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State of the Dental Laboratory Industry - *changes & statistics.*

At a recent summit held in Chicago, IL, industry leaders discussed the current and future changes, and its impact on the dental laboratory industry in 2012, and beyond. The summit was titled "How to control the future before it controls you."

Here are some of the changes to impact the dental laboratories now, and in the near future:

- Georgia is the first state that requires dentists to disclose the country of origin to their patients. Minnesota is another state with the same regulation.
- Currently, there are eight states who impose strict regulations on dental laboratories. Six more states to follow soon.
- Patient Protection and Affordable Care Act (PPACA) new medical device tax will go into affect on January 1, 2013. The law states that each medical device manufacturer (dental laboratories & dentists with chair-side milling are included), will be required to charge and collect an additional 2.3% in medical device tax based on the invoice total price prior to any discounts, or deductions.
- The Sunshine Healthcare Act, is a new act requiring the laboratory to report any gifts, payments, lunches, reward programs in excess of \$10 per incident, or an aggregate of \$100 made to dentists for services.
- The NADL has concluded an agreement with a PR firm (Ron Sachs) of Illinois to help create public awareness campaigns highlighting dental laboratory and their key role in the industry, targeting the general consumer using many of the traditional media outlets, i.e. T.V., Radio, Magazines, Billboards, etc.

Also at the summit, industry leaders shared some of the most recent industry statistics listed below.

- 42% of laboratories in the USA generate a revenue between \$1M - \$5M annually, with an average of \$600,000 annually in revenue per laboratory.
- 68% of laboratories in the USA generate more than \$100,000 in revenue per technician annually.
- 98% of dental laboratories in the USA offer Implants as a choice restoration.
- An average technician spends about 1800 minutes of production per week, or 360 minutes per day.
- There are about 35,000 technicians in the USA, down from 43,000 just two years ago. Only 6500 technicians are certified by the NBC board.



- There are about 10,482 dental labs in the USA, 7482 with payroll, and 3000 operated solo by the owner.
- There are 15,000 chair-side mills, and 3000 digital impression systems in dental offices nationally.
- Projected growth of CAD/CAM milled restoration is 52% by year 2015.
- Dentist in the USA use 3.1 laboratories every month. 62% of those dentists use 3 or more laboratories regularly.
- On an average, a dentist spends about \$5000 per month for dental laboratory services. An average dentist monthly statement is about \$1667 per laboratory.
- Only 11% of laboratories owners reported a discretionary income of 0%-5% of total revenue for the year 2011. All others, reported a negative discretionary income for the same period.
- 53% of total laboratories in USA consider themselves full service, while 38% are considered only crown and bridge.

For more information on current and future changes, impacting the dental laboratory industry, please [visit the NADL website](#), call us today at (661) 810-2446 or visit us online at www.azarandassociates.com