



## *A message to DLANY members...*

*The Dental Laboratory Association of New York (DLANY) would like to invite you to renew or begin a new membership with us. DLANY is expanding every day, and your membership is key to our growing influence. DLANY is offering new and exciting opportunities, so that we may better inform and assist you in growing and expanding your own business.*

*A membership with DLANY stands to benefit you and your business in several areas. The new DLANY provides information on how to increase productivity and reduce business expenses in your organization. We also offer FREE online classified ads and a FREE online listing with a national lab directory, as well as information on how to make your business grow through the offering of resources and references in the dental lab industry.*

*As our membership increases, so does your voice in Albany. Increasing our membership will benefit all owners and their employees in many different pursuits.*

*Our members have expressed concerns that the cost of health care insurance is extremely expensive. DLANY is currently offering group rates for health care. Additionally, DLANY is now working with Paychex, Inc. to offer our members a payroll service, as well as service in the area of human resources.*

*Our membership rates are exceptionally low and offer you many benefits. Please fill out the enclosed membership application and mail with a check to: DLANY, 1718 Broadway, Schenectady, New York, 12306. If you have questions, please contact us by phone at 1-877-DLANY65, or (518)355-3183, or visit our website at [www.dlany.org](http://www.dlany.org)*

*We look forward to helping you grow your business as a member of our association...*

*Sincerely*

*Gary M. Spadaro*

*President, DLANY*

## WHY DLANY ???

### **DLANY membership...What's in it for you?**

- Your source for industry information and events
- High quality continuing education offered in the fall once a year, right here in New York. Enough to renew your certification (CDT/RG).
- We have the largest scale trade show in the Northeast offered every September. There are hundreds of new products, techniques and equipment brought right to your door. For the most updated information visit the DLANY website at [www.dlany.org](http://www.dlany.org)
- Some save enough in meeting registration discounts to pay a year's dues. If you are a member employees of your laboratories may also attend meetings at a member rate!
- Top quality technical and management clinics offered at a reduced rate for members. It may cost hundreds of dollars to see just one of these speakers at some of the other locations.
- DLANY website-get all the information you need on upcoming meetings, industry news and FREE advertising in our classifieds!
- Recruit NEW MEMBERS and earn association dollars
- Scholarship opportunities!!
- FREE "Learn Together, Grow Together" programs coming to a town near you!
- FREE HR advice
- FREE legal advice
- FREE web link on LABS On Line
- FREE Smile Magazine subscription
- Credit card processing discounts
- Discounted Paychex, Inc. services
- Educational video rentals—"Earn Credits From Your Couch"
- NBT Members Only Services
- Discounted mailing lists
- Discounts at our 62nd annual International Education Congress of Dental Technology

#### **DLANY MEDIA**

- Web designs
- CD/DVD burning
- LCD projector rentals
- Graphic designing

**Dental Lab Association of the State of New York**  
**1718 Broadway Schenectady, New York 12306**  
**Telephone: (518)355-3183 Toll free: (877)-DLANY65**  
**FAX: (518)355-5812**  
**E-mail: [info@dlany.org](mailto:info@dlany.org)**

**[www.DLANY.org](http://www.DLANY.org)**

# DLANY Membership Information

<p><b>Laboratory Membership</b> Open to any commercial dental laboratory which has one or more locations in New York State and is owned and operated by a person or persons of good character and reputation. Laboratory members will have one vote at general membership meetings, and may also designate additional representatives who will have all of the rights and privileges set forth in the bylaws of DLANY.</p> <p><b>\$175.00 per year</b></p>	<p><b>Technical Membership</b> Open to dental technicians or staff of a dental laboratory (member or non-member laboratory) including hospitals, military and teaching facilities with the following exceptions: Technicians/staff may not own any portion of a dental laboratory( commercial or private) unless your lab is already a DLANY lab member and a co-owner, partner or officer is not named as the designated representative, yet desires technical membership. Technical members shall have all of the rights and privileges set forth in the bylaws of DLANY.</p> <p><b>\$75.00 per year</b></p>	<p><b>Non-Resident Membership</b> Open to dental technicians and laboratories in a state other than New York State. Non-member shall receive all mailings pertaining to educational opportunities sponsored by or offered to members of DLANY. Non-residential members have all of the rights and privileges set forth in the bylaws of DLANY. All employees of a non-resident lab member may attend meetings at member rates.</p> <p><b>\$175.00 per year</b></p>	<p><b>Exhibitor Membership</b> Open to business that manufactures and/or supplies products and services to the dental laboratory industry. Supplier membership gets advertising, 5% web advertising and 5% discount on Congress sponsorships. Exhibitor members will receive 10% off the \$3,100.00 booth fee, and an additional 10% discount after receipt of membership dues and a 50% down payment on booths received by April 18,2008.</p> <p><b>\$300.00 per year</b></p>
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**Join D.L.A.N.Y today and start saving!**

## FREE SERVICES

- Space Saver-1 (required) State and Federal Labor Laws
- Online classified ads •Smile Magazine •Legal assistance
- Technician referral service •Labs On Line listing

## DISCOUNTS

- International Education Congress of Dental Technology
- International Education Spring Training
- CDT credit videotape

## MEMBERSHIP APPLICATION

Date of application: \_\_\_\_\_ Type of membership requested:  Laboratory  Technical  Non-residential  Exhibitor  
(Individual technical and non-resident members, please provide personal contact information rather than laboratory information)

Name: \_\_\_\_\_

Lab/Company Name: \_\_\_\_\_

Address: \_\_\_\_\_

City, State, Zip: \_\_\_\_\_

Phone: \_\_\_\_\_ FAX: \_\_\_\_\_

E-mail: \_\_\_\_\_ Website: \_\_\_\_\_

Designated Representative(s)- for Lab Members only

1. \_\_\_\_\_
2. \_\_\_\_\_
3. \_\_\_\_\_

### Type of Lab:

- Dentures  
 C&B, Ceramics  
 Partials  Full service  
 Orthodontics

### Type of Membership

- Laboratory** \$175.00/yr.  **Technician** \$75.00/yr.  
 **Lab personnel** (other than technician and/or owner) \$75.00/yr. Position: \_\_\_\_\_  
 **Exhibitor Membership** \$300.00/yr.

Payment Type:  Check  VISA  MasterCard  American Express

Cardholder name: \_\_\_\_\_

Card Number: \_\_\_\_\_ Exp. Date: \_\_\_\_\_

Billing Zip Code: \_\_\_\_\_ Amount Authorized: \_\_\_\_\_

Membership categories-see CONSTITUTION & BYLAWS for more details

**Laboratory Owners:** Membership is in the lab's name. The lab shall make its services available to any licensed practitioner, dental clinic or other dental laboratory; and shall not operate for the exclusive use of one dental office. Only NY State lab owners may be "active members". Lab owners outside NY can take advantage of all services but cannot vote or hold office in DLANY.

**Technician & Lab Personnel:** Any individual that does not own a dental laboratory, but works in a dental laboratory, is eligible for membership and may take advantage of all services, but may not vote or hold office in DLANY.

**Supplier:** For businesses that manufacture and/or supply products and services to the dental laboratory industry.

Return completed form to:

**DLANY**

1718 Broadway

Schenectady, New York 12306

Phone: (518)355-3183 FAX: (518)355-5812

Toll Free: (877) DLANY65

www.DLANY.org