEL DISCUSSION)

8:45 AM - 10:15 AM | NEAL RUSSELL, CDT; DIONA BRENNAN-WILSON, RDA; & DEL MORTON
MODERATOR: JEFFREY STRONK

With all of the challenges facing our dental laboratory industry today, a plan for growth and success seems more critical than ever. Our distinguished panel comes from varied backgrounds but share a common thread – they have experienced growth and success through horizontal and vertical diversification. Each implemented a product diversification strategy to increase their company value and market share. Learn from these three industry leaders as they share their stories about how implementing product diversification helped them grow their business.

"Things may come to those who wait, but only the things left by those who hustle." [Abraham Lincoln]

Neal Russell, CDT received his dental technician license in 1981 after graduating from Vancouver Community College in 1979. He is President and General Manager of Protec Dental Laboratories Ltd., and is in charge of administration, human resources and marketing. In 2015, Neal was elected as a director and board member of the Cal-Lab Association. A strong advocate for education, Neal stays informed of industry advancements through continued education in all areas of dentistry. In March 2005, Neal received a "Certificate of Appreciation Award" from the College of Dental Surgeons of British Columbia recognizing his valuable contribution to the industry. In 2008 Protec began the process of embracing and integrating new digital technologies in the laboratory. Through this process the company has become an international leader in digital dentistry manufacturing techniques.

Diona Brennan-Wilson, RDA is a licensed registered dental assistant (RDA). She received her start in the industry in 1991. Her college studies were based around an associates of applied science and marketing program. She prides herself on being knowledgeable in all areas of dentistry today. Continuing to remain active in local study clubs and continuing education programs help her continue to grow and remain current on all modern dental technology. Having worked clinically for 15 years prior to the laboratory her understanding of the relationship between the lab and the clinician creates a unique dynamic. She has a deep seated passion for the industry as well as a true understanding of the impact a smile can have.

Del Morton received his training as a dental laboratory technician in the U.S. Army in 1966. Upon his discharge in 1969, he worked for Zuest Dental Laboratory where he went from the plaster bench to Manager over the course of his 17 years at Zuest. In 1986, he and two partners purchased Centre City Dental Laboratory converting it to full service capability as well as developing Paradigm Dental Models. Paradigm produces dental education training and marketing models for the dental and medical industries. In 2007, Del bought out his two partners and continues to manage Centre City and Paradigm in Escondido, California. Del has worked as a consultant in establishing a laboratory in the Philippines as well as partnering in a laboratory in Mexico that was sold in 2011.



ESTHETIC ZIRCONIA... WHERE ARE WE NOW?

10:30 AM - 11:30 AM | LEON HERMANIDES

This program will develop the rationale behind the use of Esthetic Zirconia in a mid-sized dental laboratory. A simple technique for predictable implementation in any commercial dental laboratory will be explained as well as appropriate indications for the material's use will be discussed.

Attendees can expect to learn:

- Indications for use of Esthetic Zr
- A simple technique for creating highly esthetic outcomes
- Background science to improve long-term outcomes for the material

Leon Hermanides graduated from College in South Africa with a National Higher Diploma in Dental Technology, the equivalent of a Bachelor's Degree in the USA. He has worked in South Africa, London and Seattle dental laboratories specializing in all stages of advanced reconstructions, implants and anterior esthetics. Leon is a Clinical Instructor at Dr. John Kois' Kois Center programs and a member of study clubs around the Puget Sound area. He has served as President of the Washington State Dental Laboratory Association in 2012 and as the Chair of the Foundation for Dental Technology in 2014 and 2015. He is currently serving as the Treasurer of the National Association of Dental Laboratories for 2016. Additionally Leon serves on the Advisory Board for the Dental Technology program at Bates Technical College in Tacoma, WA.

Leon has published articles on implants and comprehensive restorative rehabilitation in both clinical and technical journals. He has lectured internationally to clinical and technical groups on subjects ranging from implant restorations to esthetics and restorative failures. In 1998 Leon established Protea Dental Studio in Redmond, Washington; a DAMAS certified laboratory that specializes in providing comprehensive, implant and anterior restorative cases. Protea Dental Studio, Inc has built its reputation by implementing a systematic approach to ensure consistent, predictable results.

WHY ARE FDA & OSHA SO ACTIVE WITH DENTAL LABORATORIES?

12:45 PM - 1:30 PM | MARY BORG-BARTLETT & GARY MORGAN, CDT

Don't get taken by surprise. This presentation will help you understand what OSHA and FDA are looking for and how to be prepared. Find out what new OSHA regulations could affect your business including the new injury and illness recordkeeping requirements and rules to protect employees from silica exposure. Hear why FDA has been busy auditing laboratories resulting in significant issuance of 483s. Also, learn how to recognize the needs for FDA clearance for certain manufacturing practices.

Mary Borg-Bartlett is President and Co-Founder of Safelink Inc., a nationally recognized safety and quality consulting firm. Since 1991, Mary has actively participated as a presenter and on-site instructor to audiences of dentists, dental hygienists, dental assistants, and dental laboratory technicians throughout the US and Canada. Mary is a columnist on the topic of risk management for The JDT Unbound and has been published and quoted in other nationally recognized dental magazines. In 2003, Mary was awarded the Merit Award by the NADL in recognition of her contributions and outstanding service and in 2007, was recognized with an Excellence in Education award for her sharing of knowledge and expertise and instructional focus toward quality processes. Mary is an authorized trainer under OSHA's Outreach Program and a Consultant and External Auditor for quality assurance programs including DAMAS.

Gary Morgan, CDT 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 DAMAS consultant and auditor and is a Certified Quality Auditor by the American Society for Quality. 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.



CAL-LAB MEMBERS ONLY!

CLOSED FORUM

1:30 PM - 2:15 PM

For a long time, this part of the program has been a favorite in member reviews. This is a time when ONLY members remain in the room and discuss topics of interest to the members in a neutral environment. Topics can be submitted in advance with your registration, emailed to the association office, or texted during the closed forum. Learn from your peers how they handle challenges, how they choose products/equipment, and how they review some of their investments. Got a topic you want discussed? Submit it – it's as easy as that!

The Second City

WORKS

HOW HAVE YOUR MANAGERS ADAPTED TO PRODUCT DIVERSIFICATION?

2:30 PM - 4:00 PM | THE SECOND CITY WORKS

Change can be very challenging but also very rewarding. See how The Second Works challenges us to adapt. Infused with humor so "close to home", you can't help but face it head on.

Second City Works (SCW) is the innovative business solutions division of the world famous, improv comedy theater, The Second City – alumni include: the Belushi's, Harold Ramis, Gilda Radner, Chris Farley, Mike Myers, John Candy, Eugene Levy, Tim Meadows, Bonnie Hunt, Jeff Garlin, Amy Poehler, Tina Fey, Ed Helms, Steve Carell, Steven Colbert, and so on. They work with hundreds of Fortune 1000 companies, using comedy and improvisation to improv(e) training and communications. Areas of focus include sales force effectiveness, ethics and compliance communications, leadership development, marketing, social media & branded content development, leadership development, and don't forget, corporate entertainment.

KEYNOTE PRESENTATION

SAVE THE DATE

2018 FEBRUARY 22-23

Westin Michigan Avenue | Chicago, IL

WHAT ARE PEOPLE SAYING?

**"This is one of the best meetings by far.
Very informative."**

CRAIG ZUMSTEIN, CDT
CERAMIC DENTAL CONCEPTS, INC. | LAKE ZURICH, IL

"Still the best dental meeting in the industry!"

SCOTT UDELL, CDT
UDELL DENTAL LABORATORY, INC. | ST. LOUIS PARK, MN

**"Great meeting! I always come away
with very useful information."**

DJ ZANON, CDT
NU-ART DENTAL, INC., CDL | BROOKFIELD, WI

"Best meeting in years!"

BILL MCCORMICK, CDT
HERITAGE DENTAL LAB | ARLINGTON HEIGHTS, IL

FRIDAY



IMPLEMENTING A RESTORATIVE SURGICAL TECHNICIAN (RST) DIGITAL WORKFLOW: A POWERFUL COMBINATION OF DIGITAL IMPLANT TREATMENT PLANNING, SURGICAL PLACEMENT AND PROSTHETIC RECONSTRUCTION USING AN INTERDISCIPLINARY TEAM APPROACH

8:00 AM - 9:15 AM | DR. SONIA LEZIY & DR. BRAHM MILLER

Diversification in implant dentistry pivots around the digital workflow. It is profoundly influencing the communication between the surgical, restorative and technical team members, yet challenges them in the learning process. This presentation will highlight our experiences and insights on the strengths and struggles in the implementation of a true digital work-flow, and sensitize the audience to steps/cautions/thoughts to better the experience and technology integration in the emerging digital practice. Emphasis will be placed on how to successfully implement a digital workflow for the entire interdisciplinary team. Our session objectives will address:

- The surgical team members' perspective- recognizing the benefits of the digital workflow to plan, design and perform more accurate surgical treatments for tissue management and implant dentistry. Clinical benefits include greater lateral knowledge and communication, improved treatment accuracy and reduced treatment time/steps. We will illustrate how the technician in the 'rst' has been key to successful implementation of digital dentistry into surgical practice.
- The restorative team members' perspective- highlighting collaborative design efforts with the technician to improve restorative outcomes, reduce errors and prosthetic complications and verify the accuracy of the digital data and overall process. How 'rst' has improved trans-discipline knowledge and positively impacted our outcomes.
- To stress the benefits of working conceptually from 'tooth to root' (implant) to safeguard proper implant 3D placement.
- Heightened enthusiasm developed among all team members, as everyone contributes in the digital planning and execution process. Implicit in this is to relate how laboratories can provide services to support the referring clinician.

Sonia Leziy, DDS, Dipl Perio, FCDS(BC), FRCD(C) & Brahm Miller, DDS, Dipl Pros, FCDS(BC), FRCD(C) received their dental degrees from McGill University. Dr. Leziy's post-graduate degree in periodontics was completed at the University of British Columbia, Canada, and Dr. Miller completed his post-graduate prosthodontics certification at the Medical College of Virginia. They are associate clinical professors and sessional lecturers at the University of British Columbia, and mentor a Seattle Study Club chapter in Vancouver. Drs. Leziy and Miller are members of the American Academy of Esthetic Dentistry and several periodontal and prosthodontic societies. They are also involved on several editorial boards including the Journals Spectrum Dialogue, the Journal of Esthetic and Restorative Dentistry, the Journal Teamwork and the Journal of Perio and Restorative Dentistry. They lecture extensively internationally, and have published on the subjects of advanced implant esthetics, periodontal plastic surgery, ceramics and restoration. Dentistry Today recognizes each of them among the top 100 clinicians in CE in North America, they are recipients of the 2014 Saul Schluger Award. Dr. Leziy is also executive VP of Clinical Affairs for the Seattle Study Club. Drs. Leziy and Miller maintain a full-time private practice in the Imperio Group Dental Health Specialists in Vancouver, Canada.



EMERGING LAB SERVICES: DENTAL SLEEP MEDICINE

9:15 AM - 9:45 AM | LAURA SHEPPARD, CDT, TE

Are you considering new products to add to your laboratory offerings? Learn about Oral Appliances for the treatment of Obstructive Sleep Apnea and Snoring. One of the fastest growing segments in the medical device marketplace, we'll cover the WHAT and WHY of Dental Sleep Medicine, current oral devices, benefits and regulatory hurdles. Will your lab will be considered among the WHO?

Laura Sheppard, CDT, TE is the owner of Device Masters Lab, exclusively providing therapy devices for dental sleep medicine, TMJ dysfunction and orthodontics. A practicing dental technician since 1979, Laura holds an AS in Dental Technology, a BS in Allied Health Teaching and is certified in Orthodontics, Crown & Bridge and Complete Dentures. Laura has been manufacturing dental sleep devices since 1988 and was instrumental in the invention, patent and 510(k) submission process of several successful proprietary Class II medical devices for both Dental Services Group and MicroDental Laboratories. Laura has served as a director on the NADL board and is a past-Chair of the NBC. She was named one of the Top 25 Women in Dentistry by Dental Products Report 2011. Laura lectures for both, the dental practitioner and technician communities, is visiting faculty for the Pankey Institute, and is well published having written numerous articles for JDT, IDT, DPR, DLP, LMT, DSP and Sleep Review magazines.

CAL-LAB MEMBERS ONLY! CLOSED FORUM

9:45 AM - 10:30 AM

For a long time, this part of the program has been a favorite in member reviews. This is a time when ONLY members remain in the room and discuss topics of interest to the members in a neutral environment. Topics can be submitted in advance with your registration, emailed to the association office, or texted during the closed forum. Learn from your peers how they handle challenges, how they choose products/equipment, and how they review some of their investments. Got a topic you want discussed? Submit it – it's as easy as that!

WHAT'S ON OUR HORIZON

10:45 AM - 11:30 AM | ANTON WOOLF; THOMAS LEONARDI; & SARAH ANDERS, B.S.C., MBA

Cal-Lab's three primary sponsoring companies will share their view of the industry and what lies ahead as well as share what their companies are doing to support dental laboratories. You'll also have a front row seat as they give us a "sneak peek" into emerging technologies.

Anton Woolf, CEO of The Argen Corporation, has strengthened Argen's core business while diversifying and expanding into new significant strategic businesses. His vision regarding the rapid changes in digital dentistry has led him to build Argen's world class digital outsourcing center, to support and partner with dental laboratories nationwide. Anton has also increased Argen's international footprint; expanding and developing Argen's subsidiaries in Germany, England, Canada and China. Prior to joining Argen, Anton worked for PricewaterhouseCoopers in New York City specializing in Business Restructuring and Turnaround. Anton holds a Bachelor of Arts in Economics from the University of Michigan and currently serves on the Cal-Lab and NADL Board of Directors. In his free time Anton enjoys exercising, swimming, and photographing his 4 beautiful daughters.

Thomas Leonardi was named Group Vice President, Global Prosthetics in April 2011 with responsibility for the strategic and executional performance of the Prosthetics SBU, including the DeguDent, US Prosthetics and Ransom & Randolph businesses. Tom has held sales, marketing and executive management positions in the dental industry for over 25 years, including more than 20 years with Dentsply. Prior to joining the Prosthetics SBU, Tom served as Vice President and General Manager for Dentsply's Professional Division, as well as holding General Manager roles for Dentsply's Caulk, Pharmaceutical and Canadian divisions. During his career with Dentsply, Tom launched several new products including Cavitron SPS Systems, FSI Slimline Inserts, Oraqix, and SDR. Before becoming a GM, he worked in various sales and marketing positions at Dentsply's Caulk, and Professional businesses. Tom has received the North American Director of Sales Award; 3 - Division Performance Awards; and 2 - OneDENTSPLY Awards.

Prior to joining Dentsply Sirona, Tom held several positions in the areas of sales, marketing and operations with Harper & Row College Division, Ceramco, J&J Dental and Kerr/Sybron. Tom graduated from Lehigh University and earned an MBA from Loyola University.

Sarah Anders has over 20 years of experience in the dental industry holding positions in Sales, Marketing and Continuing Education with major dental materials manufacturers. Her positions have included responsibilities in both the American and Canadian markets. She has lectured and presented training programs internationally for the past 15 years. Sarah received her Bachelor of Science Degree in Biochemistry from McMaster University in Hamilton, Ontario and graduated from Penn State University with her Masters in Business Administration.

Sarah joined Ivoclar Vivadent in 2003 as a Marketing Manager and was promoted to Director of Technical Marketing and Director of Canadian Operations in 2008. As Senior Vice President of North American Sales she expanded market strength through the growth of the field and inside sales teams. In her current position as Chief Operating Officer, she lives her passion for dentistry by defining and accomplishing strategic goals and objectives. In 2013, Sarah was recognized as one of the Top 25 Women in Dentistry by Dental Products Report. Recognized within the organization and the dental industry as an outstanding leader dedicated to success, Sarah and her husband Walter live in East Amherst, New York and have a son and daughter. They enjoy running, hiking, swimming and water skiing.



STATE OF THE INDUSTRY

11:30 AM - 12:30 PM | JAMES P. BRESLAWSKI

James P. Breslawski is now in his 37th year with Henry Schein, Inc., a Fortune® 500 company and the world's largest provider of health care products and services to office-based dental, medical and animal health practitioners. Mr. Breslawski is currently President of Henry Schein, Inc., a position he has held since 2005, and he serves as CEO of Henry Schein's Global Dental Group. In addition, Mr. Breslawski is a member of the Chairman's Executive Management Committee and a member of the Henry Schein Board of Directors.

Before assuming his current position, Mr. Breslawski held a number of key roles with increasing responsibility throughout the Company, including Executive Vice President and President of Henry Schein Dental, the Company's U.S. Dental division; Chief Financial Officer; Vice President of Finance and Administration; Vice President and Controller. Prior to joining Henry Schein, Mr. Breslawski was a certified public accountant at the national professional services firm BDO Seidman, LLP. He received his degree in accounting from St. John's University.

In addition to being a New York State certified public accountant, Mr. Breslawski is a member of the American Institute of Certified Public Accountants and the New York State Society of Certified Public Accountants. He is currently a Member of the Leadership Council the Harvard School of Dental Medicine. He previously has served as a Board Member of the Dental Trade Alliance Foundation; a Member of the Board of Governors for St. John's University; a Trustee of the Long Island University Board; and a Board Member of the National Foundation of Dentistry for the Handicapped. Mr. Breslawski also has served as Chairman of the Board of the American Dental Trade Association, Chairman of the Board of the Dental Trade Alliance Foundation and President of the Dental Dealers of America.



W E L C O M E

our newest member of the Cal-Lab board!

Don Albensi, Sr., CDT is CEO and owner of Albensi Laboratories in Irwin, PA, a full-service laboratory which opened in 1979 and serves clients in 43 states. Don is also a Lab Management Consultant, guest lecturer, and was featured in *JDT Unbound's* "Who's Hot" edition in 2016. We are excited to have him as part of our team and are positive that his knowledge and expertise will be a great asset to Cal-Lab Association!

IMPORTANT ANNOUNCEMENTS

NAME BADGES

It is necessary that you have your name badge visible for all of the daytime and evening Cal-Lab events. Registration to attend the Cal-Lab meeting is on an individual basis. Your name badge is for YOUR USE EXCLUSIVELY – please don't share your badge with someone else, even someone from your lab or company.

SECURITY SCANNING

The Cal-Lab meeting has been, and continues to be, a members-only event and security helps us monitor that everyone is registered properly. We apologize for any inconvenience that this may cause and wish that this measure wasn't necessary.

MEETING AGENDA

For your convenience, a meeting agenda has been inserted behind your name badge.

CLOSED FORUM

The Cal-Lab Closed Forum is for Cal-Lab Members ONLY. It is your opportunity to give your comments on a product, technique or material that you are using or about which you have questions. The views and comments expressed here are not necessarily those of the officers and directors of Cal-Lab Association, nor do they express a consensus of opinion by the members of Cal-Lab Association. To participate, raise your hand so that the Board members with a microphone can get to you. Be sure to announce your name and the name of your lab, loud and clear. We want to hear your comments. Please keep in mind that many would like to offer comments and suggestions in response to issues. We ask that by giving everyone a chance to speak, no one dominates the Closed Forum.

Cal-Lab will again feature the ability to text questions and comments during the Closed Forum. Additional information on how to use this feature will be provided on site.

WI-FI ACCESS

Connect to: **Westin Meeting Rooms** Password (case-sensitive): **CAL17**

Wi-Fi is provided for minimal-use items (i.e. texting questions/comments during Closed Forum, participating in polls, and checking emails). Due to limited bandwidth, Wi-Fi should not be used for streaming. Works only inside Great Lakes Ballroom.

NOISE CONTROL

Please make every effort to keep noise to a minimum if you must be outside the meeting room during the program time. The noise from the pre-function area carries through to the meeting room and can be very disruptive.

DOOR PRIZES

Due to the generosity of our Primary Sponsors, Argen Corporation, Dentsply Sirona, and Ivoclar Vivadent, Inc., we will be awarding some very nice door prizes FOR CAL-LAB MEMBERS at the conclusion of the program on Friday. You must be present to win and the way for you to register for these fabulous door prizes is to submit a completed meeting evaluation form found in your registration packet. A raffle drum for completed evaluation forms will be located near the scanning station on Thursday and Friday. Six (6) door prizes will be awarded to Cal-Lab members in attendance:

- One (1) 1 oz. gold coin courtesy of Argen Corporation
- Two (2) \$600 Visa gift cards courtesy of Dentsply Sirona
- Three (3) GoPro HERO5 Black Ultra HD Action Cameras courtesy of Ivoclar Vivadent, Inc.

Don't forget to submit your evaluation form and make sure you are present for the drawings near end of the program on Friday!

LUNCH TICKET

For those that are registered for lunch, a lunch ticket will not be necessary because your name badge has been color coded based on the registration information you provided and your registration type. Basically, everyone is eligible for lunch except those having a red box around barcode or a yellow badge. A red box or yellow badge indicates that you declined lunch or your registration type did not include lunch. If you need assistance, please see one of the staff at the registration desk.

On site registrations do NOT include lunch.

REGISTRATION DESK STAFF

As always, our registration staff is available to address your concerns or requests throughout the meeting. The registration desk will remain open until 6:30 PM on Thursday to service those that may need assistance for the exhibit hall.

EXHIBITOR SHOWCASE

Throughout our entire two-day event in the pre-function area, Cal-Lab will feature an Exhibitor Showcase with highlights from the exhibiting companies. These companies are dedicated to bringing new ideas, materials and services to our member labs. The presentations are brief, but they will give us all a good peek into the cutting-edge technologies available. The presentation will also be shown on the monitors in the Great Lakes Ballroom during breaks.

SECURE YOUR ITEMS

On Thursday evening, as you exit the room to the exhibit area, we respectfully request that you take your items with you so the hotel staff can properly refresh the room for Friday's meeting and to make sure you don't lose any items you intended to keep.

COAT CHECK

Cal-Lab will once again be offering a complimentary coat check for meeting attendees. The coat check will be located in Huron C, next to the registration desk. Hours will be posted, as well as where to retrieve your coat after hours.

CAL-LAB ANTITRUST POLICY

The Cal-Lab Association (Cal-Lab) has a policy of strict compliance with the federal antitrust laws. The antitrust laws prohibit certain combinations and agreements among competitors. Members of an association such as Cal-Lab can be considered competitors in the context of antitrust challenges even if their businesses are not in the same geographical area or in the same product line.

The penalties for antitrust violations can be very severe, not only for the Association but also for you as an individual.

Cal-Lab members cannot come to understandings, make agreements or otherwise concur on positions or activities that in any way tend to raise, lower or stabilize prices or fees, divide up markets or encourage boycotts. Each member must make an independent decision, without consultation with competitors, on how to conduct business and with whom to do business. Specifically, members should never agree on:

- Current or future prices or fees, price or fee changes, discounting, regulation of production and other terms and conditions of sale or of providing services. Members should be extremely careful about discussing prices or fees. Agreements on pricing and fees are clearly illegal. Even price or fee discussions by competitors, if followed by parallel action among the competitors on pricing or fees can lead to antitrust investigations or challenges.
- Allocating or monopolizing territories or customers. Any agreement by competitors to “honor”, “protect” or “avoid invading” one another’s market areas or product lines would violate the law.
- Refusing to do business with those whose business practices you oppose. Members can discuss the policies or practices of suppliers and other third parties; however, you must never threaten, directly or indirectly, to act jointly to enforce changes to those policies or practices. Again, discussions followed by parallel action could, at the very least, trigger careful antitrust scrutiny.

Officers, directors and members of Cal-Lab should never make any representation, publicly or privately, which would appear to represent an official policy or position of Cal-Lab without the express authorization of Cal-Lab executives. The U.S. Supreme Court has determined that recommendations or exhortations in antitrust areas by individuals who might appear to represent an association in some capacity can jeopardize the association; those in positions of responsibility for Cal-Lab must be especially cautious.

Antitrust laws are complicated. If any member is concerned that he or she may be in a “gray area,” that member should consult with Cal-Lab’s senior executives or seek legal counsel. If the conversation among competitors at a Cal-Lab meeting turns to antitrust-sensitive issues, participants should discontinue the conversation until legal advice is obtained or leave the meeting immediately. Court cases have demonstrated that individuals that were present when an antitrust violation occurred, even when they did not actively participate in the conversation, were held personally accountable and liable for the antitrust violation.

CONTINUING EDUCATION CREDITS

CDT/RG

Cal-Lab uses a scanning system to record credits. Briefly, here’s how it works...

During the registration process, if you indicated that you are a CDT or RG and provided us with your number, then your number should be printed on your name badge and that number is also included in the barcode on the front of your badge. Also, CDTs & RGs should have received a packet containing the attendance verification forms needed to obtain NBC continuing education credits for the courses offered this weekend. If you are a CDT or RG and did not receive this packet, please visit our registration desk for assistance.

At the end of each course, the NBC approval number will be placed on the screen. Record this number on the attendance verification form making sure that the form MATCHES THAT SEMINAR. This validates your attendance.

For your convenience, a scanning station is located in the pre-function area with posted hours of operation AND scanning may also be done at the registration desk throughout the meeting so you can go by at your leisure and scan your validated forms to record your credits. You may prefer to scan at the end of each day OR scan all of them at the end of the meeting. Just remember, you must scan the validated attendance verification forms prior to leaving the meeting! Cal-Lab will submit the electronic list to NBC for processing and posting to the NBC tracking system.

Scanning instructions may be found on page 2.

RDT

If you are an RDT, you should have also received a packet of forms. Please validate your attendance verification form from each seminar using the same process as CDTs & RGs. Scanning is not necessary, but you may exchange the attendance verification slips for an RDT credit letter at the registration desk. This process allows you to take your credits with you as you leave this meeting. The registration staff is prepared to help you with a credit letter.

CE BROKER

If your laboratory is located in the state of Florida and you would like us to post credits from this meeting for your laboratory’s renewal, please visit the Cal-Lab registration desk to complete a form listing your laboratory license number and the courses you attended. You will submit this form to the staff at the Cal-Lab registration desk for staff to post to CE Broker. This process is **in addition** to the scanning for NBC credits. The credits will be posted following the meeting but WILL NOT post automatically, therefore this form must be completed and submitted.

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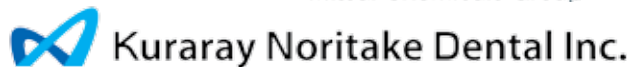
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