

Introducing...

... our quarterly newsletter! We're excited to announce that AOA has started a newsletter that will share news, product information, team member highlights, tech tips, and much more! At AOA, we believe great and consistent communication is important, and a newsletter is another way for us to ensure that we're doing everything we can to communicate well!

Another introduction we're excited to make is a new addition to our front office team. Christina Jimenez joined us last week and is available to answer your questions and provide her assistance. Along with our wonderful Office Manager, Gregory, we're confident that you will be well taken care of when you call.

NEW YEAR MESSAGE FROM AOA'S PRESIDENT

Happy New Year! 2023 was a year filled with both challenges and victories for most of us. Like many businesses, AOA has experienced ongoing staffing challenges, particularly in our denture department and front office. Fortunately, an experienced customer service specialist and bookkeeper joined our front office team on Tuesday, January 2nd. If you happen to speak to Christina in the coming weeks, please help us welcome her to the AOA team! I'm also happy to share that we're in the process of interviewing some promising candidates for the position of Denture Manager. We hope to resume offering the full spectrum of denture products within the next couple of months.

AOA is always seeking to improve its skill set through ongoing training and continuing education. Later this month, part of our team will attend Kite Saito's course on micro-staining and micro-layering hybrid restorations. We're looking forward to putting what we learn into practice to further improve the aesthetics of our hybrid restorations.

Another priority for 2024 is investing in the future of the lab, our technicians, and the dental community. In order to provide the best outcome for doctors and patients, we've purchased some of the newest, most cutting-edge technology available. This new technology will not only enable us to provide improved restorations and digital capabilities, it will also help us reduce costs and extend those savings to you.

Thank you for your continued partnership and trusting us with your patients' smiles. All of us at AOA wish all of you and your families health and success in the new year.

Warm Regards,

John Tecca
President & Founder

SPOTLIGHT: AOA'S NEW TECHNOLOGY

Technology is the foundation of our work at AOA and an asset we are continually working to advance. AOA's current technology includes 3Shape software, two Carbon 3D printers (M2 and M3) and Carbon software, three Roland mills, an Amann Girrbach titanium mill, and four Ivoclar lithium disilicate pressing ovens. In order to stay ahead of the digital curve, we've added some new technology to our list: The Imagine Dental imill 5X-500 and exocad DentalCAD Design Software. We can't wait to put our new technology into action and pass along the benefits to you!

IMAGINE DENTAL IMILL 5X-500:

Brand new on our long list of technology is the Imagine Dental imill 5x-500, a robust precision mill that will allow us to digitally design and mill custom titanium abutments and custom titanium substructures with a variety of materials, including precision milled implant bars and partial frames. The mill's high-precision ZERO Point System mills even the most complex shapes effectively with extreme accuracy.



EXOCAD DENTALCAD DESIGN SOFTWARE

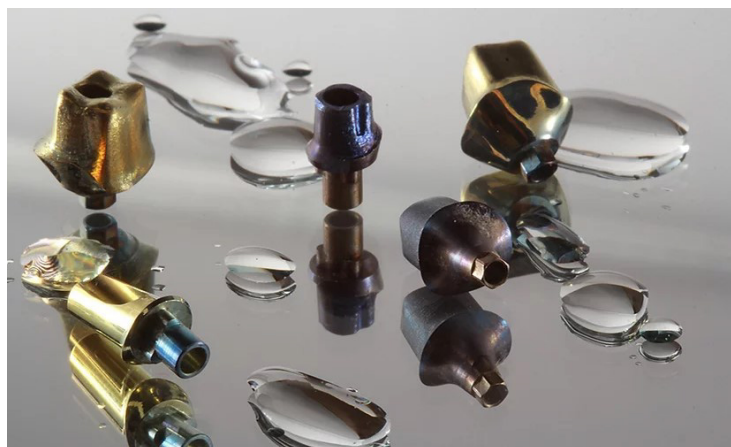
The other new addition to AOA's technology trove is exocad design software, a powerful platform that operates with high functionality, speed, and reliability, helping our techs stay on top of the ever-advancing flow of digital dentistry. Exocad software's widely customizable features will enable us to design highly functional and aesthetic crowns, bridges, copings, veneers, inlays, onlays, pontics, provisionals, removables, implants, hybrids, dentures, and removable appliances.

Utilizing exocad and 3shape design software gives us the ultimate cad/cam technology platforms with limitless design capabilities.



CUSTOM-MILLED ABUTMENTS

Thanks to this new technology, AOA's technicians will be able to fabricate the full range of implants with greater accuracy than before. With the ability to custom design and mill TiBase abutments, we can sidestep the common problem of TiBase abutments being too short to provide the kind of support needed for deep implants and longer implant crowns. Being able to custom design and mill our own abutments is the key to providing precise and successful outcomes.



TIMELINE

While our technicians are chomping at the bit to launch our upgraded technological capabilities and new or improved products, we've decided to set aside two months for training (January-February) in order to give our team time to fully learn and utilize these new technologies.

We're hoping to put them into effect by March 1st — keep an eye out for more news about timing or give John a call to find out more. We look forward to your collaboration as we fine-tune these new processes and enhanced products.



TECH TIPS

#1 - SCAN BODIES

When using Peek Implant scan bodies, it's important to use cold sterilization rather than autoclave as autoclave tends to distort Peek material. Additionally, they need to be replaced at least once a year when used frequently.

We highly recommend the Elos Implant scan bodies because they are more accurate and easier to see in a radiograph.

#2 - IMPLANT MODELS

With rising costs of supplies, to help us keep costs down, we would like to request that you send back any implant models, digital or otherwise, so that we can recycle the implant analogs and reduce the fees that we have to pass on. If you keep your models, you can disregard this note, but if you discard them, please send them back so we can reuse the analogs.

We appreciate your effort and consideration, and we value you as our clients. Our technicians are able and ready to offer more tech tips whenever you need them. Please don't hesitate to give us a call!

LIKE OUR WORK?

Have you had a good experience with our products, services, or staff members? If so, we'd be grateful if you'd consider leaving us a Google Review or referring your colleagues to us. To leave a review, look up AOA on Google and leave us a review in our Google Reviews section.

To refer your colleagues to us, please let them know to mention that you referred them when they send their first case. As a thank you, we'll contribute a \$100 credit to your account!

AOA CLIENT REWARDS

Are you making good use of our client rewards program: AOA Client Rewards? As long as you purchase more than \$1,500 in a month and pay your balance by the 10th, you'll automatically receive 1%, 2%, or 3% back, depending on how much you purchase.

- 1% back with \$1,500 or more spent
- 2% back with \$2,500 or more spent
- 3% back with \$5,000 or more spent



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