

Board Votes “Yes” to Two New Endorsements: IDS and DRNA

January 2019

In December, the ISDS Board of Trustees approved two recommendations from the Member Services Committee: endorsements of Independent Dental Solutions and Dental Recycling North America.

Independent Dental Solutions (IDS) is an exclusive ISDS dental supplies buying group. The founders of IDS are Wisconsin dentists who banded together to start a group buying club of dental supplies after recognizing the disparity between what each of their individual offices paid for the same dental supplies, often from the same supply distributor. In realizing a high percentage of savings as a small group and wanting to help keep individual dentist offices independent and competitive with corporate practices, this group added some additional personnel to expand the buying club to a greater scale to receive even further discounted pricing. This endorsement allows ISDS members to join the existing IDS group to receive discounted and consistent pricing on dental supplies while also generating royalty income for ISDS. IDS is providing an average of 23% savings for supply orders for the average dentist when tallied against prior year annual expenses.

“We are the first state to enter into an agreement with IDS,” said Dr. John Kozal, who chairs the ISDS Member Services Committee. “Similar companies are web-based and buy from other supply companies. With IDS, you’re working with one supply company, and they even have representatives that will visit your office and meet face-to face.”

“ISDS is excited to endorse IDS,” adds ISDS President Dr. Randall Markarian. “We are always trying to find ways to deliver value to our membership, and IDS brings tremendous value and leadership to our dental community.”

To start saving, contact Sue Van Veghel at svanveghel@indi-dent.org and mention that you are an ISDS member.

Dental Recycling North America (DRNA) is a complete, 360-degree solution for amalgam separators and waste management. The new EPA rule requires dental practices to install amalgam separators and recycle the waste annually by July 2020. While the EPA makes installing an amalgam separator mandatory, paying for one is not. As a benefit of membership, SDS has arranged for its members to receive a FREE DRNA amalgam separator with a three-or five-year service agreement. This represents a savings of \$850 for being an ISDS member!

DRNA offers a service contract for an annual fee that provides dental offices with a turnkey solution for equipment, recycling and compliance documentation to comply with all Federal, State, and local laws. DRNA offers three- or five-year price-locked service contracts at \$500/year for the BU10-5 Unit (1-8 chairs) or \$750/year for the BU10-30 unit (9-16 chairs). A number of dental schools use DRNA, including SIU School of Dental Medicine. DRNA will also pay a 15% royalty to ISDS on the annual service contract amount. Royalties from endorsed vendors contribute to overall non-dues revenues to the Society, keeping annual membership dues lower for all members. Visit the ISDS member page at www.drna.com/isds, or call 800/360-1001, Ext. 2.

For more details on endorsed products and services, visit the Endorsed Companies page in the Member Center at ISDS.org. Questions? Contact Finance Director Eric Larson at elarson@isds.org.