

Biogenic News & Updates

Biogenic Dental Laboratory

They Wear Many Hats - Sales, Service, Educator, Expediter, Liaison...Get to Know Your Rep.



Meaghan Ryan - Meaghan's territory covers Eastern NY (including the Capital District), Western New England and the Hudson Valley.

While Meaghan has a degree in Criminal Justice, she has found working in the dental field to be truly satisfying. Before joining Biogenic, she worked for 9 years as a receptionist and patient care coordinator in a private practice.

Meaghan says that "what she enjoys most is being able to help Doctors transform, cosmetically and functionally, a patient's smile". "Something so simple can have a huge impact on a patient's life". She also gets great satisfaction "building relationships between Doctors and the lab".

Meaghan takes joy in being a new Mom. She also enjoys gardening, cooking, and "being crafty" (she is a big fan of Chip & Joanna Gaines) and still finds time for her 2 giant Bull Mastiffs.



John Bachura - John's territory Includes Syracuse, Rochester and extends to the St. Lawrence River

Working in the dental field for 20+ years in sales, patient care management, as a floating manager for a multi-location dental practice as well as managing a private practice, John brings a well rounded perspective and experience level to his working relationship with dental offices.

John "is in this field because I love helping dentists and patients find mutually beneficial solutions to their challenges". "I also love the technology available in dentistry explaining how it can best benefit the Dentist and their patient".

When not busy working with dental practices, he is an avid golfer, Syracuse basketball fan and can occasionally be found rooting his favorite horse on to the Winner's Circle.



Bob Sherwood - Covering an area extending from Utica/Rome through Binghamton and Northeastern PA, Bob works to build strong relationships with our clients through uncompromising service.

A US Airforce Vet, he began his career in the dental field 35 years ago as an assistant, hygienist and x-ray technician. Since leaving the Service, he has worked as a dental lab technician and as a laboratory representative.

"I like my position because I know we provide Dentists with a custom-made, high quality restoration which helps restore a patient's ability to chew/smile while benefiting their health and self image".

In addition to his dedication to servicing our clients, Bob is a Yankee Fan as well as rooting for Syracuse Orange Basketball and Football. Golf and fishing are favorite activities.

Volume 1 Issue 1 Winter 2018

Special points of interest:

- *Meet Your Biogenic Representative*
- **TECH TIPS & TECHNIQUES**
- *OUT & ABOUT - Biogenic in the Dental Community - America's Greatest Heart Run & Walk*
- *3D Printing*

1906 - 2018
112 YEARS
OF SERVICE
To the
Dental
Community



Working with dentists
throughout
the Northeast

Tech Tips & Techniques

When working with conventional impression systems, time is critical to achieving accurate results.



You can avoid pulls and distortion by utilizing a timer when taking an impression. A simple digital or kitchen timer will help you ensure consistency and accuracy by allowing the material to fully set before removing the impression tray from the patient's mouth.



www.facebook.com/biogenicdental/

Biogenic - Out and About

Our commitment to serving the dental community extends beyond high quality, reliable dental restorations. It also includes our participation and support of your dental meetings and conferences as well as sponsoring and hosting dental learning seminars.

Meetings we will be at in 2018:

- ◇ 1/31 ~ St. Joseph's Hospital, Syracuse, Ultaire presentation. This event is filled but, we will be scheduling additional dinner meetings to introduce the Ultaire AKP Metal-Free Partial Denture. Watch for announcements in your area.
- ◇ 2/2 ~ 5th Dist. Winter Seminar (Downtown Syracuse Marriott)
- ◇ 3/16 ~ Dr. Michelle Haddad Memorial Seminar (Strebel Hall, Utica College)

- ◇ 5/4 ~ 5th Dist. Spring Seminar (Hampton Inn, Cazenovia)
- ◇ 5/10-11 ~ 4th Dist. Saratoga Dental Conference, (Saratoga Springs City Center)
- ◇ 9/13-14 ~ 5th Dist. CNY Dental Conference (On Center, Syracuse)
- ◇ 9/27-28 ~ 3rd Dist. Greater Capital Dist. Dental Symposium (Albany Marriott)
- ◇ October ~ 6th Dist. Annual Meeting (Owego Treadway Inn)
- ◇ October ~ Dr. Richard Damiano Lecture (The Lodge at Welch Allyn, Skaneateles Falls, NY)
- ◇ 11/2 ~ 5th Dist. Fall Seminar (Downtown Syracuse Marriott)

Email your address to fredb@biogenicdental.com for future Biogenic updates.

America's Greatest Heart Run & Walk - Educating the Public on the Dangers of Obstructive Sleep Apnea

March 2nd 2018, Biogenic Dental will be participating in the Health & Fitness Expo which kicks off America's Greatest Heart Run & Walk in Utica, NY. Biogenic will be putting together a booth with the purpose of educating the public regarding OSA, It's effect on cardio-vascular health, it's



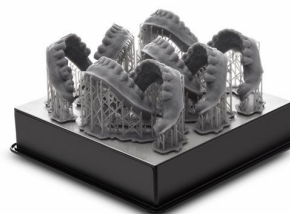
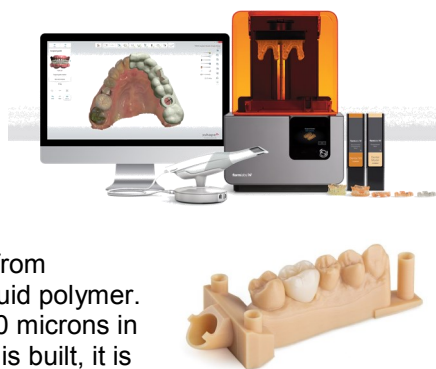
diagnosis and the treatment options available to those diagnosed with OSA.

On Saturday, 3/3/18 following the Health Expo, Team Biogenic will once again be out in force walking to raise donations for the American Heart Association's efforts to defeat Heart disease.

If you attend the Walk, be sure to shout out some encouragement to Team Biogenic.

Biogenic Technology Update: 3D Model Printing

Intra-oral scans and impression scans can all be turned into highly accurate working models through the technology of stereo lithography. This is a light based process which creates a model from individual layers of a liquid polymer. As each layer (25 to 100 microns in thickness) of the model is built, it is



hardened by a laser. That blue 405 nm laser's circuitry is activated in timed bursts, turning the

photopolymer from liquid to solid. These layers combine to produce a highly accurate model.



282 Genesee St.
Utica, NY 13502
Email: info@biogenicdental.com