ABSOLUTE DENTAL LAB

Yunsoo Kim

Layered Ceramic Fixed Hybrid

Products, Services & Contact Information
OUR ABSOLUTE STORY

Drew and I met in 1988 while studying for our Baccalaureate in Technology from Pretoria Tech in South Africa. In 1992 we furthered our studies by specializing in fixed dental prosthetics and each received a 4 year Bachelor’s degree from the same institution.

After owning my own lab, I relocated to the U.S. in 1999 and accepted employment with Absolute Dental as general manager and head of dental implants. Drew followed suit in 2000 and joined the team as Senior Ceramist. We purchased Absolute in 2004 and agreed if we were to continue with the Absolute name we would have it stand for one thing, unquestioned integrity.

In 2007, just as we thought things were running pretty well, I was diagnosed with an advanced stage of colo-rectal cancer. The ensuing battle with the disease caused us to not only re-access our personal lives but also gave us the opportunity to re-invent our company! In 2009 we wrote our mission statement and also started our non-profit, the Absolute Care Foundation. Our core vision of serving our customers with unquestioned integrity, quality products and exceptional service remained but we now wanted to do this with an emphasis on leaving a legacy!

Today we are proud to say the Absolute team, believing and supporting our vision, has created a truly special company! We serve our customers and their patients with one of the most experienced and artistic teams of ceramists and technicians in the industry. In addition, our Absolute team also continues to bless our community with life changing outreach projects!

Drew and I, as active members of the restorative team, have more than 55 years of technical and ceramic experience. In addition, our leadership team boasts more than 135 years of bench experience. With constant training and guidance from our experienced leadership team, we are able to share our knowledge and expertise! We, as the partners, believe in a true hands-on approach, and work side by side with our technicians on a daily basis!

I hope we may be remembered for what we did but I know we will never be forgotten for how we did it!

I hope you will continue writing this story with us, as part of our Absolute family!

Kindest Regards,
Conrad

Conrad J. Rensburg

Drew Van Aarde

www.AbsoluteDentalLab.com
ABSOLUTE CUSTOMER CARE AND CASE PLANNING TEAM

Technical Lab Manager
Matt Vrhovac
919-514-9777
Matt@absolutedentalservices.com

General and Ceramics Manager
Tracie Jessie
919-519-9720
Tracie@absolutedentalservices.com

Removables Manager
Bernie Marrero
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Bernie@absolutedentalservices.com

Digital Impression Evaluation and CAD design
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919-818-4094
Grant@absolutedentalservices.com

Implant Planning and Digital Impression Support
Erin Hardacre
919-400-3303
Erin@absolutedentalservices.com
Jordan Carpenter
919-403-0604
Jordan@absolutedentalservices.com

In–Office Digital Impression Scanning and Demos
Amy Cherico
919-519-9956
Amy@absolutedentalservices.com
Jennifer Williams
919-308-0522
Jennifer@absolutedentalservices.com

Customer Service – Triangle
Jason Shaver
919-599-5117
Jason@absolutedentalservices.com

Case Coordinator
Laura Hollenbach
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Laura@absolutedentalservices.com

Cerec Sirona Scan Support
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Cerec@absolutedentalservices.com

TRIOS IT Support
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919-800-1028
Steve@absolutedentalservices.com

TRIAD BRANCH

Branch Executive
Tracy Nelson
336-912-2800
Tracy@absolutedentalservices.com

Payton Brock
Customer Service and Digital Impression Support
336-501-6991
Payton@absolutedentalservices.com

Wayne Smith
In–House Technician
336-749-8472
Wayne@absolutedentalservices.com

919-403-0604 Triangle | 844-293-ADS1 (2371) toll free | 336-763-2841 Triad
Studies have shown digital impression technology to be much more accurate and efficient than PVS techniques. With Absolute's complete digital lab integration, this technology is providing more precise and predictable products. This allows us to produce prosthetics more quickly and at a lower cost to you!

**Interested in a Digital Scanner?**

**Our team guarantees flawless integration**

- A dedicated Absolute team of Trios certified trainers
- In-office advanced hardware and software equipment training & demos
- Special Trios III equipment pricing through authorized 3Shape vendors
- Special Absolute Lab pricing and faster turnaround times
- Customized information and education brochures for your patients. An Alliance for Excellence plaque promoting your commitment to quality
- Special pricing on Trios components i.e. mirrors, tips, implant scan bodies etc.

**Helping Clinicians Go Digital!**

*Simplifying demonstrations, purchasing & training with ongoing support!*

www.AbsoluteDentalLab.com
“I recently purchased a Trios III scanner from a dental equipment rep. I am very confident in the technology and feel it has been an excellent addition to my practice. However, I quickly found that the Trios reps were not as easily accessible as promised, and could not always address clinical issues. I was referred to the Absolute Alliance to Excellence in Dentistry for assistance. Even though I did not purchase my unit through this partnership, their team of IT specialists and Trios trainers quickly helped integrate this system into our practice. They offer clinical experience beyond comparison and have made the transition to digital so much easier for me and my team. I strongly recommend any clinician considering the purchase of digital impression equipment to speak to them first!”

– Dr Julie T Phillips. Prosthodontist, Greensboro NC

“In late 2015, we purchased our Trios intraoral scanning system through the Absolute Alliance to Excellence in Dentistry. They handled the entire process: in office demo, aggressive price negotiation with their suppliers, final delivery with comprehensive training and most importantly, ongoing support. The Absolute team is available to us at a moment’s notice through live online and telephone support and in office whenever needed. Integrating this advanced technology doesn’t make sense without a dedicated lab partner.

Making the switch to digital impression brings its own clinical challenges but Absolute's expertise and commitment made the process a great investment. Our patients love it. We are able to visualize our preparations in super high resolution. Complicated cases become much simpler to execute. My team and I trust that we made the right decision to partner with the Absolute Alliance for this important technology integration!”

– Dr's Mark S Scurria & Rosanna Marquez, Prosthodontists @ Triangle Restoration Dentistry

“After months of carefully researching impression systems currently on the market, I felt assured the Trios 3 system to be the most encompassing and efficient system for PVS replacement. Conrad spoke to me regarding his certification on the equipment and after seeing an in-office demo, I decided to purchase my system through the Absolute Alliance. He was able to secure a great price through his partnerships with 3Shape suppliers, but more importantly his team flawlessly assisted with the training and integration of the equipment into my practice. Their initial and ongoing support has made all the difference to me and my team!”

– Dr Darren Koch, Cary Family Dentistry

“Absolute Lab has been a trusted partner in our Clinics at UNC for many years; partly through Absolute donations, we were able to invest in digital impression equipment. Conrad and his Trios team are continuously assisting us with training and finding new protocols to restore our patients through this media. The Absolute team’s proficiency and experience with the Trios system is a very valuable resource for us. I highly recommend their services as a support system for digital integration to any clinician.”

– Dr Scott Eidson, Department Faculty Practice @ UNC Chapel Hill

The Economics of Digital Impressions
Calculations are based on two crowns per day and four production days

<table>
<thead>
<tr>
<th></th>
<th>PVS</th>
<th>Digital</th>
<th>Economical Digital</th>
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<tr>
<td>Average Cost per Impression</td>
<td>$20</td>
<td>$0</td>
<td>$0</td>
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<tr>
<td>Zirconia Crown Lab Fee (per crown)</td>
<td>$182</td>
<td>$175</td>
<td>$129</td>
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<tr>
<td>Reimpress (1/20)*</td>
<td>$1.50</td>
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<tr>
<td>Lab Rebate (per case)</td>
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<td>Monthly License Fee</td>
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<tr>
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<td>5 days</td>
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<tr>
<td>Total Monthly Cost</td>
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<td>Total Annual Savings</td>
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<tr>
<td>Annual Savings (Equipment Paid in Full)</td>
<td>$14,096</td>
<td>$29,072</td>
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*Reimpressions conservatively calculated if only 1 in 20 is needed
Amy Cherico, Jennifer Williams and Payton Brock joined the Absolute Dental Services family as Certified Clinical Integration Specialists. They specialize in assisting clinicians to make the transition into the world of digital impressions.

This team manages the Absolute Dental Mobile Scanning Service. This service assists clinicians with the data capture of larger and more complicated cases where digital impressions offer a true advantage.

Amy is a qualified dental assistant II and has worked chairside in offices ranging from prosthodontics to neuromuscular dentistry since 2002. Jennifer is a qualified dental assistant II and has worked chairside for general dentists for 17 years. Both are well versed in restorative dentistry as well as the protocols and procedures in digital impression services required for assisting chairside. Payton is a qualified dental assistant II and has worked chairside for general dentists for five years.

**Interested in going digital?**

Amy and Jennifer are Certified Trios trainers and offer:
- All-inclusive support from equipment demonstration to implementation
- In-office training on the use and integration of equipment
- Continuous clinical support and digital protocol updates
- Comprehensive Absolute IT service
- Dedicated Absolute lab tech support

**Don’t own a scanner yet?**

Our team offers in-office patient scans for:
- Equipment demonstration
- Larger or more complicated cases
- Complex and combination implant cases
- Existing partial and crown combination
- Rush case scans (same day and expedited deliveries)

**Let our scanning services team demonstrate the equipment chairside in a NON sales driven environment today!**

ABSOLUTE IMPLANT PLANNING & SURGICAL GUIDES
...Because what you don’t know can hurt you!

In-House Planning and MED610 Guide Printing Services

ABSOLUTE DIGITAL TREATMENT SERVICES

- Allows the surgeon to spend time on case planning, not case clean-up
- No need to learn or invest in expensive, complex software
- Prosthetically driven case planning facilitates a collaborative approach through input from surgical, restorative and technical team members
- Tooth, tissue or bone borne guides available
- Guides available for most implant systems and surgical kits
- Guides printed in-house allows for exceptional savings

Erin and Jordan are certified by 360 in implant planning and guide design, and members of the ADIA, a component society of the International Congress of Oral Implantologists (ICOI). They have assisted many surgeons in the planning, design and printing of surgical cases. Erin and Jordan not only make the surgical process more efficient and predictable, but also more economical. Call them today at 919-400-3303 (Erin) or 919-403-0604 (Jordan)

The Planning Process

- Send us your Dicom data via secure file transfer or we will pick up your disc
- Our team will:
  » get the data ready for planning by merging the Dicom data and models
  » identify and mark all anatomical landmarks and pre-plan the case based on your request
- After initial planning, the surgeon and restorative clinician meets with an Absolute technician via WebEx or round table to facilitate final case planning
- Every case is planned from the restorative level down to the implant. This allows for optimal input from all parties and a predictable esthetic outcome
- Full input from the entire team is encouraged, but only needed from the surgeon in smaller cases
- After the surgeon signs off on the plan, the guide is processed by Absolute and delivered ready for surgery

Affordable, Accurate and Efficient solutions to Guided Implant Surgery

www.AbsoluteDentalLab.com
ABSOLUTE MASTER CERAMIST

Before

The artistry of Yunsoo Kim

After

*Case photos courtesy of David Hedgecoe, DDS

www.AbsoluteDentalLab.com
In an effort to keep our clinicians informed on new protocols and procedures, I actively write new protocol manuals. As new protocols emerge, I continually, with the help of the respective companies, update existing copies. My intention with these booklets is to give you a fully comprehensive protocol manual including a full case study to help guide you when performing a new protocol. These manuals are here to assist you and your staff. Please do not hesitate to call us with any questions on any protocol. My team and I pride ourselves on staying informed of new concepts.

We will gladly share a digital or hard copy of these protocol manuals upon request.

— Conrad Rensburg
Envision
Premium Crown & Bridge Materials

Envision a world where strength and esthetics are combined.

Dr. Ibrahim Duqum, DFP - UNC@Chapel Hill

Strength and Beauty Perfectly Balanced

Economical Option

Premium Option

www.AbsoluteDentalLab.com

All trademarks e.max, Bruxzir and Envision are the property of their individual owners.
**ABSOLUTE ZIRCONIA**

Absolute Zirconia offers a 7 year unconditional warranty

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**ENVISION**

High Translucency Zirconia

*High Esthetics with High Strength*

**Indications**

Anterior – All shades - Esthetic zone
Posterior – All shades most applications
Bridgework – Small span (3 units)
Flexural strength – 650 MPA
Minimal thickness - > 0.8mm
Cantilever – Up to 1st Bi-cuspid
Maryland bridge – Anterior
Suggested prep - > 0.2mm Shoulder or chamfer
Anterior & posterior monolithic
Minimally layered anterior
Anterior space maintainer

**Contra-Indications**

Dark or discolored stump shades
Long span bridgework
Less than 0.8mm clearance

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**ADZIR**

High Strength Zirconia

*High Strength with Moderate Esthetics*

**Indications**

Anterior – Dark stump block out. Esthetic in high value application.
Posterior – High strength application
Bridgework – Long span with multiple units
Flexural strength – 1200 MPA
Minimal thickness - > 0.5mm
Cantilever – Up to 2nd Bi-cuspid
Maryland bridge – Anterior
Suggested prep - > 0.2mm Shoulder or chamfer
High strength posterior monolithic
Fully layered anterior
Anterior space maintainer

**Contra-Indications**

Low value or translucent shades
Esthetic cases with low value or translucent shade
Less than 0.5mm clearance

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Can you envision a world where strength and esthetics go hand in hand?

- 20 to 30% savings over a PFM
- No more zirconia brightness
- Less abrasive than layered ceramics
- No special preparation required
- 7 Year unconditional Absolute warranty against fracture
- Anterior as well as posterior application
- CAD designed with exceptional marginal fit
- New zirconia microstructure allows for exceptional light absorption

Absolute AdZir **ENVISION**, our new proprietary premium line of monolithic and minimally layered zirconia, finally offers a high strength product with exceptional esthetics!

ENVISION is the ideal restoration for posterior as well as anterior application. With 650 – 767 MPA flexural strength, we finally have a material with almost 8 times the strength of a PFM and the esthetics we have come to trust in e.max*

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www.AbsoluteDentalLab.com
ABSOLUTE
RESTORATIVE PROTOCOLS

CONUS HYBRID DENTURE
Atlantis Custom Abutments

SCREW RETAINED RESTORATIONS WITH ASA
Angulated Screw Access from Dentply Implants

IMMEDIATE TEMPORIZATION
Bernardo (Bernie) Marrero's dentistry career began back in the late 90s, as a Dental Assistant. In 2000, Mr. Marrero began training in Denture principles and continued his career in the lab industry, moving his way up to general management. In October 2012, Bernie lead the Removable Products Department for the Florida Lab division of a national dental laboratory network.

Bernie's removable and managerial training is extensive and ranges from laser welding, PTC programs, DSG modules, DAMAS, lean manufacturing and numerous training programs offered through vendors. He has also completed the Denture Course provided by American Collage of Prosthodontists. He recently passed the Written Specialty for Dentures and is currently completing his CDT.

Bernie brings 17 plus years of technical expertise, and chair side assistance in the dental field to Absolute. In June of 2017, Bernie joined Absolute as the Removables Division Manager heading up the Absolute Acrylics Lab. We are proud to have Bernie lead and operate our removable prosthetic division of Absolute and have no doubt that he will be an immediate asset to our customers.
Introducing the Absolute SNOR-MOR appliance for the treatment of snoring and obstructive sleep apnea (OSA)

EMA® is a trademark of Frantz Design, Inc.
Snornomor is fabricated under Myerson, LLC FDA approval.

Benefits

- FDA approved
- Vertically adjustable
- Economical option
- Freedom of movement
- Maximum tongue space
- Titration 1mm adjustment

Panthera Sleep is a trademark of the Panthera Company
and supplied under Panther Sleep, FDA approval.

For more information, please visit SnorNoMor.com
The Fusion of Comfort, Esthetics & Strength

Absolute Dental Lab now offers a revolutionary, yet well-proven, material for the milling and/or injecting of digitally designed partial frameworks. By utilizing the latest CAD design software, Absolute partial design has now become a predictable science. Carbon-Acetal allows for these designs to be direct milled from the digital files. No more ill-fitting partials due to model errors and discrepancies.

- CarbonFlex Tissue Colored Partial
- CarbonFlex Tooth Colored Partial
- CarbonClear Milling
- CarbonClear Partial
- Carbon-Acetal milling
- Extreme Strength and Flexibility

- Clear Material Disappears in the Mouth
- Flexible and Strong Carbon-Acetal
- Digitally Designed from PVS or Digital Impression
- Monolithic Clear Clasp Design

Repairable, Adjustable, Expandable

www.AbsoluteDentalLab.com
ABSOLUTE ACRYLICS

Valplast advantages:
- More durable than acrylic
- Virtually invisible
- Monomer-free and hypo-allergenic
- Comfortable, thin, lightweight and flexible

Absolute Valplast:
- Single tooth nesbit to full denture
- In-house repair and reline
- Can be expanded to include new extractions

Complete in-house processing allows for faster turnarounds, better pricing and complete esthetic control.

www.AbsoluteDentalLab.com
ABSOLUTE DENTAL LAB

Company Contact Information
919-403-0604 voice
844-293-ADS1 (2371) toll free

| Fixed Pros. - Technical questions or concerns & case planning | Matt, Tracie, Conrad, Drew |
| Removable Pros. - Technical questions or concerns & case planning | Bernie |
| Digital impression questions and remote review | Erin, Jordan, Grant |
| Invoicing & statements | Lindsay |
| In-office digital impression demo & advanced trios training | Amy, Jennifer, Payton, Jason |
| Guided implant surgery planning and guide fabrication | Erin, Jordan |
| Case status, in-lab tracking & delivery dates | Case tracking portal or front desk personnel |

Absolute Alliance for Excellence in Dentistry

Digital Impression Ordering Support and Training

Advanced system training education & clinical integration
Amy Cherico (919) 519-9956
Jennifer Williams (919) 308-0522

Laptop issues, Trios III software updates, ordering Trios III and accessories
(Mirrors, tips, implant scan bodies, implant abutments, impression flags, etc.)
Steve Lombardi (919) 800-1028
Jason Shaver (919) 599-5117

Trios III technical questions
(Equipment purchased through Absolute Partnership)
3D Biocad (425) 227-4333

Customer Tracking Portal Information

- Check case status
- Schedule pick-ups
- View statements and invoices
- Upload patient photos
- Direct correspondence with lab

To sign up call Jason Shaver at
(919) 599-5117

www.AbsoluteDentalLab.com
Established in 1994, Absolute Dental started as a fixed prosthetics lab in the Triangle area of North Carolina. Two decades later, Absolute's restorative focus is much broader but their attention to product detail and exceptional customer service has not changed.

Today, Absolute is a full service dental lab and our team is renowned for their expertise in creating world-class dental esthetics. Their use of cutting edge technology in CAD and milling departments, as well as their extraordinary dental implant and high end removables sections, enables them to deliver lifelike and functional dental prosthetics.

Staying abreast of new technologies, yet only implementing relevant protocols and procedures, has earned Absolute a reputation for being a trusted partner to discerning clinicians throughout the United States.

Serving their customers with Absolute Excellence has always been the primary focus of the owners, branch partners and team members...this remains true today.

ABSOLUTE ANNUAL CONFERENCE

We held our first annual conference in the fall of 2008, starting as a small event. Our conference has now become a yearly institution in the Triangle of North Carolina. With more than 250 clinicians and supporting staff in attendance in 2016, we have seen our conference evolve into an event where our “Absolute family” comes together and celebrates the year! Our promise with these events is relevant, non-sales driven, material you can use to treat your patients better.

We are always excited to host this event and hope that you and your team will join us at future conferences!
Perfection is Not Optional!