



The Race to Zero: A Foundation in Precision Dental Manufacturing



JF.Dental



The Race to Zero: A Foundation in Precision Dental Manufacturing

1. The “Race to Zero” Philosophy: Why Variables Matter

In the specialized field of implant prosthetics, a “remake” is more than a technical failure; it is a profound clinical disruption. It represents a waste of your revenue, a compromise in clinical efficiency, and—perhaps most critically—a waste of patient trust. The **“Race to Zero”** is a movement built upon a foundational clinical truth: When variables are eliminated, remakes do not happen.

In my role as Director of Clinical Education, I view the laboratory’s role as a fundamental shift from a simple restorative vendor to a true surgical partner. We are the first lab in America designed to function this way, merging surgical credibility with restorative artistry. Our objective is the protection of the practitioner’s most valuable asset: chair time. By applying a rigorous, protocol-driven approach rooted in the Misch Institute legacy, we shift the burden of logistics and precision planning from your staff to our engineering team.

“I personally oversee the Implant Assist™ workflow. If we fail you, I will personally authorize your reimbursement check. We are that confident.”— **Laura Watkins, COO, J & F Dental Labs**

To achieve this level of predictability, we must transition from the anecdotal “art” of the dental lab to a data-driven paradigm of disruption.

The Data of Disruption: Industry Standards vs. The New Paradigm

Since 1994, J & F Dental Labs has a 32-year history of partnership, having restored over 500,000 implants. However, the most significant shift occurred in 2024. Under new leadership, we have implemented optimized processes that have cut our remake rate by 50% in just two years. While the industry standard for remakes often hovers around 8%, our protocol-driven approach has brought our current rate to under 1%.

Category	Industry Standard	J & F Dental Labs (Post-2024)
Remake Rate	Approximately 8%	Less than 1%
Approach to Variables	Accepted as "part of the job"	Systematic elimination via protocol
Clinical Oversight	General lab management	German-trained oversight

This new paradigm represents a total commitment to clinical outcomes. For the practitioner, this data translates to the elimination of “lost” appointments and a streamlined restorative phase. The engine driving these results is the Implant Assist™ protocol.

Continued →



3. The Implant Assist™ Protocol: A Four-Step Framework for Success

The Implant Assist™ protocol is our standardized workflow designed to eliminate hardware guesswork and human error variables before they reach the operatory.

1. Surgical Report Submission

- The dental office uploads the surgical report to our portal prior to the impression appointment.
- **Primary Benefit for the Practitioner:** Eliminates hardware guesswork by ensuring the lab identifies the exact platform, diameter, and connection before any parts are handled.

2. Provision of OEM Components

- J & F identifies, stocks, and ships the specific Original Equipment Manufacturer (OEM) impression posts and scan bodies to your office. *Note: J & F needs 5 days to provide impression components. If they are needed sooner, call the office to verify whether we have them or must order them.*
- **Primary Benefit for the Practitioner:** Eliminates non-standardized part errors and the high cost of maintaining internal inventory.

3. Impression & Radiographic Verification

- **The Crucial Step:** Once the impression is taken, a radiograph is captured to confirm the component is fully seated.
- **Primary Benefit for the Practitioner:** Eliminates seating errors at the source, ensuring the lab is building on a 100% accurate foundation.

4. Case Delivery

- We return a finished restoration designed with technical mastery and German-trained oversight.
- **Primary Benefit for the Practitioner:** Ensures a first-time fit, allowing the clinician to finalize the case with zero adjustments.

This standardized framework is only possible through a non-negotiable commitment to hardware integrity.

4. The Critical Role of OEM Components

In the “**Race to Zero**,” the use of Original Equipment Manufacturer (OEM) components is mandatory. By using components engineered by the same manufacturer that produced the implant, we maintain total control of the workflow and technical accuracy. This eliminates the microscopic discrepancies often found in “third-party” or “knock-off” parts that can lead to long-term mechanical failure.

Pro Tip: The Inventory Advantage Managing an inventory of impression posts and scan bodies is a significant overhead burden. Under the Implant Assist™ protocol, J & F stocks the inventory so you don't have to. We provide the correct OEM components for every case at no charge, ensuring your staff always has the right parts on hand for the patient.

By eliminating these hardware variables, J & F is able to back our high-precision workflow with the industry's only financial guarantee for clinical time.

Continued →



5. Accountability: The Chair Time Respect Policy

The Chair Time Respect Policy is a voluntary J & F initiative that acknowledges the shared commitment to precision. It is not intended to influence clinical judgment; rather, it is a formal recognition of the value of your time. If the Implant Assist™ protocol is strictly followed and a remake is required due to lab error, we compensate the office for documented chair time loss.

Credit Structure for Lost Chair Time

In our marketing and accounting, a Check = Credit applied directly to your account.

Case Size	Credit Amount (Applied to Account)
1 - 9 Units	\$500 Credit
10+ Units	\$1,000 Credit

Mandatory Requirements for Credit Eligibility

To maintain the integrity of the “**Race to Zero**,” the following requirements are mandatory:

- [] **Protocol Adherence:** The full Implant Assist™ workflow must be documented.
- [] **OEM Exclusive:** Only OEM components provided or verified by J & F must be used.
- [] **The “Verification Radiograph”:** A radiograph showing the first impression component was fully seated must be submitted for review.
- [] **Protocol Repeat:** For the remake case, the clinician must follow the full protocol again, including a new radiograph for the second attempt.

6. Summary: Joining the Clinical Movement

Precision is not a matter of luck—it is a choice made through protocol adherence. If you haven’t worked with J & F in the last 24 months, you haven’t worked with this lab. Under our new leadership, we have transformed into a surgical partner dedicated to your success.

The 3 Keys to Zero Remakes

- **Standardized Workflow:** Replacing guesswork with the 4-step Implant Assist™ protocol.
- **Hardware Integrity:** Exclusive use of OEM components to ensure technical mastery.
- **Radiographic Verification:** Confirming accuracy at the impression stage to protect the seat appointment.

The “Show Me” Offer

We invite new and returning partners (those who haven’t worked with us in the last 6 months) to experience this difference risk-free:

1. **Trial Case:** Send us one single implant case. We provide the OEM components and shipping at no charge. If it fits, we have earned a partner for life. If it doesn’t, you pay nothing.
2. **The Bonus:** New and returning clients receive a 30% Discount on up to 3 implant units, in addition to the complimentary parts.

Join the **Race to Zero** today. Your chair time is too valuable to waste.



J&F Dental Labs

1861 Golden Mile Highway
Pittsburgh, PA 15239

P: 724.327.4553

888.86TOOTH (888.868.6684)

F: 724.327.4554

JF.Dental