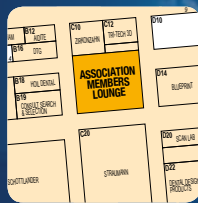


**STRAUMANN
ROADSHOW**



**2018
FLOORPLAN**



SEE PAGE 3

SEE PAGES 4 & 5



**JANUARY
2018**

In partnership with



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Dental Technology



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#DTS18



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Dental Technology Showcase



Dental Tech Show

WHO DO YOU KNOW?

It is often said that 'It's not what you know, it's who you know'. For the more cynical among us, the famous phrase can be applied to many different aspects of life – from enjoying a discount at the local produce shop to obtaining planning permission to build a home extension. Within professional life as well, the people you know are just as important as the skills and knowledge you develop over time.



For a start, in professions such as dentistry, people make it what it is. Yes, there are always exciting new materials available, cutting-edge technologies coming to the market and innovative techniques being developed that help to drive dentistry forward. But ultimately, it is the people – the patients and the professionals – that make it such a progressive, interesting and rewarding industry.

The benefits of knowing the right people in dental technology are compound. At the top of the list is the opportunity to share information and concepts. You might be looking to learn about the latest materials from those who helped develop them,

to bounce ideas off a colleague facing similar challenges to you, or to share your own experience with those newer to the profession in order to inspire the next generation. The people you know will be able to share their thoughts on training courses they've attended, particular mentors they may have worked with and suppliers they have used. You'll also create a network of support you can turn to when seeking advice on particularly complicated cases, or looking to improve protocols for the smoother running of the business.

All of this will help you to make the best decisions for you and

Continued on page 2 ▶

DTS 2018 Highlights



- ▶ Over 40 hours vCPD available
- ▶ A programme of unparalleled cross-speciality training
- ▶ Research & source products from over 100 leading companies

- ▶ Access free hands-on demo's covering the latest materials & techniques
- ▶ Learn from world class speakers & experts in their field
- ▶ The latest product launches from the around the world

Programme preview

The team behind The Dental Technology Showcase have been carefully reviewing all delegate feedback from the 2017 event and we have been working hard to ensure we bring you another outstanding education programme. Plans for 2018 are well underway and we are constantly evolving the content to provide the training you and your colleagues need to support your career progression and your lab. Here's your first look at just a few of the world class speakers we have this year...



Phil Reddington
Friday 18th May
09:30 - 17:00



Mark Bladen
Friday 18th May
09:30 - 10:30



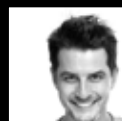
Roy Davies
Friday 18th May
10:50 - 11:50



Robert Arvai
Friday 18th May
12:15 - 13:15



George Morgan
Friday 18th May
13:45 - 14:45



Andreas Leimbach
Friday 18th
13:45-14:45



Matthew Hill
Friday 18th May
14:30 - 15:15



John Wibley
Saturday 19th May
09:45 - 10:45



Ricardo Swarez
Saturday 19th May
14:00 - 15:00



Dr Chet Trivedi
Saturday 19th May
15:00 - 15:45

In partnership with:



Promoting British
Dental Technology

Event partners:



Media partners:



Sponsors:



...Who do you know?

◀ Continued from page 1

your laboratory, shaping your future career and the future success of your business.

With modern dental technology often considered a fairly isolated profession, this network becomes even more important. Technicians commonly work at their own workstations or in a very noisy environment that makes conversation difficult. Typical daily tasks involve very intricate work that requires your full attention, as all manner of restorations, prostheses and appliances are fabricated to the most exacting of specifications. Communicating with a colleague in the lab can therefore be problematic enough, but engaging with the wider dental community brings with it much bigger challenges.

An easy and cost-effective way to expand your professional network is to attend The Dental Technology Showcase (DTS) 2018.

Remaining the Dental Laboratories Association's (DLA) flagship event for another year, DTS provides an ideal opportunity to meet professionals from all corners of dentistry. Not only are hundreds of dental technicians, clinical dental technicians and laboratory owners from across the UK expected to attend, but so too are more than 100 lab-dedicated manufacturers and suppliers. The trade floor is the perfect platform from which to source new materials, equipment and services, with the experts on hand to offer all the information and advice you might need. It will also be home to various leading dental societies and organisations – including the DLA, British Association of Clinical Dental Technology (BACDT), Orthodontic Technicians Association (OTA), Dental Technologists Association (DTA) and Dental Technicians Guild (DTG) – who will be available

to demonstrate membership benefits and provide guidance to delegates on pressing issues. Between all this, various on-stand learning sessions and fantastic show-only offers, the exhibition is certainly not to be missed.

For those looking to catch up with colleagues in partnering practices, DTS will also be co-located with the British Dental Conference and Dentistry Show, enabling you to do just that. You'll be able to have a chat with existing colleagues and make new acquaintances throughout the event, creating and strengthening relationships with professionals to encourage both personal and business growth.

Further still, DTS will deliver two days of first-class education and training for all dental technology professionals. The various lecture theatres will cover a huge range of hot topics from the latest CAD/CAM technologies and workflows to dentures, orthodontic technology, postgraduate training courses, infection control, dental implant treatment, business support and much, much more.

Completely free for dental technicians, clinical dental technicians and laboratory owners to attend, DTS 2018 will offer hours of vCPD, as well as plenty of opportunities to network with peers. The prestigious Dental Awards will also be held at the event once again for 2018, celebrating the achievements of groups and individuals throughout the profession and announcing the winners of several awards, including Dental Laboratory of the Year 2018.

So, to make sure you know the right people to help you and them advance in your careers, don't miss DTS 2018!

The three 'I's of DTS

INNOVATION

Discover all the latest materials, services and technologies throughout the extensive trade exhibition, featuring more than 100 lab-dedicated suppliers and manufacturers.

INSPIRATION

Hear from an array of industry-leading speakers as they share their knowledge and expertise in the hope of inspiring you to raise the standard of your work.

INTEGRATION

Network with like-minded peers, while also catching up with old friends and new, either throughout the event or at the highly anticipated Dental Awards on Friday evening.

With all this, plus hours of verifiable CPD, on-stand learning and live demonstrations, the Dental Technology Showcase (DTS) 2018 promises to be quite an affair.

Don't miss out – save the dates in your diary today!

DTS 2018 WILL BE HELD ON FRIDAY 18TH AND SATURDAY 19TH MAY AT THE NEC IN BIRMINGHAM, CO-LOCATED WITH THE BRITISH DENTAL CONFERENCE & DENTISTRY SHOW.

**FOR FURTHER DETAILS, VISIT
WWW.THE-DTS.CO.UK, CALL 020 7348 5755
OR EMAIL DTS@CLOSERSTILLMEDIA.COM**

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FOR FURTHER DETAILS, VISIT WWW.THE-DTS.CO.UK, CALL 020 7348 5270 OR

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Elmasonic Denta Pro H for Dental Practice.



Elmasteam for Dental Laboratories.



The Benchmark Cleaning Technology.



Ultrasonics.Steam.Ultraclean.



dentaltechshow



Dental Technology Showcase



@dentaltechshow

The Straumann Digital Performance Roadshow will be rocking up at the Dental Technology Showcase 2018

Riding on the wave of its 2017 success, the Straumann® Digital Performance Roadshow juggernaut that stormed its way around the UK in July 2017 will be making a return visit to the UK during the Dental Technology Showcase in Birmingham on 18th & 19th May 2018!

The 2017 Tour saw Straumann set the benchmark in quality, innovation and digital knowledge in dentistry and is set to once again wow audiences with its synchronised digital workflow from CARES® Digital Solutions. Each piece of equipment or software fits to form the perfect digital workflow for your surgery or lab.

Straumann's top-of-the-range CARES® digital offering will be showcased in the 16-metre-long juggernaut mobile showroom, where clinicians, CDTs and technicians will get another chance to experiment with intra-oral scanners, case planning software, 3D printing and milling equipment, while learning from inspirational digital experts. Justin Annett, Head of Marketing and Business Development, Straumann UK, comments:

"We want people to see the range of solutions we have on offer and understand that when dealing with Straumann, dental practices and labs get the quality and assurance we provide as well as post-sale support to help make the solutions a success."

In addition to the latest in intra-oral scanning, in-lab milling and 3D printing technology. Guests will be treated to exciting product deals, insightful presentations and hands-on demonstrations.

The future is bright... the future is digital

As we know, digital dental technology is continually developing and, thanks to its immense sophistication, can simplify and speed up every process in the day-to-day of running a lab or practice. There has never been a better time to join the digital revolution.

So, make a note in your diary to visit The Dental Technology Showcase next May to find out how Straumann can help to revolutionise your daily practice to achieve precision and efficiency with a reliable digital workflow.



DON'T MISS YOUR CHANCE TO ENJOY THE STRAUMANN EXPERIENCE AND SEE OUR FULL RANGE OF FANTASTIC INNOVATIONS AT THE DENTAL TECHNOLOGY SHOWCASE 18TH & 19TH MAY 2018.

IF YOU CAN'T WAIT UNTIL 2018, YOU CAN REQUEST A NO-OBLIGATION DEMO OF THE STRAUMANN® CARES® RANGE AT WWW.STRAUMANNDIGITALPERFORMANCE.CO.UK/CONTACT-US/.

Brand new charity Den-Tech launches



Den-Tech is the brain child of dental technicians Andrea Johnson and Andrew Sinclair who after visiting Uganda with a clinically orientated dental charity realised that there was a great need for quality dental technology services in the country and other developing countries like it.

The Charitable Incorporated Organisation (CIO) they have set up is designed to relieve poverty by the provision of affordable dental appliances to those patients who are in need and unable to afford such items and in furtherance of this, to provide training, mentoring and education for dental technicians in developing countries to enable them to supply appropriate quality dental appliances. This is also in addition to supporting those most needy within our own country - the homeless.

There are many charities which provide the incredibly valuable service of 'dental pain clinics' but no real provision for the restoration of the dentition thereafter. This can leave patients with large gaps where teeth have been extracted meaning that they can quite often struggle to eat and chew their food well, to speak properly and to look and feel normal.

Andrea and Andrew felt very passionately that this should not continue and that if they could set up a high quality, supported working and training dental laboratory in the country they could help provide not only a little help now but a legacy of support and training that could be a leg up to the native people and not just a temporary hand out.

They set up their charity called Den-Tech in 2017 and have enlisted a board of trustees who are equally as passionate about using their skills and resources to help out those less fortunate. The board of trustees now comprises of Andrea Johnson, Andrew Sinclair, Delroy Reeves, Edward Mapley, Jade Oakes Stott and Robert Williams, you can view brief biographies of the trustees on Den-Tech's website <https://www.den-tech.org/>

This drive and enthusiasm has now extended to helping out

those less fortunate in the UK, the homeless. This new project in addition to the existing overseas ones has received a fantastic amount of support from the dental technician community who are pulling together to provide a full range of dental technology services free to those most vulnerable and needy in our society.

Our wonderful flagship supporters **Blueprint dental** who have already donated and continue to donate an incredible amount of dental materials and equipment on behalf of their customers have now put their full weight and resources into helping this project to succeed. It can only go from strength to strength.

It is also only through the generosity companies such as Blueprint Dental, DB orthodontics, John Winter, Schottlander and WHW and of course the brilliant community of dental technicians around the country that can make this charity a success, so from the bottom of our hearts we, the Den-Tech trustees thank you and look forward to us all achieving great things together in the months and years to come.

We are now looking for additional volunteers from the technician sector as well as any clinicians who would like to donate their time and skills to this really worthwhile cause, especially for the UK projects.

If you would like to know more, volunteer your services, donate equipment and supplies or make a donation or get involved in a sponsored event to help raise funds please visit our website on the contact us page or email dentech.chair@gmail.com

Those that actively support us also get the exclusive use of our supporter's logo to display on their web pages, literature,

Facebook pages etc so please look out for this as you will know that each one of them is a good person/company who has gone out of their way to help make this world a better place by helping us to restore lives one smile at a time.

If you would like to become one of our supporters and also receive your copy of our supporter's logo please do not hesitate to get in touch and see in which ways you can help, it is together that we are stronger and together that we can make a difference to the lives of those less fortunate.

Please visit us on our website: www.den-tech.org



L to R Bob Williams, Andrea Johnson, Delroy Reeves, Edward Mapley, Jade Oakes Stott and Andrew Sinclair

2018 FLOORPLAN

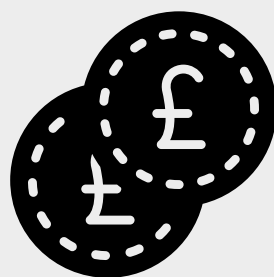
**LIMITED
SPACE!
BOOK
NOW!**



THE UK'S LARGEST CONFERENCE AND EXHIBITION FOR DENTAL TECHNICIANS AND LABORATORY OWNERS



1,560
DELEGATES IN
ATTENDANCE
IN 2017



£8 MILLION
SPENT BY
DELEGATES ON
THE SHOW FLOOR

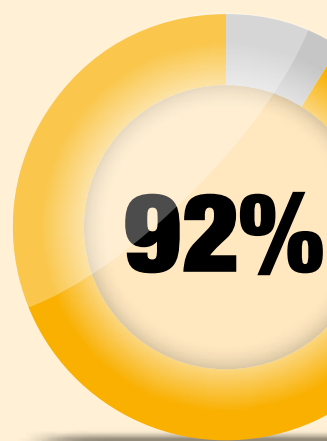
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INDIVIDUAL DENTAL
LABORATORIES
WERE REPRESENTED
BY THEIR TEAMS
ATTENDING IN 2017

FIND OUT MORE

EMAIL:
M.INGRAM@CLOSERSTILLMEDIA.COM

TEL:
0207 348 5755



of delegates saw
suppliers/products
they'd not had
chance to see before



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Dental Technology Showcase



@dentaltechshow

**STANDS
STARTING
FROM AS
LITTLE AS
£918
+VAT**

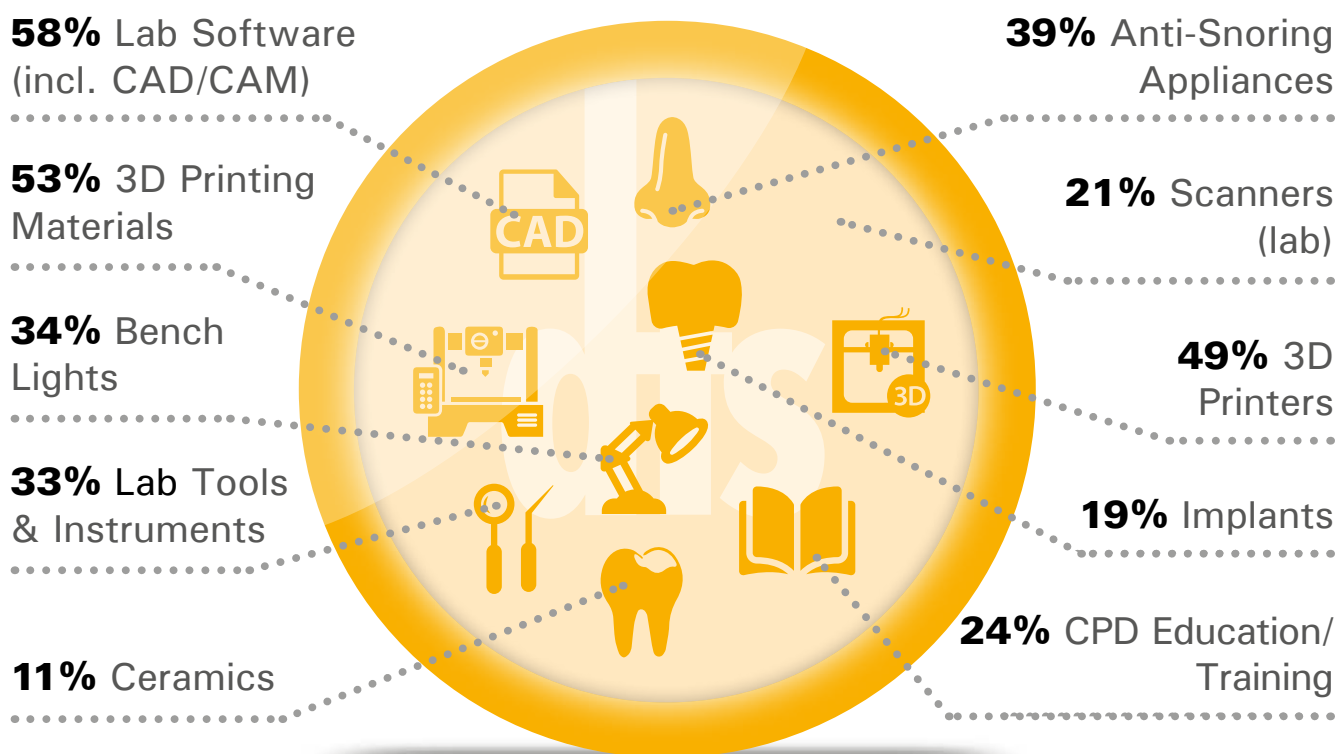
DTS LECTURE THEATRE

Supported by:



EXHIBITOR LIST

ION DEDICATED OWNERS



Integrating dental technology and practice

Dentistry has never been more of a team profession than it is today – everyone from the dental technician to the dentist and practice manager has a role to play in delivering excellent patient care.

An integrated team approach is therefore crucial, and this is something brought to the fore at The Dental Technology Showcase (DTS). Co-located with the British Dental Conference & Dentistry Show, it is the ideal place to network with both fellow technicians and partners in practice.

"I think the co-location with The Dentistry Show is quite novel and it has made the event a lot better. I'm always impressed with the range of products here. I always recommend the show to my colleagues, and bring as many with me as I can."

Gregg Clutton, Technical Team Lead,
Manchester Metropolitan University

"I come here to see the new products on the market and to meet up with people from the industry. I really like the merger between the dentistry and technology aspects, as it's really relevant to my role. I have attended lectures on both sides."

Stephen Wears, Clinical Dental Technician, Your Smile Denture Clinic



The best meeting in 2018 for the whole lab team

The Dental Technology Showcase (DTS) 2018 will host an array of industry-leading speakers throughout its packed two-day lecture programme, which is designed to provide all the information and inspiration dental labs need to thrive.

Mark Bladen will be speaking within the DTS Lecture Theatre, which has been programmed in conjunction with the Dental Technicians Guild.



About his session entitled "Aesthetics; The LiSi Effect", he says:

"I hope dental technicians will take away practical advice and benefit from all my knowledge and experience in using the LiSi system in my daily lab work."

"In my opinion, DTS will be the best meeting in 2018 for the whole dental lab team. The technical talent on show within the speaker line-up will be world-class."

Joining Mark at the event will be John Wibberley, George Morgan, Ricardo Swarez, Andreas Leimbach and Stefan Picha. Topics will cover all types of restorations, ensuring there is something for all dental technicians, clinical dental technicians and lab owners.

Free for all the team to attend, make sure you don't miss DTS 2018 in May!

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FOR FURTHER DETAILS, VISIT WWW.THE-DTS.CO.UK, CALL 020 7348 5270 OR EMAIL DTS@CLOSERSTILLMEDIA.COM

DTS 2018 FRIDAY NIGHT SOCIAL



JOIN US FOR A FUN-FILLED EVENING ON FRIDAY 18TH MAY, 5:30PM - 21:30PM AT WETHERSPOONS (ON-SITE AT THE NEC)

DELEGATES & EXHIBITORS WELCOME

After a busy first day at The Dental Technology Showcase, bring the team, clients and friends along to enjoy a buffet dinner, plenty of drinks and a friendly atmosphere.

Tickets include a **hot meal** and **complimentary drinks**.

**BOOK NOW
for just
£20
+VAT**

**TICKETS ARE LIMITED
SO BOOK YOURS TODAY!**

Call Daniel Earl on 02476 719692 or email dts-pubtickets@closerstillmedia.com to book your tickets now!

Orthodontic Technicians Association award for outstanding contribution in the field of Orthodontic Technology

This new OTA award is for anyone who is deemed to have given an outstanding contribution to the field of orthodontic technology. They do not need to be a member of the orthodontic technicians association or even a technician to be nominated.

The award was presented on the 25th to 27th May at the British Dental Association (BDA) conference awards dinner in Manchester. This was a fabulous evening given over to celebrating excellence and presenting awards across the Dental and Technical professions.

The award was presented by the OTA's President Dr Rye Mattick to the very deserving Mr Gavin Carmichael. Gavin will be very familiar to many of you in the orthodontic field as during Gavin's career he has made a massive contribution to orthodontic technology in every way. To name but a few examples, Gavin served for many years on OTA council, latterly as Secretary. He has taught and lectured extensively and also made practical improvements to our technology through his orthodontic inventions. Pictured below is Gavin (centre) also with the newly installed President of the BDA Peter Dyer (left) and OTA President Dr Clare Rye Mattick (right).



Exhibitor profiles

AM3D

AM3D is looking to use Additive Manufacturing to provide cheaper, higher quality and safer processes in the dental industry with the ability to print in PEEK material.



DWS

DWS is an Italy based manufacturer of 3D printers, specialized in the dental sector. DWS features six high-performance 3D printers, designed for dentists and labs. The company's materials are developed for: crowns, bridges, partials, digital models, surgical guides, 3D medical imaging and the biocompatible material for restorations.



Just Pressables

Just Pressables is a U.K. based manufacturer of Ceramic materials. Our extensive inhouse R&D Laboratory and experience in raw material design has enabled us to bring a to market our revolutionary investment for Pressable Ceramics: "JPVest". JPVest has become a globally recognised product for its ability to genuinely reduce reaction layer problems and provide an incredibly smooth texture on pressed objects. We are represented in the UK by our distributor Abbey Dental Supplies.

Visit us on stand J18

Kerox

It was a great pleasure meeting all of you at The DTS 2017! For over 30 years Kerox has been manufacturing high precision ceramics. Labs around the world in over 60 countries choose our premium dental zirconia blanks and liquids. If you haven't tried us yet, we want to talk to you! We carry all types of open system materials and sizes. If you are a lab seeking direct sales, a distributor who wants to carry our products or a private label customer, Kerox Dental is here to meet your needs. Call us anytime and speak with one of our knowledgeable representatives or pay us a visit at our factory in Hungary. For more information call: +36-30-458-79-84 or email us at info@keroxdental.com

MADESPA, S.A.

MADESPA, S.A. is based in Toledo (Spain) and specialised in the manufacture of dental materials such as amalgam alloys, composites, silicones and dental gypsum which are marketed in over 50 countries around the world under the VENTURA brand. The company boasts a strong manufacturing and distribution structure which is endorsed by 30 years of experience in this field.



Backed up by our experience of many years in the manufacture of dental gypsums, we have been able to develop and complete our VENTURA range of gypsums, with the aim of offering the most suitable gypsum for each type of use.

Gypsum is a chemical compound subjected to the most different and confusing statements by experts. Our experience and control and production equipment allow us to identify the raw materials needed and make the best formulation in order to obtain dental gypsum of the highest quality.

Visit us on stand A08



Milnes Bros

At The DTS 2017 Milnes Bros showcased a range of Dust Extraction Units from Italy starting with the Model LABO 1.0 Mobile Unit going up to the LABO 3.0 - All these Extraction Units have 3 Stage.

Filtering System Micropor Bag, Class M Cartridge And A HEPA Filter and are quiet in use.

For more information, give us a call on 0208 665 9907.

Visit us on stand G01

Renishaw

On the Renishaw stand we exhibited our innovative metal 3D printed removable partial dentures (RPDs), known as LaserRPDTM. LaserRPDs can be quicker and cheaper to produce and create less waste than traditional methods.



Alongside these we displayed our framework materials. These included LaserPFMTM cobalt chrome, RealisticTM translucent zirconia, Zr100 zirconia, PM100 PMMA and WX100 wax.

Our craniomaxillofacial (CMF) implants were also shown. These implants can improve accuracy and efficiency when compared to traditionally made implants. Computer aided design (CAD) can be used to create bespoke implants, reducing surgical time and improving clinical outcome.

"Renishaw sets itself apart from other companies in the sector by producing the majority of its equipment and products in-house," explains Chris Dimery, Sales Manager for the Medical and Dental Products Division at Renishaw. "DTS gave technicians the chance to see the benefits of Renishaw's high quality products up close."

Visit www.renishaw.com/dental for more information.

Roboice

Roboice is the fastest growing global advanced dental milling machines provider. The manufacturing of all parts for our tools is done by fully worldwide known with the highest quality materials. We are focused on high customer satisfaction. We make an effort for perfection in everything we do to ensure that you will get the best experience possible.

What we offer :

- Cad/Cam systems
- Quality Products
- Perfect workflow
- Support with shortest time

Visit us on stand E10

Scan_lab

Scan_lab specializes in free leasing scanners to dentists and dental technicians. Our mission is to develop the dental practice by supporting them in using the latest dental digital technology. Scan_lab offers free 3D scanner installation and provides the service of making prosthetic restorations from digital files uploaded.



By using the best available technology, we are able to provide you with the top quality products.

We are committed to improve qualifications of our partners, therefore Scan_lab offers you ongoing training throughout our collaboration.

Scan_Lab uses the long-standing experience both in dental technique and dental practice. We are very proud of our 30 years of experience in analogue dentistry followed by 7 years of experience in CAD/CAM. The company offers intraoral scanners as well as lab scanners, all of them professionally equipped, which allows you to perform a full range of prosthetic restorations in both ceramics and metal base.

We use today's most advanced appliances to sint, mill and finish our restorations such as those of Sisma, DMG MORI Ultrasonic, Prodways, Sirona - so we guarantee the best quality. All of our products are being made from the highest quality components of renowned companies such as Sirona, Vita, Ivoclar, Noritake who are all sharing with us their experience and know-how.

This will allow you to explore the new capabilities of CAD CAM with us on your side.

Visit us on stand D20

Straumann

Seeing is believing



Straumann presented a myriad of ground-breaking innovations at The Dentistry Show 2017.

As dentistry embraces the digital age like never before, this year's Dental Technology Show provided a host of opportunities as Straumann unveiled a number of exciting developments to their CARES® Digital Solutions portfolio, including leading scanning and milling technology, 3D printing and centralised milling.

Straumann® CARES® Digital Solutions combines interconnected software platforms, open and fully validated workflows alongside a wide variety of materials to offer:

- Straumann® CARES® D Series Milling Unit
- Straumann® CARES® C Series Milling Unit
- Straumann® CARES® P Series 3D Printer
- Straumann® CARES® Desktop Scanner Series

This exciting digital portfolio combines interconnected software platforms, open and fully validated workflows alongside with a wide variety of materials - a true benchmark in digital dentistry.

By adding an all-encompassing digital dimension to our offering Straumann aim to be more than a dental implant company - we want to be your total solutions partner.

If you want to connect to any aspect of the Straumann CARES® Digital Solutions contact Straumann on 01293 651230 or visit Straumanndigitalperformance.co.uk to find out more.

Facebook: Straumann UK

Twitter: @StraumannUK

Visit us on stand C20

Solvay Dental

New from Solvay Dental 360™ USA, Utaire™ AKP is an innovative aryl ketone polymer (AKP) formulated to meet critical performance requirements for dental applications. Available as the first product in the Dentivera™ milling disc family, Utaire™ AKP supports a fully digital workflow and provides a biocompatible, lightweight, metal-free, non-irritating and more aesthetically pleasing alternative to traditional metal removable partial denture (RPD) frames. Labs can qualify to mill the FDA 510(k)-cleared Dentivera™ discs by completing a Solvay Dental 360™ qualification process - which includes viewing training modules. The company also offers marketing support materials. Solvay Dental 360™ is a new business line of Solvay Specialty Polymers USA, LLC, a global leader in high-performance healthcare polymers. www.SolvayDental360.com



Visit us on stand E25

**SAVE THE DATE:
18TH & 19TH
MAY 2018, NEC
BIRMINGHAM**

Here's what you had to say about DTS 2017...

It's been really busy since the doors opened. We've been looking to target both dentists and technicians which is why we have our position outside the business theatre. We've had good quality technical and clinical delegates coming to see us. This is the elite show in the UK because it attracts both technicians and dentists – which is the way it should be. You get to hit both sets of markets in one, and often you see dentists and technicians who bring the other with them to discuss cases individual to that relationship.

Derren Neve, Sales and Technician Director, RDT



The show has been very successful, and people are buying lots. This is the biggest lab show in the UK and it's important to be here to launch and learn about new products – there's so much new innovation going on. We are big on the clinical side, so it's nice to have the opportunity for both a lab and surgery presence at the show.

Neil Clark, Lab Manager, GC UK



It's hard to break into a new market and my product is totally unknown in the UK but I've had some interesting conversations with several dealers. It was a calculated risk coming here, but I think it was worth investing the time and money to exhibit. I enjoy the space and layout here; you don't get bored looking around!

Daniel Serrago, Owner, Ibex

It's been a fantastic first day, really busy. DTS gives us a great opportunity to promote our brand and pick up new customers. We've launched a new range, so it's been good to showcase it here and we've received some really positive feedback from delegates.

Brendan Foster, Sales Director, John Winter



We come here every year and it's always a really good show for us. You get great footfall here and more in-depth conversations with specialists. Every 15 minutes we have conducted 10 minute lectures and they've been really popular and well-received – the seats have been filled and people are standing, which is excellent. It's important to offer an education angle behind the products. Introducing Poligrip and our new sales team at DTS has been really valuable, they've made some great new connections.

Gemma Hales, Expert Marketing Coordinator, GSK



This is our first time attending DTS and we have seen very good interest from technicians and laboratory owners. We've just launched our company this year, so we believe this is the best way to expose our brand. We have already booked for next year as it really is good enough to invest in. I'd like to say too that the organisers have been very helpful and have sorted everything out smoothly.

J J Oh, Event Manager, Hoil

The show has been very successful for us. It has been a perfect opportunity to catch up with the different players in the dental industry and get direct feedback from the customers. and I am already looking forward to next year!

Iris Hauer, Sales Director (France, Benelux, UK), Renfert GmbH



This is always a good show for us, and it's nice to meet other companies in our industry. The interest in the digital side has been particularly strong this year. The move to join up with the Dentistry Show has been excellent and is exactly what the technology industry needed. The cross-over now between clinical and technical is a very fine line. Technicians can come here and meet up with their area representatives have a chat and feel comfortable with our relationship. The communication with customers and the industry is so important, especially as our industry is such a small pond. I'd really miss not being here.

Garry Needham, Managing Director, Metrodent



The stand has been very busy and we've seen a lot of interest with a constant and varied flow of delegates. DTS is the first big show of the year for us and it's really good in terms of generating leads and showcasing launch products to technicians and dentists. This year we've made our stand much more interactive, with on-stand lectures, which has also been successful. We spend a lot on DTS – staff, equipment, stand costs etc., but it's worthwhile as this is the event that we get the most return from.

Sarah Gardiner, Marketing Communications Manager, Straumann

SAVE THE DATE: 18TH & 19TH MAY 2018, NEC BIRMINGHAM



dentaltechshow



Dental Technology Showcase



@dentaltechshow