

CONFERENCE
PROGRAMME

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DENTAL TECHNOLOGY SHOWCASE

17th & 18th May 2019,
NEC Birmingham

In partnership with



Promoting British
Dental Technology



www.the-dts.co.uk

#DTS19



@dentaltechshow



Dental Technology Showcase



Dental Tech Show

SHOWTIME

All the final preparations are falling into place for Dental Technology Showcase (DTS) 2019. You still have time to register for your free delegate pass if you haven't already.

What's on?

The two-day lecture programme will be packed full of exciting topics, with industry-leading speakers sharing a wealth of innovative ideas and personal advice, including:



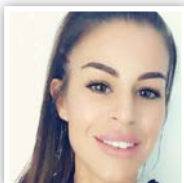
Ashley
Byrne



Dr Jameel
Gardee



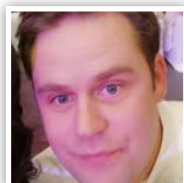
Derren
Neve



Jennifer
Alexander



Steve
Taylor



Chet
Geisel



James
Green



Sean
Wilkinson



Eimear
O'Connell



Mark
Barry



Fiona
Ellwood

AND
MANY
MORE!

The diverse array of subjects will offer information and guidance in technical and clinical areas such as meeting NHS expectations, denture fabrication, all-ceramic restorations, immediate implant loading and medical device regulation. Speakers will share their extensive experiences in the DTS Lecture Theatre and more, helping delegates to improve their techniques and material selection in every case.

For clinical dental technicians and orthodontic technicians, the CDT Conference and OTA Seminars – supported by the British Association of Clinical Dental Technicians and Orthodontic Technicians' Association respectively – will focus solely on topics relevant to you. You can learn from some of the best in business and participate in live debates and discussions designed to challenge your way of thinking and provide food for thought.

With digital dentistry being the powerhouse that is it today, DTS 2019 would not be complete without the Digital & Innovation Theatre. Here, you can get up-to-date with the very latest news and innovations in the field. Speakers will demonstrate their own journeys into the digital world and offer tips and tricks to help you maximise on the benefits available. Topics will include 3D printing, intraoral scanning and computer-guided diagnostics, as well as making digital technologies as profitable, predictable and effective as possible.

Testimonials from DTS 2018 delegates included:

“We're seasoned in the industry and we're not easy to impress but this is truly the best exhibition for the dental tech sector. The content is excellent, particularly in CAD/CAM – which we're looking at making decisions on.”

Robin Kerwick & Steve Rogers, Owners, Kerwick and Rogers Dental Laboratory

“We're here to spend. We've also signed up for a few training courses. This is the only show we attend as it ticks all the boxes for keeping up-to-date.”

Michael Doel, Lab Owner, Michael Doel Lab & Tony Oswin, Dental Lab Owner, Unique Dentures

Get both feet into digital

While the digital workflow is nothing new in dentistry anymore, many dental laboratories are still in the early adoption stages. As such, many technicians and lab owners are seeking information and guidance on how to implement the most appropriate technologies for their businesses. The Dental Technology Showcase (DTS) 2019 will be the perfect place to ask any questions you may have, with professionals who are highly experienced in the field on hand to offer inspiration and support.

Among the speaker line-up at the event will be Sean Wilkinson, a dental technician from Italy with a particular interest in CAD/CAM. He initially earned a Diploma in Art and Design and then a Diploma in Computer Game Design from Westminster College in London, before completing a Diploma in Dental Technology at Lambeth College. After working in dental laboratories within the UK, he moved to Brunico, Italy, in 2015 to join Dental Laboratory Steger. An international course instructor for Zirkonzahn, Sean will be helping delegates at DTS 2019 to improve their understanding and implementation of the digital workflow.

“I think there are three main benefits of an effective digital workflow,” he says. “First there is the speed afforded by digital technologies. I can remember staying in the laboratory until 11, 12 o'clock at night just to get a case finished – this doesn't happen now that I can create products much quicker and in a more predictable way. It is easier to fabricate high quality products on time, which means we have more satisfied dentists.

“The second benefit is the reliability of the digital workflow. We all have off days where we are slightly less productive or can't quite achieve perfection for no particular reason – we are only human! Utilisation of digital technologies eliminates these fluctuations so that you can consistently produce quality products.

Continued on page 3 ►

Continued on page 2 ►

3 EASY WAYS TO REGISTER – FREE!

1

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TRAVELLING TO THE DTS



By Road

Birmingham is at the hub of the UK motorway network, enabling visitors to travel directly from the M6, M1, M40 and M42. The NEC has its own on-site car parks.



By Rail*

The NEC is served by Birmingham International station, connected by a covered bridgeline. London is only 70 minutes away and trains also run direct to many regional towns and cities.



Accommodation

The Dental Technology Showcase official accommodation provider for 2018 is Event Express, who have negotiated, special deals on nearby accommodation to suit all budgets and within easy reach of the show.

Event Express Tel: 01905 732737 Fax: 01905 732738 Email: reservations@eventexpressuk.com

WHEN & WHERE

HALL 5, NEC BIRMINGHAM

17th – 18th May 2019

Friday 17th: 09:00 – 17:30

Saturday 18th: 09:00 – 17:30

SPECIAL OFFER

*Get **20% off rail tickets** with Virgin trains advance fares when travelling to the NEC on a West Coast Mainline service. To take advantage of this offer, visit www.virgintrains.co.uk/nec to book your tickets.

Get both feet into digital

◀ Continued from page 1

"Finally, the digital workflow facilitates communication with patients, as it enables the dental team to show patients exactly what treatment could achieve. This makes it simpler to manage patient expectations and to deliver on promises as everyone understands what can and cannot be done from the beginning."

Sean will be speaking in the Digital & Innovation Theatre on Saturday 18th May, presenting "CDD – Computer Dental Diagnostics". During his session he will explore an innovative approach to digital patient analysis for the manufacture of reproducible and totally unique restorations. He will share his wealth of experience in using the digital workflow every day in the lab and discuss the digital options now available to aid implant planning for improved communication between dental technician and dentist. He continues:

"One of the biggest challenges for dental technicians transitioning to a digital workflow is the combination of different software and technologies in their laboratories. It's much easier to transfer data from analogue to digital if all the existing systems are from the same source and therefore integrate seamlessly. Similarly, anyone who is currently only using a partial digital workflow will also find it difficult to amalgamate all data. One foot in and one foot out of digital doesn't work."

"My session at DTS 2019 will be ideal for those who haven't yet made the leap into digital workflows. Anyone who is not yet totally comfortable with the technology or who doesn't have the confidence to switch to fully digital workflows will have the perfect opportunity to learn more."

"I hope delegates will leave my lecture with a

Sean Wilkinson



significantly improved understanding of the digital workflow developed by Zirkonzahn. I will also describe my own immediate implant loading protocol, which I have been working on for the past few years to enable one of the fastest chairside conversions than any other systems currently on the market, thanks to Zirkonzahn's digital workflow. I hope that delegates will be able to see how this can help take their business forwards."

The Digital & Innovation Theatre will offer a myriad of sessions designed to bring delegates to the very cutting-edge of the digital dental world. Various speakers will offer insight into new and exciting technologies and workflows, allowing everyone to make the most of solutions designed to improve quality and efficiency of daily processes.

The lab-dedicated trade show will offer further opportunity to discover new dental materials and products, with experts on hands to offer bespoke information and live demonstrations for anyone interested in utilising the show-only offers.

To find out more about how you could benefit from the latest digital technologies and so much more, don't miss DTS 2019.

SHOWTIME

◀ Continued from page 1

Explore the marketplace

If you're interested in finding out more about products or you wish to source new technologies for your laboratory, the trade floor will be the place to do so. Regardless of whether you operate conventional or digital workflows, the lab-dedicated exhibition will offer more than 100 opportunities

to meet new suppliers, discover new innovations and gain bespoke advice from product experts. There will also be demonstrations of some of the latest solutions so you can really get to know how they work.

Don't miss:



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3. CALL CHARBEL: +44 (0) 203 7642 070

More than 100% of the exhibition space from 2018 has been booked for 2019, so if you visited last year, you can expect even more stands and more learning this May!

There will also be the chance to meet the teams behind various leading dental lab organisations, including the Dental Laboratories Association, Dental Technologists Association, Orthodontic Technicians' Association and British Association of Clinical Dental Technology. Find out about the many membership benefits available to you, as well as what each organisation is currently working on.

Engage with the wider community

Perhaps one of the greatest advantages of visiting DTS is the opportunity it presents to network with like-minded individuals. Dental professionals from across the country come together at the event, enabling you to catch up with friends and peers you've met throughout your career. You can also meet face-to-face with existing or potential future clients, collaborating lab teams and all your suppliers, helping to strengthen all your professional relationships.

But DTS won't be all work and no play. The friendly and buzzing atmosphere makes this a great place to relax and have fun with colleagues as well. Why not make the most of it and bring your whole team for some quality time outside of the lab? The event itself is completely free for delegates to attend and will provide more than 40 hours of verifiable CPD for delegates to choose from.

WITH SO MUCH GOING ON, IT WILL BE DIFFICULT FOR YOU TO LEAVE DTS 2019 WITHOUT FEELING INSPIRED. MAKE SURE YOU DON'T MISS OUT – REGISTER FOR FREE ONLINE TODAY!



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Dental Technology Showcase



@dentaltechshow

It's a material world

With constant innovation driving the dental profession to ever-higher standards, it's important for professionals to remain abreast of the latest product developments. The rapid growth in restorative materials, in particular, means that technicians and dentists alike have a choice when it comes to selecting the most appropriate option based on each individual patient.

Function and strength have always been important features in restorative dentistry, but an increase in aesthetic demands from patients further adds to the challenge. By working together as a team, technicians and dentists can combine their knowledge about materials to aid the decision-making process and utilise the most appropriate solutions in each case.

This is one of the many interesting topics that will be covered at the Dental Technology Showcase (DTS) 2019. Tom Behaeghel, Technical Consultant for VITA Zahnfabrik North/West Europe, will be speaking in the DTS Lecture Theatre and hopes to help delegates improve their material selection.

Having qualified as a dental technician in Belgium in 2002, Tom went on to become a Technical Advisor for VITA Zahnfabrik, responsible for Belgium, the Netherlands, Luxemburg, the UK and Scandinavia. He will be discussing "All-ceramic Restorations – A Complete Overview" and here, he shares the main themes of his session:

"I will be discussing the indications and contraindications for a wide range of different materials. I will cover bonding protocols and provide practical advice to improve daily workflows. I will also offer a preparation guide to help delegates organise their processes so as to maximise their chance of consistently creating outstanding restorations. All of the concepts I will present will be supported by scientific evidence and clinical studies to reassure delegates that they work.

"All-ceramic restorations are relevant for dental professionals right now, because there is a clear demand for the aesthetic and strength benefits afforded by the materials. However, there are so many solutions to choose from that dentists and dental technicians often struggle to select the best one. Choosing the wrong material for a particular indication can

cause many problems later on, including the chipping, fracture or debonding of a restoration, and non-aesthetic results. All of these issues lead to loss of time, efficiency and quality of service, causing stress for the technician and the dentist, as well as additional costs. Such things can also disrupt the relationships between technician, dentist and patient, ultimately impacting the quality of care the patient receives.

"With sufficient knowledge about the different materials available and their various properties, dental professionals can make better decisions for each individual case. They can avoid the potential pitfalls and deliver the highest quality care for patients."

So, what can you expect to take away from Tom's session? He explains:

"I hope delegates will leave my session with a comprehensive overview of the different restorative materials currently available on the dental market. I hope they will gain an improved understanding of the key differences between the materials and how they can be utilised for the best results. Consequently, I believe they will be able to improve their work and reduce the risk of restorative failures. My session will also be suitable for both dental technicians and dentists who are interested in crown and bridge work or CAD/CAM solutions."

For professionals wanting to find out more about the various restorative materials available, the trade floor will offer the ideal platform to do so. More than 100 lab-dedicated companies will have an array of cutting-edge solutions on display, with product experts on hand to offer information and bespoke advice. Plus, delegates can discover the benefits afforded by becoming a member of a dental organisation such as the Dental Laboratories Association

(DLA), Orthodontic Technicians Association (OTA) or Dental Technicians Guild (DTG).

Completely free for all delegates to attend, DTS 2019 will offer plenty of learning, networking and socialising opportunities for all members of the dental lab community, including dental technicians, orthodontic technicians, clinical dental technicians and lab owners.

Tom adds:

"This will be my first time attending DTS and I am looking forward to a great show with lots of delegates to speak to!"

Make sure you save the dates.



Tom Behaeghel

Empowering lab owners & clinicians for the future – Ask the experts



At DTS 2019, a question panel will be chaired by Techceram entitled "From impression to implant, empowering the lab owner for the future". Experts will discuss the latest innovations in digital workflow and how these improve performance and profit for the lab and practice.

Panel members include Rik Jacobs VP of NextDent 3D systems, Benjamin Hesse from Follow-me (Hyperdent), Stephen Watson Application Specialist with ExoCAD, Tobias Zander from Smart Optics, Shane Lee Sales

Director of Aidite Technology Co. and Miquel Gonzalez Macia General Manager of BHS30, with more yet to be announced.

As chair of the panel, Jonathan Rayfield – a Director at Techceram – says:

"As the UK dental laboratory market further accelerates the rate of change, Techceram have – for the third year running – put together an expert panel of specialists supporting digital laboratory work. Usually a sell out, this event is interactive and visitors are invited to ask the panel questions."

Building business

Establishing a dental business is only half the battle in what has become a highly competitive profession. Maintaining success in the long-term requires a lot of hard work, clever thinking and fresh ideas, so utilising opportunities to help you implement all this is crucial. However, this is sometimes easier said than done.

It's useful to plan ahead so as to allocate time and resource to working on the business as well as in it. Whether you decide to dedicate a morning a week or a day a month, you'll need this time to analyse your current business performance and ensure it continues to grow in the right direction. Here are a few key things to think about:

What are your USPs?

Your unique selling points (USPs) are what set you apart from other dental labs and these will be the focus of your marketing material. It's necessary to consider what your business is known for, what its reputation is focused on and how you can further build on this or adapt it if required. Do you offer services not available from other labs in the area? Do you employ cutting-edge technologies that produce restorations of unmatched quality? Do you go the extra mile in order to offer an outstanding service to your clients? Whatever you do differently, identifying exactly what it is and maximising on it is important.

How do you compare?

Doing your market research on a fairly regular basis is necessary to understand how you compare. This might involve checking



services and prices offered by competitors, or gaining inspiration from labs in other parts of the country who might be doing something you can incorporate within your own business. Knowing where you add value to your clients relative to other dental labs will help to demonstrate where you stand and may guide changes or expansion for the future.

TO REGISTER FOR FREE VISIT: WWW.THE-DTS.CO.UK/NEWSPAPER

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dentaltechshow



Dental Technology Showcase



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DTS 2019 – Got you covered!

The Dental Technology Showcase (DTS) is the largest lab-dedicated event in the dental calendar. It offers an array of learning, networking and discovery opportunities for all members of the lab community to take advantage of, with two-day lecture programmes, outstanding speakers and an extensive trade exhibition.

Among the educational features of 2019 will be the OTA Seminars, presenting sessions specifically tailored to orthodontic technicians. Delivered in association with the Orthodontic Technicians Association (OTA), the theatre will help professionals in the field improve their workflows and grow their businesses. With a line-up of highly renowned speakers taking to the podium to share their expertise, this will be the ideal platform from which orthodontic technicians can develop their skills and knowledge.

James Green will be presenting a lecture entitled “Medical Device Regulation – What does it mean for the dental team?” on Friday 17th May. James is currently a Maxillofacial and Dental Laboratory Manager of Great Ormond Street Hospital for Children NHS Foundation Trust / Mid Essex Hospital Services NHS Trust / North Thames Cleft Centre. Having received a Fellowship of the Orthodontic Technicians Association, he is also Secretary for the association, as well as the immediate past president of the Dental Technologists Association.

Discussing why the subject of medical device regulation is so important for dental professionals to be aware of, James says:

“All dental professionals who commission or produce custom made devices – such as dentures, crowns or orthodontic appliances – need to comply with the relevant requirements of the Medical Devices Directive, MDD. The Medical Device Regulation, MDR, was published on 5 May 2017 and came into force on 25 May 2017. Following a three-year transitional period, it will apply to professionals from next year. The MDR will supersede the MDD [93/42/EEC] and the EU’s Directive on active implantable medical devices [90/385/EEC].

James Green



“The MDR will be an important topic for dental professionals because they will need to understand how it affects the production and provision of custom made devices. From next year, all dental professionals who commission custom made devices will need to ensure that their manufacturers are compliant. Manufacturers are most commonly dental technicians working in dental laboratories, fabricating devices such as orthodontic appliances, but it equally applies to devices produced by other dental professionals within dental practices.”

Highlighting what he hopes delegates will take away from his lecture, James adds:

“I hope my lecture will explain how the new regulations differ from the MDD and how they will affect dental professionals who produce and provide custom-made devices.

“I have always found DTS to be a very beneficial event to be involved with, both in terms of the CPD on offer and the trade exhibition.”

For clinical dental technicians, the CDT Conference – designed in conjunction with the British Association of Clinical Dental Technology (BACDT) – will provide relevant updates, information and inspiration. Speakers will be demonstrating how they’ve made processes and technologies work for them, helping delegates to improve their own workflows.

Steve Taylor will be discussing “Immediate loading, prosthetic planning to final fit”. A Partner at the Taylor Dental Technology Centre and a highly experienced clinical dental technician, Steve will be sharing a wealth of practical tips and advice to help delegates optimise their immediate loading cases.

Steve Taylor



“Immediate loading continues to become more popular in UK dentistry,” Steve says. “It’s therefore essential that technicians are aware of the latest techniques and materials, developing an understanding of the field, even if they are not tackling these cases themselves.

“During my session at DTS 2019, I will explore a tried and tested working procedure for immediate loading cases. I’ve completed a few hundred of them so I know what works and what doesn’t. I’ll also consider how to optimise soft tissue profiling in order to enhance the definitive restoration and I will demonstrate some cases to show each step involved.

“The challenges that professionals need to overcome in this area are in achieving an aesthetic, functional and cleansable restoration for the patient to wear three to four months prior to the definitive restoration being fitted. My session will provide practical solutions that can be implemented.

“I spoke at DTS last year and have been chairman for the educational programme in the past. I think it’s a very good event for technicians and CDTs because there are a lot of companies with products specifically for them and there is good CPD available.”

As both James and Steve have alluded to, DTS will host a lab-dedicated trade exhibition with more than 100 manufacturers and suppliers displaying innovative products, materials and technologies. Not only will this provide a chance to source new products and make use of on-stand learning, but it will also be the ideal place to meet people from all corners of the profession.

**FREE FOR DELEGATES TO ATTEND,
MAKE SURE YOU DON'T MISS DTS 2019
AND REGISTER ONLINE TODAY!**

Prepare for inspiration to strike

While most of the time you can easily identify what you need to do or purchase in order to enhance the services you offer clients, sometimes you just need some inspiration. You need to find a new way of thinking or discover fresh ideas that you might not have come up with on your own.

This can often be achieved by thinking outside the box. In some cases, it can help to take this quite literally. Consider going somewhere you’ve never been before, doing something you’ve never done before. It might have absolutely nothing to do with work, but new experiences can often give rise to ideas that would otherwise not have occurred to you.

Similarly, much can be learnt from other industries. Whether a related profession such as medicine or a seemingly very different one like aeronautics or construction, you may find inspiration in some of the technology or processes followed for application within your dental laboratory. It might be something as simple as a unique business model or employee benefit system, but this could still have a huge impact on how you run your lab and your future success. By reviewing trends in other industries, you may also be able to identify patterns in consumer demands, helping you meet your clients’ patients’ expectations and preparing your business for possible future trends.

It is equally as important to learn from others within dentistry. Attending industry events is a great way of discovering innovation specific to your profession. Not only do you have access to lectures and workshops from professionals leading the way in innovative fields, but you also have the opportunity to speak to peers in a similar situation to yourself. They might be demonstrating brand new techniques or technologies that you haven’t yet seen in the UK. They may

be offering a different perspective on certain workflows that you could learn and benefit from. Or they might have come up with their own way of overcoming certain challenges that could help you further streamline your own processes.

The Dental Technology Showcase (DTS) is the ideal place for all dental technicians, clinical dental technicians, orthodontic technicians and lab owners. The Dental Laboratory Association’s flagship event, it features an outstanding line-up of world-renowned and local speakers and is completely free for delegates to attend.

There two days of education and training through lab-dedicated lecture programmes covering everything from digital workflows and CAD/CAM technologies to new restorative materials and implant concepts, with enhanced CPD available for the whole team. In addition, the trade floor will host more than 100 manufacturers and suppliers of relevant dental products, materials and technologies for you to browse. Discover the latest solutions on the UK market following IDS Cologne in March and speak to the experts for all the information and support you need to make the very most of your purchases.

However you decide to expand your horizons, the inevitable outcome is greater opportunities for you, your team and your business. By creating chances for inspiration to strike, you can make the very most of your laboratory.



**DTS 2019 WILL BE HELD ON FRIDAY
17TH AND SATURDAY 18TH MAY**

AT THE NEC IN BIRMINGHAM, CO-LOCATED WITH THE
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FOR FURTHER DETAILS, VISIT WWW.THE-DTS.CO.UK, CALL
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Going 3D – getting it right

3D printing is one of many exciting technologies to have reached the UK dental market. Like with other pieces of equipment, understanding its capabilities is key to ensure success.

This is something Vanik Kaufmann-Jinoian is keen to share with his colleagues. Having worked in various dental laboratories in Switzerland before establishing his open lab, Vanik now teaches and lectures all around the world in the fields of dental ceramics and CAD/CAM. Here, he discusses some of the key advantages afforded by 3D printing technologies today.

“When you choose to use a 3D printer over more traditional manufacturing methods, the list of resulting benefits is quite long. From significant cost savings and faster production times, to more creative freedom and a decreased carbon footprint – there is no shortage of advantages offered by a 3D printer.

“Greater creativity is one of the greatest benefits of 3D printing. Unlike with traditional manufacturing methods, you’re not limited by your workforce or the equipment available. A 3D printer lets you create virtually anything you can imagine. You can use any plastic, metal, ceramic, glass or alloy material, and get creative with colours, intricate details or anything else your product requires.

“The 3D printing process also enables faster product delivery. It can be utilised anywhere in the world as long as a printer is available. This means products can be produced locally to customers, eliminating costly shipping or customs fees, and your customer receives the product quickly, easily and affordably.

“In addition, a 3D printer basically eliminates your labour costs. While you do need someone to design the product and send it to the printer, that’s about it. This makes the fabrication of even small-scale, lightweight models and prototypes more feasible.”

As with any new technology, there are still some barriers that

may prevent dental laboratories from investing in 3D printers.

“I think one of the main problems faced is the lack of understanding of this new technology,” continues Vanik. “Being ready to invest sufficient time to learn how to use the equipment is essential. It’s also important to recognise all the indications this technology could be used for in order to encourage a return on investment and make the initial cost worthwhile.

“It is absolutely vital to purchase the right piece of equipment for the individual laboratory. Due to the fact that many labs don’t completely understand this technology, some companies can take advantage and try to sell them what isn’t ultimately best for the business. Making one wrong decision in the purchasing process can leave a laboratory stuck with a system that is not fit for the team.”

In order to avoid making such mistakes, it’s essential for lab owners and dental technicians to become familiar with 3D printing capabilities and features. This involves speaking to professionals who use them and gaining valuable insight into how you can maximise on the benefits available.

This is exactly what Vanik hopes to achieve during his lecture in the Digital & Innovation Theatre at the Dental Technology Showcase (DTS) 2019. Entitled “Myths and reality of dental 3D printing” and sponsored by Eurodentic, his session aims to provide information and clarity on what this innovative technology has to offer and how it can be utilised to make laboratories more profitable. About his lecture, he comments:

“At the moment, there are not many lecturers in the market that are lab owners themselves and are talking about 3D printing. I hope that after my presentation, delegates will have sufficient knowledge to ask the right questions and make the right decisions when purchasing a 3D printer

for their own businesses. Professionals will develop a better understanding of the current technologies, what type of machine they should consider and how they can ensure their investment is economically sound.”

For delegates seeking additional information on the topic, the 100-strong lab-dedicated trade exhibition will host an array of companies supplying 3D printers or offering advice on how to utilise them. The trade floor will provide an opportunity to see all types of equipment and innovations in the UK profession, with experts on hand to provide bespoke advice and live demonstrations in many cases.

There will also be a wide selection of additional subjects explored, with a world-class line-up of speakers offering a wealth of guidance on everything from digital solutions to new materials and business models. The various educational theatres will offer hours of enhanced CPD for the whole dental lab team, with something for dental technicians, clinical dental technicians, orthodontic technicians and lab owners.

“A few years ago, I lectured at DTS on CAD/CAM and I was impressed by the high standard of this meeting,” adds Vanik. “It was excellently organised and the quality of the speakers was outstanding. I think for every dental technician – and also dentist – it is an excellent opportunity to increase your knowledge and keep up-to-date on new technology.”

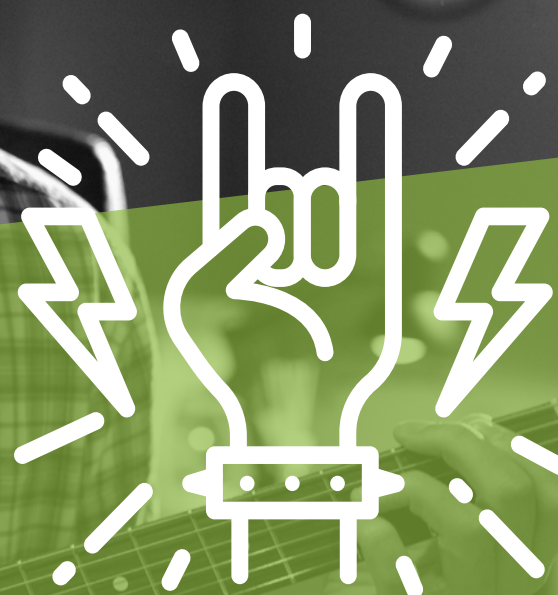
Free for all delegates to attend, make sure you don’t miss DTS 2019 this May.



#GoDigital

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DTS EDUCATION

DENTAL TECHNOLOGY SHOWCASE THEATRE

The Dental Technology Showcase Theatre programme presents leading technicians and academics from across the UK alongside globally recognised opinion leaders in the field of dental technology. Offering 10 hours of CPD, there will be lectures and insight for technicians of all levels, lab owners and managers as well as Clinical Technicians. With a capacity of 200 seats, this represents the largest learning event for technicians in the UK.



FRIDAY 17TH MAY		
09:30 - 10:30	Effective 3D printing for dental labs in 2019 Andreas Schultheiss, Msc, MBA, Managing Director, Rapid Shape GmbH	Sponsored by: 
10:45 - 11:45	Lab Management in 2019 – Ever Changing Times Ashley Byrne, BSc(Hons), CDT, Managing Director, Byrnes Dental Lab	Sponsored by: 
12:00 - 12:30	exocad DentalCAD Matera with SmileCreator & exoplan GuideCreator Akira Schüttler, M.Sc., System Integration Engineer, exocad GmbH	
12:30 - 12:35	Q&A with James Cox James Cox	
12:35 - 13:00	High Speed Biocompatible 3D printing solutions for Dental Rik Jacobs, VP General Manager, NextDent/3D Systems	
13:15 - 14:15	Metal Additive Technology – breaking the myths Joachim Krause, Master Dental Technician, Senior Global & Key Accounts Director, Concept Laser, a GE Additive company	Sponsored by: 
15:45 - 16:45	All-Ceramics: The complete overview Tom Behaeghel, CDT, Technical Advisor North/West Europe, Vita Zahnfabrik H. Rauter GmbH	Sponsored by: 




SATURDAY 18TH MAY		
09:30 - 10:30	Dental Technology – Then, Now, and our Future Steve Campbell, RDT, President DLA, Dental Laboratories Association	
10:45 - 11:45	My vision of new ceramics and workflows Thomas Telfer, Dental Technician / Ceramist, Nexus Dental Laboratory / South Dental Studio	Sponsored by: 
12:00 - 13:00	Screw retained customized solutions Xabier Egurbide, BBS, Internationalization Director, Createch Medical	Sponsored by: 
13:15 - 14:15	New Challenges and Considerations in Aesthetic Digital Technology Rob Lynock	Sponsored by: 
14:30 - 15:30	Meeting expectations in a busy NHS hospital Purnima Chhabra, BDS, MFDS RCS(Edin), MOrth RCS(Edin), MPhil(Birm), FDS(Orth)RCS(Eng), Consultant Orthodontist, Southend University Hospital NHS Trust	
15:45 - 16:45	Session Sponsored by Attenbrough Dental	Sponsored by: 

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DIGITAL AND INNOVATION THEATRE

The Dental technology showcase experienced a huge upturn in interest from dental laboratory owners and technicians looking to invest in technology. The Digital & innovation Theatre provides you the opportunity to learn from and speak to the experts and suppliers directly.

FRIDAY 17TH MAY		
09:45 - 10:30	3D printing, learning from others mistakes James Smith, Territory Manager, Planmeca	Sponsored by: 
10:45 - 11:30	Intraoral scanning, its benefits and results in simple and complex cases Dr Jameel Gardee, BDS(Glas), CAGS(USA), DSD Master, DSD Instructor, Clinical Director, The Glasgow Smile Clinic	Sponsored by: 
11:45 - 12:30	From Impression To Implant - Empowering The Lab Owner For The Future Fabian Steuer, Scheftner; Tobias Zander, Smart Optics Steve Watson, ExoCAD; Benjamin Hesse, Follow me Hyperdent; Jonathan Rayfield, Techceram; Miquel Gonzalez Marcia, BHS30; Shane Lee, Aidite; Rik Jacobs, NextDent 3D Systems	Sponsored by: 
13:45 - 14:30	Myths and Reality of Dental 3D Printing Vanik Kaufmann-Jinoian, CDT, Lab Owner, Cera-Tech AG	Sponsored by: 

SATURDAY 18TH MAY		
10:45 - 11:30	CDD – Computer Dental Diagnostic Sean Wilkinson, DT, Zirkonzahn CAD/CAM technician, R&D	Sponsored by: 
11:45 - 12:30	Why dentists should invest in a digital scanner (Primescan or Omnicam) Eimear O'Connell, BDS (Edin, 1992) MFGDP, DiplImpDent RCS Ed FFGDP, Principal Dentist, Bite Dentistry	Sponsored by: 
12:45 - 13:30	3D printing, learning from others mistakes James Smith, Territory Manager, Planmeca	Sponsored by: 

FIND ALL THE LATEST SHOW NEWS AT: WWW.THE-DTS.CO.UK



CONFERENCES & PROGRAMME

CDT CONFERENCE

The CDT conference is set to provide the best UK based education and training for Clinical Dental Technicians. The two-day programme will deliver exciting sessions covering everything from skills development and gum characterisation to design & manufacturing. Brought to you by the British Association of Clinical Dental Technology (BACDT), this is a must for any CDT, and an excellent networking opportunity to share best practice and new ideas.

Supported by:



FRIDAY 17TH MAY		
09:30 - 10:15	Valplast Removable Bridges, BEAUTIFUL, FUNCTIONAL, COMFORTABLE Derren Neve, DCP, Sales & Technical Director, RDT Technology Ltd – Valplast	Sponsored by:
11:30 - 12:15	Immediate Loading, Prosthetic planning to final fit Steve Taylor, CDT DipPS(Implantology), Partner, Taylor Dental Technology Centre	
16:30 - 17:15	Moving Upstream- what does this mean for Clinical dental technicians Ross Scales, Head of Upstream Regulation, General Dental Council	Sponsored by:

SATURDAY 18TH MAY		
12:00 - 12:45	Snoring & sleep apnoea – mandibular advancements appliances; a role for the laboratory Matt Everatt, FOTA, Technical Director	Sponsored by:
Derren Neve	Steve Taylor	Ross Scales
		Matt Everatt

OTA SEMINARS

Building on the already successful OTA Seminars and workshops, the orthodontic technician's stream will cover everything from Cleft Lip and Palate to client reviews, making this unique opportunity unmissable for Orthodontic Technicians.

Supported by:

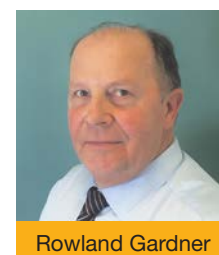


FRIDAY 17TH MAY	
10:30 - 11:15	Rehabilitation of the Maxillectomy patient Jennifer Alexander, MSC Dental Technology, Specialist Orthodontic/Prosthodontic Technologist, NHS Ayrshire & Arran
12:30 - 13:15	Post-Registration Qualifications In Dental Technology. What Are Your Options? Chet Geisel, MSc, BSc (HONS), PgCTHE, FHEA, Senior Lecturer, Cardiff Metropolitan University
14:30 - 15:15	Medical Device Regulation – What does it mean for the dental team? James Green, Maxillofacial and Dental Laboratory Manager, Great Ormond Street Hospital for Children NHS Foundation Trust / Mid Essex Hospital Services NHS Trust / North Thames Cleft Centre
15:30 - 16:15	Considerations For Transitioning To A Digital Workflow James Smith, Territory Manager, Planmeca

SATURDAY 18TH MAY	
11:00 - 11:45	Digital Orthodontics Mark Barry
13:00 - 13:45	Let's Get Things Straight Rowland M. Gardner, Adv.Certs Ortho.Maxfac.Pros.Cons. LCGLI.MIMPT.CertEd(Dist) DipCDT(RCS.Eng), Head of Dental/MPT Technology, King's College Hospital NHS Trust
15:00 - 15:45	Human Factors – Dismissing the 'blame culture' Fiona Ellwood
Jennifer Alexander	Chet Geisel
	James Green
	Fiona Ellwood



James Smith



Rowland Gardner

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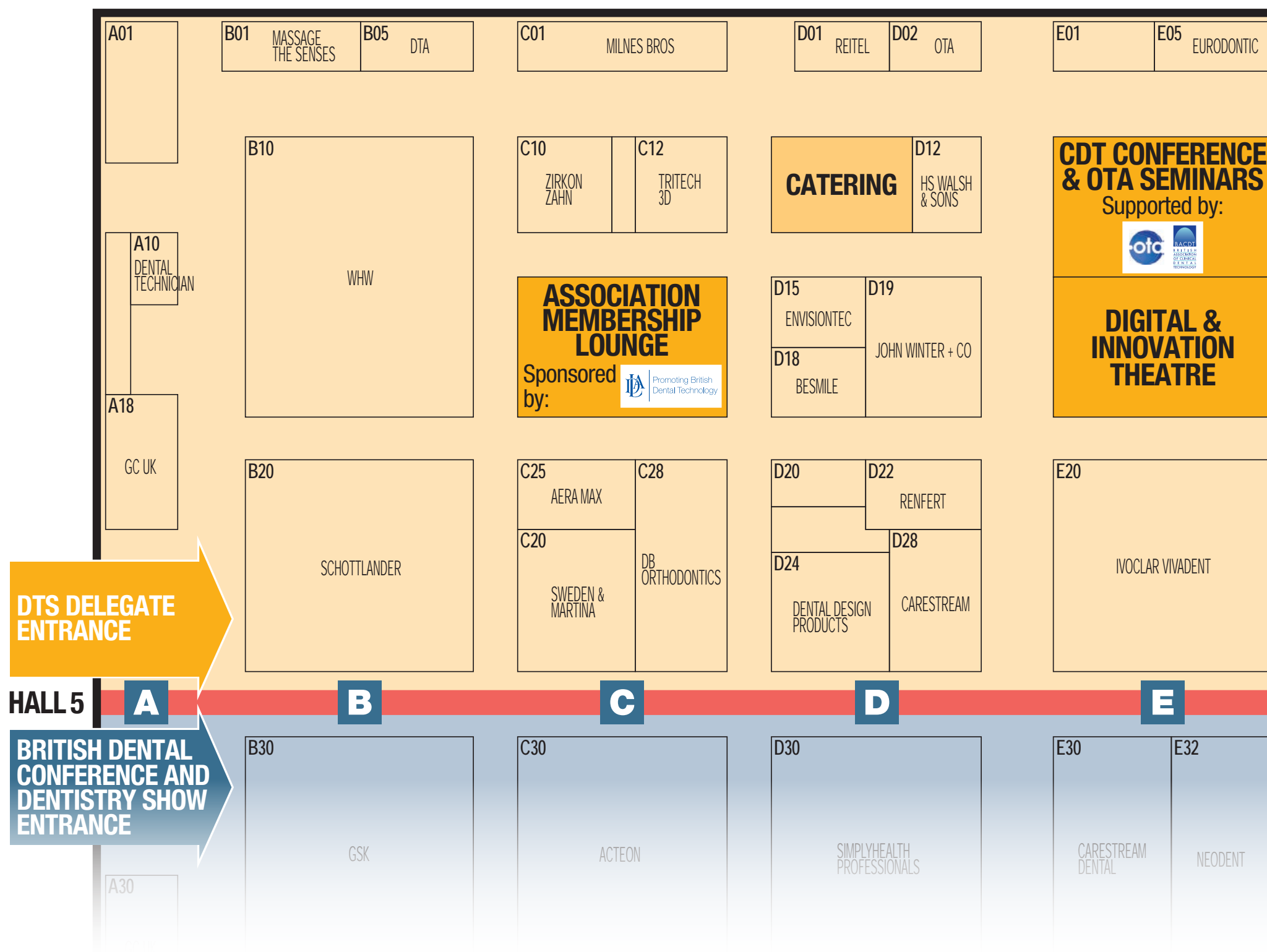


Dental Technology Showcase



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DTS FLOORPLAN A



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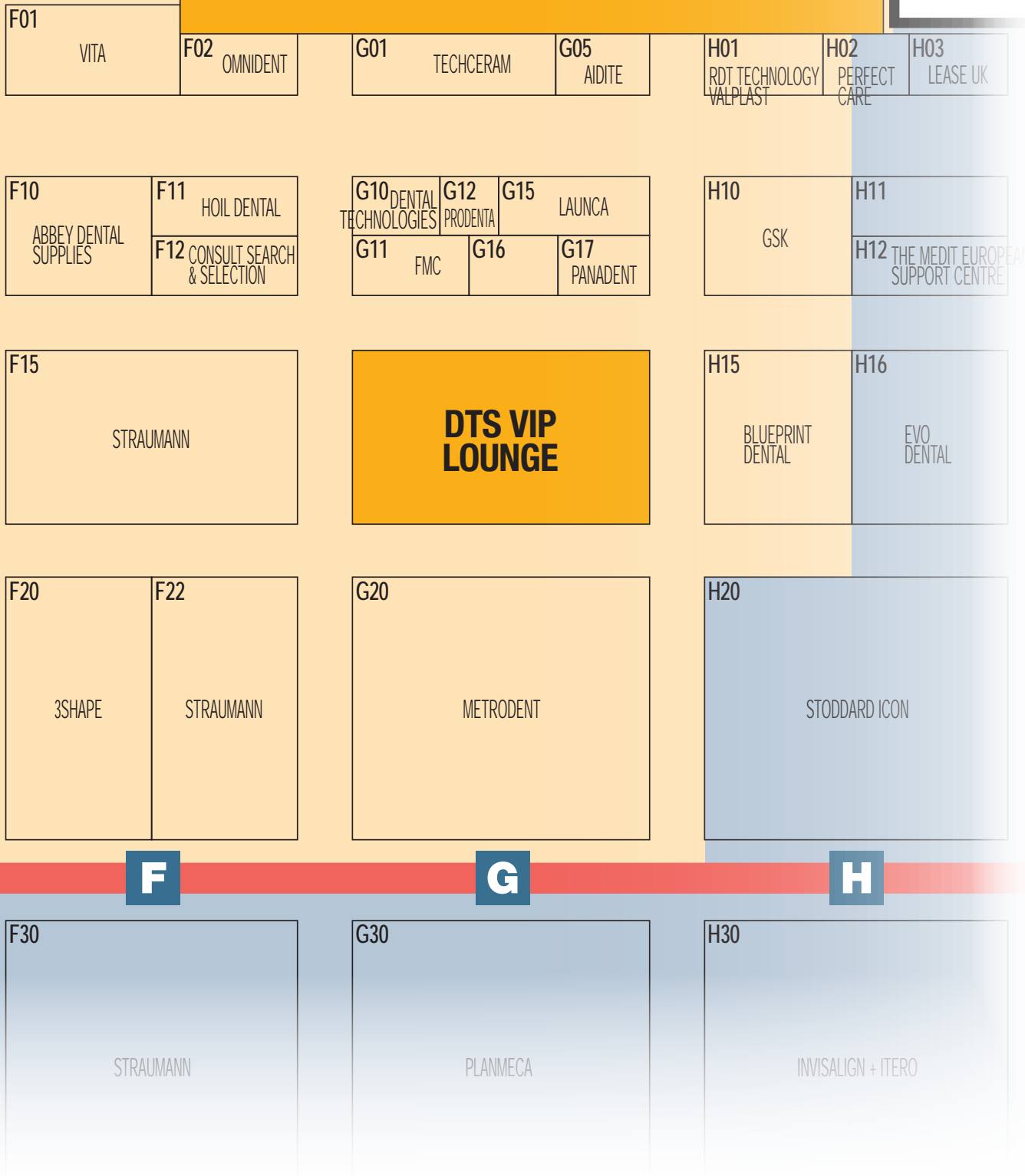
Dental Technology Showcase



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AND EXHIBITOR LIST

DTS LECTURE THEATRE



✓ = New

DW = Distributors wanted

EXHIBITOR LIST

COMPANY	STAND	NEW	DW
3Shape	F20		
Abbey Dental Supplies	F10		
Absolute Air & Gas	B10	✓	
Aera Max	C25	✓	
Aidite Technology Co. Ltd	G05		DW
Amann Girrbach	B10		
Blueprint Dental	H15		
Carestream Dental	D28	✓	
DB Lab Supplies	C28		DW
Dental Design – Easy Review	D24		
Dental Laboratories Association	Association Membership Lounge		
Dental Technologies Magazine	G10		
Dental Technologists Association	B05		
EnvisionTEC	D15		DW
Eurodentic Ltd	E05		
FMC	G11	✓	
GC UK Ltd	A18 + A30		
GE Capital	B10	✓	
GlaxoSmithKline	H10		
Henry Schein Dental	H20		
Hoil Dental Manufacture Solutions Ltd	F11	✓	
HS Walsh & Sons	D12		
Ivoclar Vivadent	E20		DW
John Winter + Co	D19		DW
Launca Medical Device Technology Co., Ltd.	G15	✓	
Metrodent	G20	✓	DW
Medentika	F15	✓	
Milnes Bros	C01		
Omnident UK	F02		
Orthodontic Technicians Association (UK)	D02		
Panadent Ltd	G17		
Prodenta	G12	✓	
RDT Technology - Valplast	H01		
Reitel Feinwerktechnik	D01		DW
Renfert GmbH	D22		
Schottlander	B20		
Straumann	F15 + F22		
Sweden & Martina	C20		DW
Techceram Ltd	G01		
The Dental Technician Magazine	A10		
The Medit European Support Centre	H12	✓	
Tri-Tech 3D	C12		
VITA	F01		DW
WHW	B10		
Zirkonzahn	C10		



EXHIBITOR PRODUCT CATEGORIES

Composites, CPD Education / Training, Investments, Plasters, Ceramics

GC UK Ltd

Laboratory Sundries, Metals (Non Precious), CAD / CAM, Crown & Bridge Appliances, Furnaces

Zirkonzahn Ltd

Laboratory Instruments & Tools, Lathes Polishing, Vibrators, Sand Blasters, Casting Apparatus

Reitel Feinwerktechnik GmbH Ltd

Brushes, Trimmers, Dust & Fume Extractors, Sand Blasters, Wax

Renfert GmbH

Brushes, Teeth, Metals (Non Precious), Cobalt Chromium, Wax

Abbey Dental Supplies

CAD / CAM, Laboratory Software, CPD Education / Training, Orthodontic Products

3Shape A/S

IT & Websites, Media & Publications, Marketing Services

Dental Design – Easy Review

Polishing Products, Welders & Soldering Units, Electroplating / Polishing, Laboratory Instruments & Tools, Abrasive / Rotary Tools

HS Walsh & Sons Ltd

Laboratory Software, Model Trays, 3D Printing, Denture Marking, Orthodontic Products

Tri-Tech 3D

Laboratory Sundries, Mouthguard Equipment & Materials, Laboratory Instruments & Tools, Orthodontic Products, CAD / CAM

DB Lab Supplies

Furnaces, Teeth, Composites, CAD / CAM, Ceramics

VITA Zahnfabrik H Rauter GmbH & Co. KG

3D Printing, Benches, Furniture & Planning, CAD / CAM, Handpieces

Blueprint Dental Equipment Ltd

Furnaces, Milling Equipment, 3D Printing, CAD / CAM, Ceramics

Aidite (Quinhuangdao) Technology Co. Ltd

Implants, Milling Equipment, 3D Printing, Cobalt Chromium, CAD / CAM

Techceram Ltd

Teeth, Denture Base Materials, Anti-snoring Appliances, Benches, Furniture & Planning, Porcelain

Davis Schottlander & Davis Ltd

Mouthguard Equipment & Materials, 3D Printing, Laboratory Instruments & Tools, UV Light Boxes, Orthodontic Products

Eurodontic Ltd

Laboratory Sundries, Flasks & Dental Presses, Furnaces, Denture Base Materials, Model Trays

RDT Technology Ltd

Furnaces, Teeth, Milling Equipment, Denture Marking, Ceramics

Ivoclar Vivadent Ltd

Implants, Composites, Prosthetics, Orthodontic Products, CAD / CAM

Sweden & Martina Ltd

Furnaces, Milling Equipment, 3D Printing, CPD Education / Training, CAD / CAM

Straumann UK Ltd

Laboratory Sundries, Teeth, Plasters, Crown & Bridge Appliances

John Winter + Co Ltd

Benches, Furniture & Planning, Casting Apparatus, 3D Printing, Cobalt Chromium, Abrasive / Rotary Tools, Crown & Bridge Appliances, CAD / CAM, Ceramics

Metrodent Ltd

Laboratory Sundries, Milling Equipment, Prosthetics, Anti-snoring Appliances, CAD / CAM, Compressors, 3D Printing

WHW Plastics Ltd

Benches, Furniture & Planning, CPD Education / Training, Investments, Laboratory Instruments & Tools

Fellowes Ltd

Media & Publications

Finlayson Media Communications Ltd

Laboratory Software, 3D Printing, Laboratory Instruments & Tools, Orthodontic Products, CAD / CAM

EnvisionTEC

Milling Equipment, 3D Printing, Crown & Bridge Appliances, CAD / CAM

Hoil Dental Manufacture Solutions Ltd

CPD Education / Training, Media & Publications, Associations / Charities / Organisations, Orthodontic Products

Orthodontic Technicians Association (UK)

Milling Equipment, CAD / CAM

Amann Girrbach

Additive Manufacturing, Metals (Non Precious), Cobalt Chromium

GE Capital

Compressors

Absolute Air & Gas

3D Printing

Prodenta

Associations / Charities / Organisations

Dental Technologists Association

Laboratory Sundries, 3D Printing, Laboratory Instruments & Tools, CAD / CAM

Panadent Ltd

Associations / Charities / Organisations

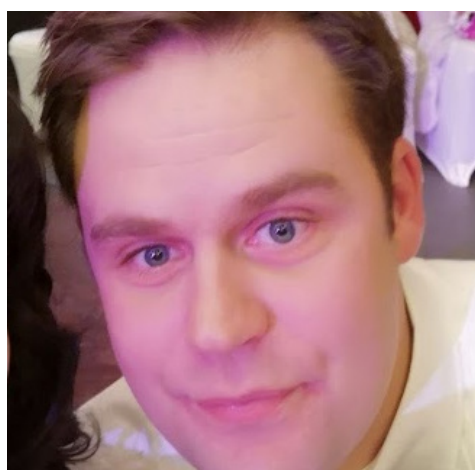
Dental Laboratories Association

Further your career

Chet Geisel will be presenting "Post-registration qualifications in dental technology. What are your options?" as part of the CDT Conference at the Dental Technology Showcase (DTS) 2019.

"It's crucial for dental technicians to keep abreast of the ever-changing landscape: technologies, techniques and, of course, materials change in a constant cycle.

"My lecture will discuss all the options available to professionals looking to further their skills and career through additional qualifications. In particular, I will explore training delivery methods, such as online and blended learning."



DENTAL TECHNOLOGY SHOWCASE

17th & 18th May 2019,
NEC Birmingham

TO REGISTER FOR FREE VISIT: WWW.THE-DTS.CO.UK/NEWSPAPER

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Dental Technology Showcase



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The digital transition

Offering a dynamic educational programme for all members of the dental lab community, the Dental Technology Showcase (DTS) is one event you don't want to miss.

As part of the OTA Seminars, supported by the Orthodontic Technicians' Association (OTA), various leading lights in the field will be sharing their extensive expertise with delegates. Among the impressive speaker line-up will be James Smith, Territory Manager for Planmeca, who will be providing an insight into the transition from traditional to digital workflows. About his session entitled "Considerations for transitioning to a digital workflow", he says:

"I think it's important to clarify the term 'going digital'. It might imply a replacement for existing analogue processes and methodologies, but what I've found is that the addition of digital technologies can complement and enhance existing processes. That being said, the benefits of adding digital technologies for a lab are primarily about facilitating the acceptance of digital data from dental practice clients. Along with customer retention and potentially increasing the customer base, digital technologies have enabled reduced logistical costs, increased communication and understanding, more efficient design processes and a greater scope for complex case planning, to name but a few advantages.

"There are still some barriers preventing labs from investing in digital solutions. Choice, cost and IT skills are the most common factors I hear about. There are a plethora of digital systems and software in the market today, all at varying price points and abilities, thus the investment required by a lab can range massively. This is, of course, assuming that the lab has a member of staff that is already versed in these technologies. If not, someone may require training or they might have to look at recruitment.

"Once the decision to start on the digital journey has been made, determining what remains analogue and what will transfer to digital can present a challenge. So too can creating the infrastructure required to support new technology and making it pay quickly for a rapid return on investment.

"The best preparation for this is to do your research, and then do some more! Talk to colleagues, speak with manufacturers and find a supplier partner that you want to work with and you feel is aligned with your goals. It is rare to find a situation that hasn't been encountered before, thus learning from others is critical to ensure the investment you are about to make is the right one. Something as simple as having an appropriately specced PC from a hardware and OS standpoint can make a huge difference. Do you know the requirements of the design software you're about to purchase? What about backup, storage, licensing etc? If at all possible, the opportunity to try before you buy, or at least the chance to get some hands-on time with a product should be utilised.

"During my lecture at DTS, I will discuss the digital technologies that dental practices are currently using and will likely adopt in the near future, alongside the implication that this will have on labs. For example, labs may be asked to incorporate extra digital data, such as facial scans, into their design process and they need to know how this might affect treatment planning and patient communication."

In addition to the OTA Seminars, DTS 2019 will feature the CDT Conference, the DTS Lecture Theatre and the Digital & Innovation Theatre, ensuring all bases are covered. Hours of enhanced CPD will be on offer, with further learning opportunities available across the bustling trade floor. Here, more than 100 lab-dedicated manufacturers and suppliers will be on hand to demonstrate their latest innovations, with many providers of digital technologies on hand to give you more information wherever you need it.

About the event, James adds:

"Based on my previous experiences of DTS, I would highly recommend attendance to get a good overview of where the industry is heading, especially with regards to the adoption of digital technologies and processes."

James Smith



For all this, plus the chance to catch up with colleagues from different areas of the profession and network in a friendly, relaxed atmosphere, don't miss DTS 2019. Whether you are a dental technician, orthodontic dental technician, clinical dental technician or a lab owner, there will certainly be something there for you!

Discover what you didn't know you needed

Most of the time, you know what you need to do to improve your business. By monitoring your lab's performance over time, you can identify areas that would benefit from improvement and make a plan to implement changes. This might involve adjusting the workflows, employing new materials or investing in cutting-edge technology that facilitates the production of more precise and predictable products.

But what if you are quite happy with how things are going? What if you don't know the next step to take or what you might need to further raise standards in your laboratory in order to continue enhancing the service you provide your clients?

Sometimes, you just need inspiration to strike. You need to find a new way of thinking or discover fresh ideas that you might not have come up with on your own.

Outside the box

This can often be achieved by thinking outside the box. In some cases, it can help to take this quite literally. Consider going somewhere you've never been before, doing something you've never done before. It might have absolutely nothing to do with work, but new experiences can often give rise to ideas that would otherwise not have occurred to you.

Similarly, much can be learnt from other industries. Whether a related profession such as medicine or a seemingly very different one like aeronautics or construction, you may find inspiration in some of the technology or processes followed for application within your dental laboratory. It might be something as simple as a unique business model or employee benefit system, but this could still have a huge impact on how you run your lab and your future success. By reviewing trends in other industries, you may also be able to identify patterns in consumer demands, helping you meet your clients' patients' expectations and preparing your business for possible future trends.

Inside the box

Attending industry events is a great way of discovering innovation specific to your profession. Not only do you have access to lectures and workshops from professionals leading the way in innovative fields, but you also have the opportunity to speak to peers in a similar situation to yourself. They might be demonstrating brand new techniques or technologies that you haven't yet seen in the UK. They may be offering a different perspective on certain workflows that you could learn and benefit from. Or they might have come up with their own way of overcoming certain challenges that could help you further streamline your own processes.

In addition, these events are perfect for discovering the very latest products, materials and equipment on the market. Exhibition floors are often packed with exciting innovations for you to discover for the first time. Product experts are also on hand to provide bespoke advice and guidance that you can utilise in your business.

Specially for you

The Dental Technology Showcase (DTS) is the ideal place for all dental technicians, clinical dental technicians, orthodontic technicians and lab owners. The Dental Laboratory Association's flagship event, it features an outstanding line-up of world-renowned and local speakers and is completely free for delegates to attend.

There two days of education and training through lab-dedicated lecture programmes covering everything from

digital workflows and CAD/CAM technologies to new restorative materials and implant concepts, with enhanced CPD available for the whole team. In addition, the trade floor will host more than 100 manufacturers and suppliers of relevant dental products, materials and technologies for you to browse. Discover the latest solutions on the UK market following IDS Cologne in March and speak to the experts for all the information and support you need to make the very most of your purchases.

Greater horizons mean greater opportunities

However you decide to expand your horizons, the inevitable outcome is greater opportunities for you, your team and your business. New situations will likely spark new ideas and help drive innovation in your laboratory. Equally, making the most of your network – both inside and outside of dentistry – could give you fresh perspectives with which to approach your own business and help you discover the things you don't yet know you need!



Exhibitor profiles

METRODENT

Come and see us on stand G20 and see what is new in the Metrodent portfolio of high quality materials and equipment. There will also be demonstrations running throughout the exhibition detailing new product and techniques.



STAND G20

WHW

So what is Laser Powder Bed Fusion technology?

This year at the DTS 2019 on stand B10, WHW will be showing a plethora of future technologies. Not only will we be showing the equipment, we will also be collaborating on a number of lectures. These lectures will be informative and thought provoking, providing answers to questions that haven't even been conceived. The highlight is a Friday lunchtime lecture by Master Dental Technician Joachim Krause about the latest in metal additive technologies that are now available for all dental laboratories.



You know 3D printing and you know milling but as the only company to be announced as a GE Additive sales representative, we will be the first company to actually show the "dental holy trinity" in the flesh.

The new Planmeca Creo™ C5, the Amann Girrbach ceramill® milling range and the GE Additive MLAB 200R will be just some the equipment represented on the stand.

STAND B10

STRAUMANN

Straumann is committed to being your global partner of choice for premium tooth replacement solutions.

A global leader in implant, restorative and regenerative dentistry we share your passion for quality and the desire to achieve the best restorative outcomes. In collaboration with leading clinics, research institutes and universities, Straumann conducts research, develops and manufactures dental implants, instruments, prosthetics, and dental biomaterials for use in tooth replacement and restoration, or to prevent tooth loss. As technological advancements are changing Straumann offers a range of products and solutions for conventional treatment and digital workflows including guided surgery, intra-oral scanning and CAD/CAM restorations.



STAND F15 + F22



VITA

VITA's aspiration is to inspire and support professionals to be able to deliver the most esthetic, functional and long-lasting restorations to their patients. To accomplish this mission, VITA provides precise communication means between the dental lab and practice, based on an accurate digital and visual tooth shade determination. With its high quality, metal-free restoration materials and reliable equipment for shade reproduction, VITA enables technicians and dentists to achieve clinical and economic success.



STAND F01

ZIRKONZAHN

Dental technologies made in South Tyrol

Zirkonzahn was founded in 2003 by Enrico Steger MDT, on the fundamental values of order, diligence, trust and responsibility. In addition to the in-house conception and production of processable materials, the company provides worldwide all components needed for a case manufacture from the initial situation to the final restoration, complete CAD/CAM systems (including, for example, the M1 Compact Line Milling Unit) as well as instruments for digital patient's analysis. The firm also assists its clients with a technical support available 6 days per week and a wide educational program, The Zirkonzahn School.



STAND C10

FIND ALL THE LATEST SHOW NEWS AT: WWW.THE-DTS.CO.UK

Building business

◀ Continued from page 3

How efficient are you?

This is not simply about reducing costs – although this might be possible with careful selection of products, bulk ordering where appropriate or making use of special offers and equipment maintenance packages from suppliers. It is also about streamlining processes to ensure an efficient workflow without any compromise on the quality of products generated. Maybe your lab needs a gentle redesign to improve ergonomics and make it easier for the team to complete work in a more timely manner. Perhaps your delivery process could be updated in order to reduce inefficiencies or online communication platforms could be better utilised to when liaising about cases with collaborating dentists. There are always ways of improving the daily running of your lab, and sometimes it is the smallest changes that have the greatest impact.

Is your team capable of meeting demand?

Frequently checking that your technicians have the knowledge and skills they need to consistently deliver first-rate products is vital. If new technologies or materials are introduced, for example, the team may need training or the opportunity to undertake the appropriate courses. Any support you can provide with their on-going CPD will also be appreciated and will help to ensure a happy and productive workforce. If you wish to expand your business, bringing in people with new expertise and fresh ideas is a great way of refreshing the business and broadening the service available.

How wide is your professional network?

Dental technology can be a fairly isolating profession, with most technicians and lab owners remaining within the confines of the laboratory on a daily basis. This can make it difficult to meet new people and develop professional connections. Engaging with the wider dental community can help you build relationships with professionals who can provide valuable support. Not only can this network be utilised for ideas and guidance on enhancing the business, but it can also provide a pool of potential candidates for future team members.

Get involved

Attending educational events and conferences is a great way of engaging with the dental community and enabling you to work on all of the above. The Dental Technology Showcase (DTS) remains the premier dental lab event of the year and offers the perfect opportunity to interact with professionals from across the country. You can gain a wealth of information, industry updates, regulation advice and business inspiration throughout the packed two day lecture programme. You and your entire team can also learn from some of the biggest names in the field, developing skills and discovering new technologies while gaining hours of relevant, enhanced CPD.

For every lab owner looking to build their business and ensure success well into the future, there are several easy steps to take. Once you can distinguish yourself from other laboratories, ensure efficient workflows and create an effective network, your business will be ready to thrive.

Testimonials

“ The DTS plays a huge part in our marketing and selling strategies. A lot of the new products we launch are given the greatest level of exposure because we bring them to the show. We are very fortunate that our stand is incredibly busy, and this level of feedback and interaction improves business relationships. It also gives our staff the chance to meet people that they speak to daily on the phone. The DTS means we bring our whole business together for the day. ”

Matt Fendt, WHW Plastics

“ The event has hit the quality mark I would have expected and it's far superior to other shows. It's a great way to check out dental lab supplies and there are so many useful stands to visit and people to meet. ”

Andrea Johnson, OTA

“ I have come all the way from Portugal to attend this event. There's a good mix of stands and it's great having the DTS and Dentistry Show under one roof. I would definitely come back, it's very interesting. ”

Liliana Fonseca

“ I've been up to the core subject area and seminars and have found it to be a very interesting and well-run show. I've made purchases and there's lots to offer technicians. You pick up knowledge and new ideas coming to a show like this! ”

Christopher Frampton, Lab Owner, Snappers Lab

“ The DTS has renewed my relationships with existing customers and allowed me to make contact with new ones. I've had a good amount of interest from lab owners and even more from practices. My main reason for being here is to promote my business and to reach an audience that I wouldn't normally reach. It's great to be part of a multidisciplinary event and I'll be back next year. ”

Ed Attenborough, Attenborough Direct



dentaltechshow



Dental Technology Showcase



@dentaltechshow

Are you represented?

Dental Technology is in exciting times with the emergence of digital dental technology and clinical dental technology! But there is also an ever-increasing number of challenges - not least the changes to GDC ECPD and MHRA with the new version of Medical Devices Regulations (MDR previously known as MDD) – are you ready for these changes? The GDC are likely to review Scope of Practice soon too.



The Dental Technologists Association (DTA) represent the best interests of all UK Dental Technologists, whether qualified or in training, with one voice. Where there are opportunities, we want to maximise them and where there are challenges, we want to help you meet them!

We provide members with all of the benefits, including our flagship peer-reviewed quarterly publication *The Technologist* – visit us at DTA on stand B05 for a complimentary copy for you to see for yourself how this can support you. *The Technologist* and our electronic publication *Articulate* keep members up to date with what is going on in dental technology, as well as the wider dental arena and they also provide a balanced range of compliant CPD.

Our innovative website makes it easy to stay compliant, CPD activity can be recorded and logged online with reflection and there is even assistance to create our own Personal

Development Plan (PDP). **Don't get caught out!**

DTA offer members a range of other benefits including access to a Legal Helpline 24 hours a day/365 days a year, cost effective professional indemnity insurance to meet the statutory requirement for our members, support and advice sheets on a variety of topics are available free to members on our website or by email.

Our voluntary management team regularly meet and continually influence and raise the profile of dental technology with decision makers. This year we have already met with the Trailblazer apprenticeship group, GDC, BDA and other statutory bodies including the MHRA.

Current membership is only £9.25 per month and if you join us and quote 'DTS' we'll enter you into a prize draw to win a free year membership. Please visit our website to see the full benefits of becoming a DTA member https://www.dta-uk.org/join_us.php. If you have any questions at all please call Rebecca at the DTA on 01242 461931. We look forward to welcoming you to the DTA community.



VISIT: WWW.DTA-UK.ORG

Open digital dentistry

As digital dentistry continues to become an ever bigger part of the modern profession, it's important for dental laboratories and their teams to keep up to date with the latest information in the field. Whether you already employ a digital workflow or are hoping to introduce it to your business, understanding the technology and the potential benefits it affords is vital.

This will be a key focus at the Dental Technology Showcase (DTS) 2019, with many lectures exploring the advantages of digital innovations in dentistry today. An array of experts will be sharing their personal experiences and offering a wealth of practical information and advice to help delegates improve their workflows and maximise on their investments.

Among those presenting in the DTS Lecture Theatre will be Ed Attenborough, owner of Attenborough Dental Laboratories and a renowned speaker. His session will be entitled "Open digital: many workflows, one solution" and provide the perfect opportunity for any dental technicians and lab owners considering a move into digital to find out more. About his lecture, Ed comments:

"My session will cover end-to-end digital workflows from intraoral scanning, model scanning and impression scanning in the lab and practice, through to CAD design and digital manufacturing – both in terms of milling and 3D printing. I will show how all the different workflows can be utilised, highlighting the benefits afforded when it's possible to interoperate technologies by using open systems.

"It's important that dental technicians and lab owners are aware of the differences between technologies so that they choose the most suitable equipment for them. Open systems enable labs to employ a combination of products from different manufacturers, so they are not locked into one particular solution. This gives labs of all sizes the greatest flexibility and maximum return on investment. It also makes digital technologies more affordable and scalable for

businesses, who can get involved at a level most appropriate for them. As such, everyone has the chance to benefit from the reduced turnaround times, increased productivity and improved quality that digital dentistry affords."

The advantages of these technologies for dental labs are clear, but that doesn't mean that it's always straightforward for those who are entering the digital arena for the first time.

"There are a lot of sales pitches and hype surrounding digital dentistry at the moment," Ed explains. "For people getting into digital for the first time, or even those who already dabble, the expanse of information can make the whole process quite confusing. That's why I was keen to make sure that my lecture was not a hard sell of any particular product. I will give an unbiased overview of all technologies and relevant workflows out there, discussing the benefits and drawbacks of each one. I will also offer a glimpse into the future, sharing where I believe this technology will go and how we can best prepare for it. I'll consider this both from the lab owner's perspective and the individual technician's.

"Ultimately, I hope delegates will leave my session better equipped to make independent and beneficial decisions about what to invest in and how, without getting trapped into one particular brand. I will also offer some advice for professionals already working with digital technologies but looking to take the next step."

Complementing the extensive education programme across the two days of DTS 2019 will be a bustling trade floor. More

than 100 lab-dedicated manufacturers and suppliers will be in attendance, with live demonstrations and on-stand learning available for all to make the most of. There will be plenty of opportunities to ask the product experts for guidance and to try some of the materials and technologies for yourself.

It will also be the perfect platform for networking with professionals from all areas of the profession. Whether you're looking to catch up with old friends, make new business connections or meet your suppliers in person, the trade floor will provide an open and relaxed atmosphere in which to do so.

Ed adds:

"DTS is the go-to event of the year and I would really encourage all technicians to attend. It provides a unique opportunity to see all the latest technology in one day under one roof."



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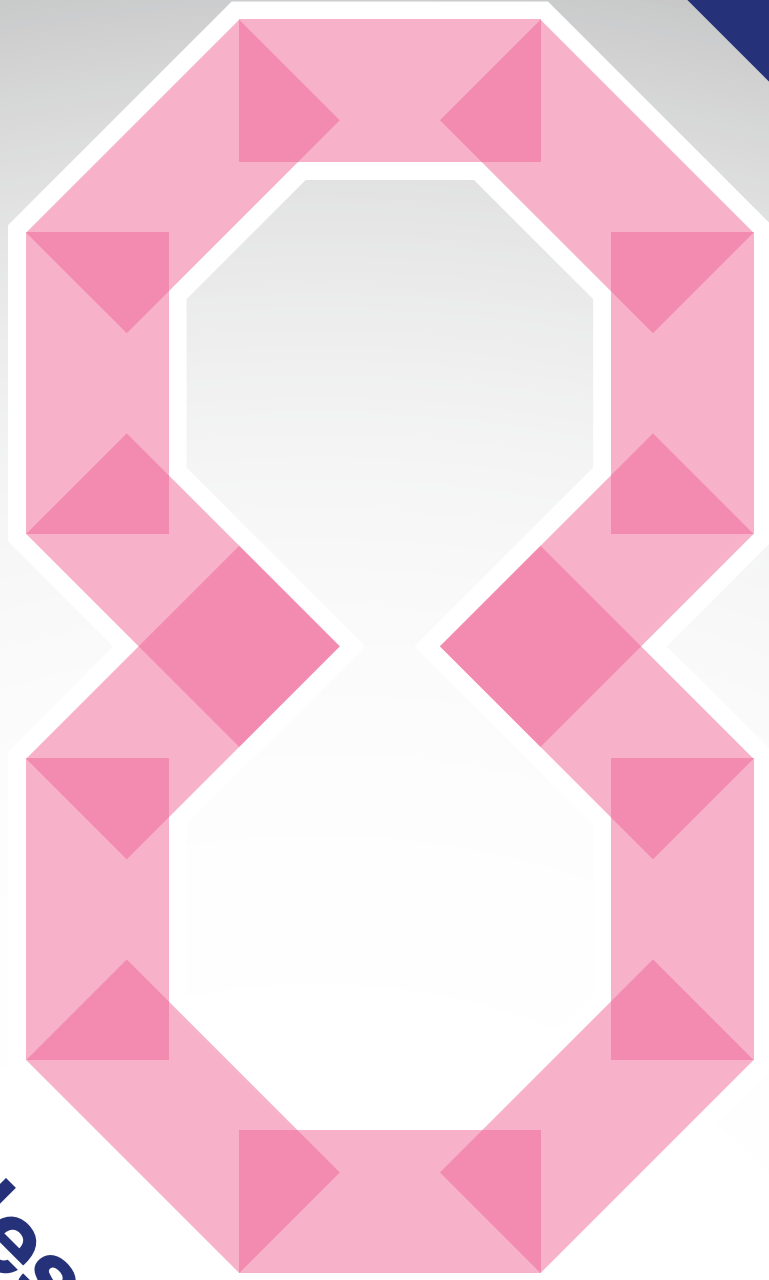


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