

D T S

17-18 MAY, NEC BIRMINGHAM

LOLA WELCH

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DENTAL TECHNOLOGIES MAGAZINE

EMBRACING DIGITAL DENTISTRY AND FOSTERING COMMUNITY IN DENTAL TECHNOLOGY

CAROLINE KIRKPATRICK

THE PATH TO INSPIRATIONAL LEADERSHIP

JUSTIN LEIGH

PRODUCTS & SERVICES GUIDE

DISCOVER WHAT THE TRADE ARE BRINGING TO DENTAL TECHNOLOGY FOR 2024



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FREE FOR DENTAL LAB PROFESSIONALS
CO-LOCATED WITH THE BRITISH DENTAL CONFERENCE & DENTISTRY SHOW





The Dental Laboratories Association at the Association Membership Lounge at DTS 2024 17th & 18th May.

Over the two days, the DLA will have representatives from a number of member benefit providers who will be available to chat with our members and answer any queries they may have. In addition to these providers, DLA Board members will be also present throughout the show.

If you are looking at setting up a dental laboratory and want to know more about the DLA and what support we can offer, please come along to the stand. From MHRA guidance to online members resources, we will be happy to discuss all of your concerns and needs as a new dental laboratory owner.



DLA Website: www.dla.org.uk
Email: info@dla.org.uk

A NOTE FROM ALEX HARDEN, PORTFOLIO DIRECTOR...

We're delighted to once again join forces with the Dental Laboratories Association (DLA) to bring you the Dental Technology Showcase (DTS) 2024 – a hub of innovation and connection. This partnership ensures an unparalleled platform for exploration and networking, specifically tailored for the dental tech community.



This year, our spotlight shines brightly on the trade floor, where over 80 exhibitors will showcase an array of cutting-edge products and services. From state-of-the-art equipment to groundbreaking technologies, the trade floor promises an immersive experience like no other, providing invaluable insights and solutions to elevate your practice.

In addition to the bustling trade floor, our programme is carefully crafted to address the challenges and opportunities facing dental

technicians and lab owners today. Whether you're grappling with technical complexities or seeking strategies to thrive in a competitive landscape, our sessions offer practical wisdom and expert guidance.

This magazine offers a sneak peek into the wealth of knowledge and innovation awaiting you at DTS 2024. Explore the topics our speakers will cover, and start planning your itinerary to make the most of your visit. With a diverse and dynamic programme, there's something for everyone on your team to enjoy and learn from.

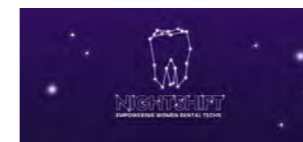
Don't miss out on this unparalleled opportunity to connect with industry leaders, discover groundbreaking solutions, and propel your lab forward. Register your team for free today and prepare to be inspired!

Alex Harden

Portfolio Director
Dental Technology Showcase

Special thanks go to our event sponsors and industry supporters

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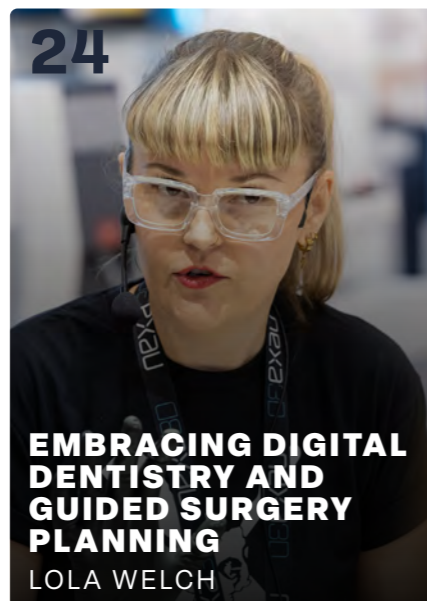
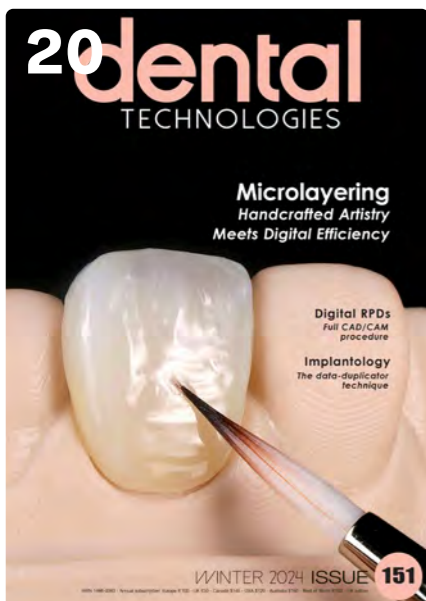
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WHAT'S BACK/ WHAT'S NEW?

The Dental Technology Showcase evolves and expands each year to mirror the dynamic shifts within the dental technology sector. Building upon the successes of 2023, this year's edition of DTS integrates your valuable feedback to introduce fresh enhancements and enriching experiences for all attendees.

NEW FOR 2024

Digital Dentistry Theatre

Programmed by



BACK BY POPULAR DEMAND

DTS Lecture Theatre, supported by the Dental Laboratories Association

An unmatched speaker line-up

80+ exhibitors

GETTING TO DTS

Travelling to the NEC, Birmingham couldn't be easier. The NEC is at the heart of the country's transport network, with excellent access by road, rail and air. Dental Technology Showcase takes place in Hall 5.

BY ROAD

There is easy access to the NEC from the M6, M1, M40 and the M42 motorways. The venue is well signposted.

SATNAV

If you are using a satellite navigation system, please enter the postcode B40 1NT. For information on parking, at the venue, please visit thenec.co.uk/visitors/parking

BY TRAIN

The NEC is adjacent to Birmingham International Rail Station and is connected by a covered bridge link directly from the station.



WHERE TO STAY NEAR NEC

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



GENTING HOTEL

From £185.00 per room per night - incl. Breakfast
Cancellation Policy: 72 hours prior to arrival



CROWNE PLAZA BIRMINGHAM NEC

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ARDEN HOTEL

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CONFERENCE PROGRAMME 2024



With three conference theatres designed specifically to make high quality, CPD-accredited content accessible for dental technicians and lab owners, DTS 2024 once again promises to be a unique platform for education and collaboration for the dental technology community.

We're delighted to be working once again with the Dental Laboratories Association, whose input into the DTS Lecture Theatre has resulted in a comprehensive and wide-ranging programme covering both technical and material aspects of dental technology, as well as some of the practical challenges associated with running a dental laboratory. Although there are far too many fantastic sessions taking place in this theatre to name here, a couple of highlights not to be missed are Lola Welch's introduction to implant planning and computer-guided surgery and Justin Leigh's masterclass on lab management and leadership techniques.

The programme for this year's Digital Dentistry Theatre is being put together in close collaboration with the International Digital Dental Academy. From digital workflows to 3D printing, sessions will explore how new advancements in digital dentistry are

transforming the dental industry from both a laboratory and clinical perspective.

A new addition to this year's agenda is the Dental Technicians Hub, specially designed to provide dental technicians with the technical knowledge they need for their professional development. We're delighted that the OTA will be hosting four sessions for orthodontic technicians, covering important and cutting-edge topics such as custom-made auricular splint provision and prosthetic rehabilitation of head and neck cancer patients. Another highlight will be a session from Sir Nairn Wilson, ambassador of the DTA, who will be giving his view on the future of dental technology.

We are of course partnering once again with Den-Tech, whose sessions this year will provide key updates on immediate dentures and digital dentistry workflows. Be sure to stop by the Den-Tech stand to take part in a number of live demos of techniques such as natural tooth

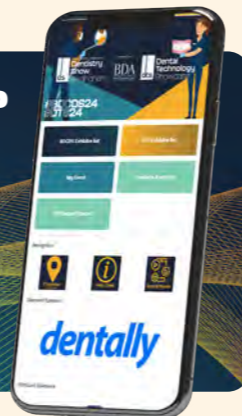
and gum characterisation and posterior guided occlusion which will be taking place across the two days.

We're also excited to announce a brand-new partnership with Nightshift, an association dedicated to elevating the work of female dental technicians. Spearheaded by founder Nina Frketin, Nightshift's sessions at DTS will see a number of inspiring female technicians speak about topics ranging from the fundamentals of dental photography to the key role of CDTs as part of the dental team.

We are so fortunate to be able to work with such an incredible range of partners and speakers, and we'd like to thank all of them for their contribution to the programme at this year's conference programme. We're so pleased to be able to share our conference programme with you so that you can begin planning your time at the show, and we look forward to seeing you in one of our conference theatres at DTS in May.

DOWNLOAD THE DENTAL TECHNOLOGY SHOWCASE EVENT APP

- ✓ Start planning your day at #DTS24
- ✓ Network with your peers
- ✓ Set up meetings with Exhibitors
- ✓ Bookmark your favourite sessions



DTS LECTURE THEATRE



FRIDAY 17 MAY

09:30 - 10:30 Implant planning 101: an introduction to computer-guided surgery

The lecture will cover the basics of computer-guided surgery, starting from choosing the software, digital implant planning, surgical guide designing and manufacture.

Learning outcomes

- Understand the differences between the most popular planning softwares.
- Recognise anatomical landmarks.
- Be able to correctly design surgical guides.

Development outcomes C

Lola Welch, Ceramic Designs Laboratory, Hove

10:45 - 11:45 Shade communication: tips and shade matching software

This presentation will look at different topics under the umbrella of shade communication. What is the importance of value? Is the position of the camera important during dental photography? Other Topics that will be presented during this session will be: opalescence, dehydration and the new shade matching software.

Learning outcomes

- Understand the importance of good shade communication between the surgery and laboratory and how to simplify communication.
- Recognise common errors that have been normalised in shade communication.
- Understand the importance of a good dental photography and the importance of matching the value (colour) in a restoration.
- Be able to better reproduce some dental characteristics like opalescence.

Development outcomes A B C

Hugo Sousa, Dental Technician, Nexus Dental, Bolton University, Yeovil College

12:00 - 13:00 Education pathways for dental technicians

The demise of dental technician numbers and education places for dental technicians is now well documented and felt by employers throughout the U.K. Laboratories feel let down by a profession that has not protected its industry and education of technicians. We are left with choices of digital manufacturing and employing staff without professional education and training.

Learning outcomes

- Understand why it is important to have professional education and training.
- Understand what can be done to build workforce numbers in dental technology.
- Understand what good education and training looks like.
- Understand practical steps to take to be part of the solution.

Development outcomes B

David Smith, IOA, Assessor, Lecturer, Yeovil College

13:15 - 14:15 Crowns to cash: prospective and retrospective innovation funding in the dental sector

This session will show what types of non-dilutive funding is available for those doing research and development, and how labs, practices and milling centres can access it for their historic and future innovation activities.

Learning outcomes

- Understand what can qualify as research.
- Understand the benefits that incentives like R&D tax relief, grant funding, patient related benefits, and research-based capital allowances can bring.

Development outcomes B

Dr Stefan Goniszewski, Consultant for innovation incentives, GKA Innovation

15:45 - 16:45 Lab Management and leadership: how to inspire your lab team through coaching

This session will look at the challenges facing dental laboratory technicians who become managers and leaders. Leadership development is an area that is often overlooked in dental laboratories and practices. In this session Justin will share some practical advice to develop leadership skills that can be applied straight away.

Learning outcomes

- Learn a proven model to develop greater leadership confidence by taking a coaching approach.
- Develop a coaching leadership style to increase laboratory team engagement, motivation and performance.

Development outcomes A B D

Justin Leigh, Managing director, Focus4growth Ltd



CONNECT, COLLABORATE, EXPLORE AT #DTS24
REGISTRATION IS FREE FOR ALL DENTAL LAB PROFESSIONALS



DTS LECTURE THEATRE

SUPPORTED BY Promoting British Dental Technology

SATURDAY 18 MAY

09:30 - 10:30 Basic life support for medical emergencies in the dental lab

This session will teach the valuable life saving skills of Basic Life Support in the workplace including assessing the patient, good quality CPR and use of public use automated defibrillators. Choking will also be covered.

Learning outcomes

- Understand airway assessment, including choking.
- Be able to recognise a deteriorating person using a simple ABCDE approach.
- Be able to identify cardiac arrest.
- Know how to summon help, deliver good quality chest compressions until help arrives, and use a defibrillator.

Development outcomes **C**

Lesley Sharpe, Assistant Resuscitation Officer, Doncaster and Bassetlaw Teaching Hospitals

10:45 - 11:45 Debt recovery

Gary Ainley

14:30 - 15:30 Precision in prosthetics: digital solutions for copy dentures and reference dentures using 3shape design software



In this presentation, we will explore the transformative impact of digital design when replicating dentures. Using 3shape design software, we utilise their workflows for copy dentures and reference dentures, aiming to enhance patient comfort, functionality, and aesthetics while streamlining the workflow for technicians.

Learning outcomes

- Understand the significance of digital design for copy dentures and reference dentures
- Explore the step-by-step workflow for copy dentures and reference dentures using 3shape
- Recognise the advantages compared to traditional methods
- Gain insight into clinical applications through patient cases presented.

Development outcomes **B C**

Timothy Jackson, Laboratory Owners and Dental Technicians, Prime Dental Laboratory Ltd
 Jamie Sawdon, Laboratory Owners and Dental Technician, Prime Dental Laboratory Ltd

15:45 - 16:45 Bridging the gap: harnessing skills from the Panthera Master Cup for complex implant cases

Nina Frketin

DIGITAL DENTISTRY THEATRE

The Digital Dentistry Theatre has been designed to showcase the latest techniques, equipment and technology revolutionising how dental devices are designed and produced. From digital workflows to 3D printing, sessions will explore how new advancements in digital dentistry are transforming the dental industry from both a laboratory and clinical perspective.



DENTAL TECHNICIANS HUB

FRIDAY 17 MAY

09:30 - 10:15 Custom-made auricular splint provision: a new role for dental professionals



The auricular splint maintains the temporauricular sulcus and projection, size and symmetry of the ear following second stage auricular reconstruction. This presentation will guide attendees through a step-by-step process for constructing this custom-made medical device, which James developed in collaboration with plastic surgeons and clinical nurse specialists.

Learning outcomes

- Identify the indications for auricular reconstruction.
- State the methods used for auricular reconstruction.
- Explain the rationale for auricular splinting.
- Describe the technique used for auricular splint construction.

Development outcomes **B C**

James Green, Maxillofacial and Dental Laboratory Manager, Great Ormond Street Hospital for Children NHS Foundation Trust

10:30 - 11:15 3D printing: a beginner's guide for dental technicians



A beginner-friendly introduction to 3D printing, the process of it and the benefits for laboratories. Lots of technicians are apprehensive on beginning their digital journey and this lecture aims to make it more accessible for everyone by sharing tips, tricks, and things to avoid.

Learning outcomes

- Have an understanding of the 3D printing workflow.
- Understand the maintenance required for 3D printing.
- Understand how to get started with 3D printing.
- Understand how to maximise print success and how it can benefit technicians and laboratories.

Development outcomes **B C D**

Eboni-Rose Williams, Student Dental Technician and CAD Technician, Digidental Technology

11:30 - 12:15 Whose fault is it?

This lecture will cover the communication that is needed between dentist and technician in order to produce quality labwork.

Learning outcomes

- Be able to define what quality means for the dentist and the technician.
- Gain greater confidence in approaching the dentist/the technician regarding cases.
- Know what to do when things go wrong.

Development outcomes **A B C**

Dr Rachel Derby, Clinical Director, Chapel Dental

Julia Glancey, Prosthetic Dental Technician, Byrnes part of Corus

12:30 - 13:15 Prosthodontic rehabilitation of the head and neck cancer patient



Prosthodontic rehabilitation of a maxillectomy patient requires careful planning and a multi-disciplinary team approach. When an obturator denture is required, the prosthesis must provide adequate retention in addition to restoring function, aesthetics and phonetics. This presentation documents the prosthodontic rehabilitation of patients with a surgically acquired defect in the maxilla.

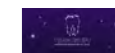
Learning outcomes

- Identify and select appropriate materials and implant systems for intra oral prosthetic rehabilitation.
- Design and fabricate obturator prostheses for complex cases.

Development outcomes **A B C**

Kirsty Galt, Dip PS Maxillofacial Prosthetics, NHS Ayrshire & Arran

13:30 - 14:15 Digital dentistry unleashed: iBar design essentials



Explore precision and efficiency in dental design, focusing on crafting iBar designs. Understand key features relevant to digital dentistry, learn essentials of iBar design, and seamlessly integrate digital designs into the dental lab workflow. Engage in discussions, concluding with key takeaways for the future of dentistry.

Learning outcomes

- Acquire knowledge of essential elements contributing to precise dental designs.
- Identify the benefits and challenges associated with digital workflows in dental labs.
- Appreciate the broader implications of digital advancements on alternative solutions in dental laboratories.

Development outcomes **C**

Caroline Kirkpatrick, Clinical Dental Technician, OTS Dental Laboratory
 Patricia Ribera, Cad-Cam Dental Technician Accredited Instructor, Blenderfordental

14:30 - 15:15 An introduction to maxillofacial prosthetics and reconstructive science



This session will showcase the diverse field of maxillofacial prosthetics, promoting it as a potential specialism for dental technicians. Training routes will be identified along with career progression within an NHS setting.

Learning outcomes

- Understand the complexity of maxillofacial prosthetics as a speciality.
- Be able to identify the training opportunities available to enter the profession.
- Understand the role of the IMPT.

Development outcomes **B C D**

Jim Dimond, Consultant Maxillofacial Prosthetist, UHCW NHS Trust

15:30 - 16:15 The digital denture workflow and the transformative power of the Den-Tech Charity



Delving into the evolving landscape of digital dentures, this session aims to provide dental technicians and professionals with insights into how to effectively use a digital workflow to increase collaborative efficiency. The focus is on the technical, clinical and patient perspective and on the impactful role of the charity Den-Tech.

Learning outcomes

- Understand the fundamentals of digital dentures.
- Understand the key differences in digital and analog denture workflows; the benefits and limitations of both.
- Evaluate the results with a focus on patient perspective and the role of communication.
- Gain an insight into Den-Tech, its role in the dental community and how you can get involved.

Development outcomes **B C**

Bethany Brown, Dental Technician MSc, The Hive Dental Laboratory and Clinic
 Emily Pittard, CDT and Clinical Director, The Hive Dental Laboratory and Clinic

16:30 - 17:15 Private dentistry: the fundamentals from a lab's perspective



Learn the fundamentals of private dentistry and touch on the importance of model analysis to help with occlusal rims and trays to tooth set-ups. The session will cover the significance of communicating within the dental team and the benefits of using coloured waxes on try-ins and dressing dentures in composites.

Learning outcomes

- Understand the concept of analysing working casts.
- Understand better communication between the dentist and dental technician.
- Have insight into gingival artistry and how using coloured waxes and composites helps to achieve a natural looking try-in/denture.

Development outcomes **A B C**

Deepa Bharakhda, Dental Technician, Dencraft Leicester

DENTAL TECHNICIANS HUB

SATURDAY 18 MAY

10:00 - 10:45
Team work makes the dream work: the CDT as a crucial member of the modern dental team
 Gosia Ciepela, Clinical Dental Technician, Falkirk Dental Care

11:00 - 11:45
Handling stress in dentistry
 Stress is one of the biggest issues in dentistry and especially in dental labs. It leads to confrontation, anger, loss of working time and also more serious outcomes. Learn more about stress and how to best avoid it. After all, it's only teeth!
Learning outcomes
 • Understand what constitutes stress.
 • Have practical measures to deal with stress at work.
Development outcomes A B D
 Sean Ward, Clinical Dental Technician, Echo Dental Solutions

12:00 - 12:45
The future of dental technology
 Sir Nairn's presentation will make the case to reinvent dental technology with a view to the dental technologist returning to the practice environment as an integral member of the frontline, fit for future purpose dental team, suitably trained to make best possible use of new technologies and meet the ever-increasing needs and expectations of patients.
Learning outcomes
 • Understand and appreciate the contribution that dental technology has made to the provision of oral healthcare.
 • Be aware of new thinking about the future of dental technology.
Development outcomes D
 Sir Nairn Wilson, President Emeritus, College of General Dentistry

13:00 - 13:45
Creating 3D printed models from a scan
 This presentation details the process of creating a study model using 3Shape software. It demonstrates the set-up and 3D printing process of two different printer technologies and compares the two techniques.
Learning outcomes
 • Know how to transfer intra-oral scan from trios to ortho analyser.
 • Know how to design a 3D digital study model.
 • Understand the procedure of Formlabs and Phrozen 3D printers.
 • Understand how to finish a 3D printed model.
Development outcomes C
 Edward Malton, Maxillofacial Senior Manager/ Maxillofacial Prosthetist, Healthcare Partners Ltd

14:00 - 14:45
Dental lab photography fundamentals
 This lecture will cover the technical and the creative aspects of dental lab photography. We aim to transform photography into an engaging and straightforward process that is pivotal for its integration into daily practice. This talk on the 'FUNdamentals' emphasises the importance of making dental photography enjoyable and accessible.
Learning outcomes
 • Understand the basic principles of photography.
 • Understand the basic principles of flash photography.
 • Be familiar with basic setups of lighting schemes.
 • Be familiar with basic photography editing tips and tricks.
Development outcomes B C
 Kristina Vaitelyte, CAD/CAM Dental Technician, Primo dental design studio

15:00 - 15:45
How to give your patients superb immediate dentures
 Immediate dentures are often some of the most difficult and poorly tolerated dentures that we give patients. This session will share the techniques that Rowan Garstang and Finlay Sutton use to achieve predictable results with immediate dentures. It will demonstrate how to make superb impressions, even with mobile teeth in the way.
Learning outcomes
 • Know how to produce stable, comfortable and secure dentures.
 • Know how to take superb impressions, even with mobile teeth and bridges.
 • Have an understanding of how to plan cases to achieve optimum aesthetics and function of immediate dentures.
 • Know techniques for improving communication between clinician and dental technician.
Development outcomes A B C
 Dr Finlay Sutton, Prosthodontist & Patron, Den-Tech

16:00 - 16:45
CDT scope of practice: does it impede patient care?
 Stephan Avetoom, Hampton Village Denture Studio

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FRIDAY'S DEMOS
09:30 - Lisa Johnson
 Pink & White Modification with GC Gradia Plus
10:45 - Jonathan Proudlock
 Esthetic Colorant liquids and FC Paste Stains
12:00 - Lola Welch
 Composite characterisation SR Nexco Akzent LC Stains
14:00 - Mark Bladen
 Art and Technology – the perfect partners – One System Approach from GC
15:15 - Karl Jensen
 3Shape design of Sports Mouthguards for 3D Printing


SATURDAY'S DEMOS
09:30 - Mark Bladen
 Art and Technology – the perfect partners – One System Approach from GC
10:45 - Lola Welch
 Composite characterisation SR Nexco Akzent LC Stains
12:00 - Jonathan Proudlock
 PMMA, characterisation GC Optiglaze
14:00 - Lisa Johnson
 Pink & White Modification with GC Gradia Plus
15:15 - Karl Jensen
 Demonstration of the 3Shape Copy Denture workflow



DENTAL INNOVATORS TO THE WORLD 50 YEARS SKILLBOND EST 1974 Follow us on social media

Open & Unbiased Education
 The IDDA is a Level 7 Eduqual accredited academy, offering courses on a range of subjects and delivers Diploma Programmes in Digital Dentistry, Digital Orthodontics, Digital Restorative & Aesthetics and Digital Implantology to expand clinical skills to practice excellence in care.

Upcoming Digital Dentistry Courses



Digital All on X
 Silverstone, UK
 14th/15th June
 Two-day All-on-X course: Master the Fast on Four concept and Scan Ladder for digitally guided, full-arch implant cases, enhancing predictability and patient communication with just a scanner – no photogrammetry needed.

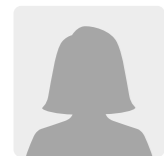
Guided Smile Concept - 3D Printing DSD
 London
 13th/14th September
 Learn to offer same-day veneers with a cutting-edge, minimally invasive course on prepping, 3D printing, and milling for direct fit.

IDDA: Future of Dentistry Conference 2024
 Palma de Mallorca, Spain
 23rd/24th September
 Experience the latest in digital dentistry, including VR, AR, intra-oral scanners, and CAD/CAM technology at the 2024 Future of Dentistry Conference. Learn hands-on from top international speakers in Palma, brought to you by the IDDA.

Getting Started with Guided Implant Surgery with ExoPLAN
 London
 18th October
 This advanced course covers guided implant surgery planning and execution in implantology. Learn implant planning, Exoplan treatment design, surgical guide creation, guide printing, and managing guided surgery complications.

PLUS! New Launch for 2024
www.shiningmasters.com

Explore our dynamic range of live courses throughout 2024, and embark on a journey of continuous learning with us!



BETHANY BROWN
Dental Technician MSc
The Hive Dental
Laboratory and Clinic



CAROLINE KIRKPATRICK
Clinical Dental Technician
OTS Dental Laboratory



DAVID SMITH
IQA, Assessor, Lecturer
Yeovil College



DEEPA BHARAKHDA
Dental Technician
Dencraft Leicester



EBONY-ROSE WILLIAMS
Student Dental Technician
and CAD Technician
Digidental Technology



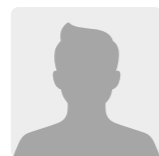
EDWARD MALTON
Maxillofacial Senior
Manager/ Maxillofacial
Prosthetist
Healthcare Partners Ltd



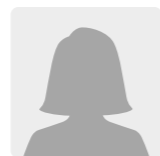
EMILY PITTARD
CDT and Clinical Director
The Hive Dental
Laboratory and Clinic



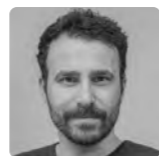
DR FINLAY SUTTON
Prosthodontist & Patron
Den-Tech



GARY AINLEY



GOSIA CIEPIELA
Clinical Dental Technician
Falkirk Dental Care



HUGO SOUSA
Dental Technician
Nexus Dental, Bolton
University, Yeovil College



JIM DIMOND
Consultant Maxillofacial
Prosthetist
UHCW NHS Trust



JAMES GREEN
Maxillofacial and Dental
Laboratory Manager
Great Ormond Street
Hospital for Children NHS
Foundation Trust



JAMIE SAWDON
Laboratory Owners and
Dental Technician
Prime Dental Laboratory
Ltd



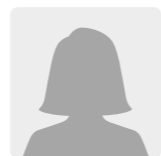
JULIA GLANCEY
Prosthetic Dental Technician
Byrnes part of Corus



JUSTIN LEIGH
Managing director
Focus4growth Ltd



KIRSTY GALT
Dip PS Maxillofacial
Prosthetics
NHS Ayrshire & Arran



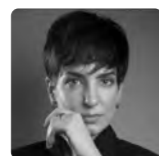
KRISTINA VAITELYTE
CAD/CAM Dental Technician
Primo dental design studio



LESLEY SHARPE
Assistant Resuscitation
Officer
Doncaster and Bassetlaw
Teaching Hospitals



LOLA WELCH
RDT, DTG
Ceramic Designs
Laboratory, Hove



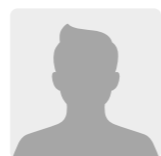
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Blenderdental



DR RACHEL DERBY
Clinical Director
Chapel Dental



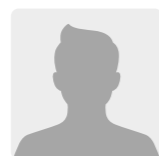
SEAN WARD
CAD/CAM Dental Technician
Echo Dental Solutions



SIR NAIRN WILSON
President Emeritus
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EMBRACING DIGITAL DENTISTRY AND FOSTERING COMMUNITY IN DENTAL TECHNOLOGY

Caroline Kirkpatrick is a clinical dental technician with over 20 years of experience in the dental technology industry. Specialising in technical support for implant dentists with fixed restorations, Caroline has seen a huge transformation in dental technology over the course of her career, with new technologies increasing the quality of work that dental technicians are able to achieve.

During her lecture at Dental Technology Showcase (DTS) this year, Caroline will be sharing her expertise to help dental technicians introduce new softwares into their workflows, as well as hoping to inspire the next generation of dental technicians.

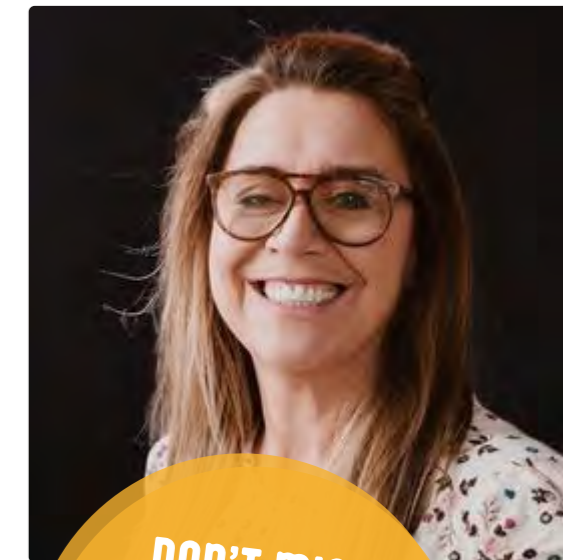
As a busy clinical technician, Caroline is always on the lookout for new technologies and equipment that can help simplify workflows and improve the quality and efficiency of her work, and this will form the basis of her speaking session at DTS this year. "I recently found a new design software that we can integrate and use to create different types of solutions. When I found out about it, I was quite excited because it opened up a lot of different possibilities. Along with my co-presenter Patricia Ribera, I'll be presenting some of the cases that we've been working on and we'll even be doing a live demonstration of designing an implant bar and the various uses. We'll be talking about the good, the bad and the ugly, and we're hoping to open up the conversation with delegates and share some examples of when things haven't gone quite right too, because we shouldn't be embarrassed to talk about when things go wrong."

Reflecting on her career in dental technology, Caroline notes that the switch from analogue to digital has had a transformative effect on the profession. "From working in a laboratory doing

everything analogue to watching technology change and advance over the years has been incredible. It's really brought about a massive increase in the quality of what we do; it's more consistent, we've got the ability to work smarter, to achieve more complex results, and to work in a nicer environment. That's a huge thing. There are materials that you really don't want to be working with and now we've got rid of a lot of these things so it's a much more pleasant environment to work in."

According to Caroline, this advancement of the dental technology industry has really allowed dental technicians to carve out a new role for themselves within the dental team. "We have really upped our game when it comes to the different types of devices that we can make. As technicians, we're problem solvers, and the new technological advancements have really helped us to be able to create that patient-focused design. But equally, I think a huge change is in our professionalism and how we, as technicians, have become an integral part of the dental team thanks to our specialist knowledge and skillset."

Looking ahead, Caroline believes that the future of the dental technology industry won't be defined by any specific new technology or piece of equipment, but by the people working in the sector. "I think the new generation will have a huge impact. I see younger technicians coming through with their skills and their passion and



DON'T MISS
CAROLINE KIRKPATRICK SPEAK
ALONGSIDE PATRICIA RIBERA
ABOUT IBAR DESIGN ESSENTIALS
IN THE DENTAL TECHNICIANS
HUB ON FRIDAY 17TH MAY
AT 13:30-14:15 AT THIS
YEAR'S DTS.

their drive, and it's just great. They're not just sitting at a bench in the lab; they're really trying to transform the industry. I'll be representing Nightshift at DTS. It's a wonderful group that is bringing people together and encouraging technicians like me to get a bit more involved in the community. I think what they're doing is amazing. I'm usually someone who likes to be in the background of things, but they've encouraged me and others to share our knowledge, and we can all do it. There are so many new techniques and advancements in dental technology, and if more people are encouraged share and pass on that information, then we're all going to be able to learn faster and support each other."

The community aspect of DTS is another element that Caroline is looking forward to. "There is lots to learn at DTS and there are some interesting and varied talks that I'm planning to go and listen to. But I'm also looking forward to meeting people in person who I've got to know online. It's just nice to talk to colleagues in a nice, relaxed environment where you've not got ten cases piling up behind you that you've got to get finished before the end of the day."

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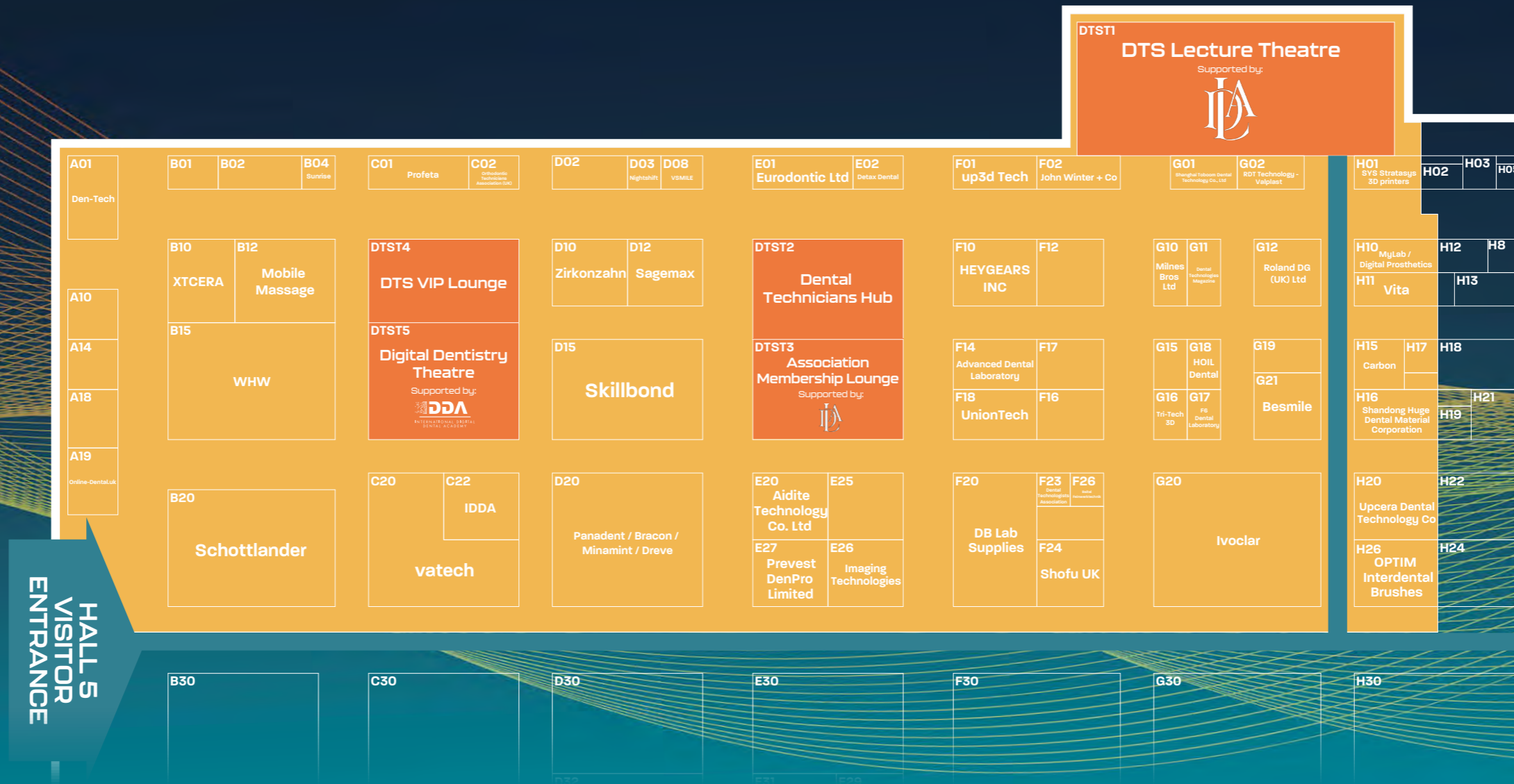
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DENTAL TECHNOLOGY SHOWCASE FLOORPLAN 2024



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Aidite Technology Co. Ltd	E20	HeyGears GmbH	F10	Profeta	C01	UnionTech	F18
Besmile	G21	Hoil Dental / Arum	G18	RDT Technology - Valplast	G02	UP3D TECH	F01
Bracon	D20	IDDA	C22	Reitel Feinwerktechnik	F26	Upcera Dental Technology Co	H20
Carbon	H15	Imaging Technologies	E26	Sagemax	D12	vatech	C20
DB Lab Supplies	F20	Ivoclar	G20	Schottlander	B20	VITA	H11
Dental Technologies Magazine	G11	John Winter + Co	F02	Shandong Huge Dental Material Corporation	H16	VSMILE	D08
Dental Technologists Association	F23	Milnes Bros Ltd	G10	Shanghai Toboom Dental Technology Co., Ltd	G01	WHW	B15
Den-Tech	A01	Nightshift	A19	Shofu UK	F24	XTCERA	B10
DLA Association Membership Lounge	DTST3	Online-Dental.uk	A19	Skillbond	D15	Zirkonzahn	D10
Dreve	D20	Orthodontic Technicians Association (UK)	C02	Sunrise Dental Laboratory Ltd	B04		
Eurodentic Ltd	E01	PANADENT LTD.	D20	SYS Stratasys 3D printers	H01		

Floorplan and exhibitor list correct at time of print

THE PATH TO INSPIRATIONAL LEADERSHIP

At this year's DTS, dental sales and leadership coach Justin Leigh paves the way for a deeper exploration as to how dental technicians can successfully navigate a transformation from one of the team to becoming a leader, embracing the art of leadership while fostering the growth and development of their colleagues.



The dental laboratory industry stands at a pivotal juncture where traditional management practices are having to evolve into more dynamic and people-centric leadership. Central to this transformation is a fundamental shift from directive management to empowering leadership, particularly relevant in the context of dental laboratory environments.

Laboratory owners are tasked with the responsibility of transforming their working environments into places that are not only engaging and motivational, but that also foster a sense of autonomy and independence. Moreover, it's crucial to align the laboratory's objectives with a broader purpose, such as enhancing patient care, delivering exceptional customer service, and striving for excellence in all aspects of their work. This alignment not only improves operational outcomes but also instils a sense of pride and fulfilment in the team.

RECRUITING AND RETAINING TALENT

One of the most pressing issues in the dental laboratory sector is the recruitment and retention of skilled technicians. To address this challenge, a shift in perspective and approach is required. It means moving away from traditional methods and thinking innovatively. Laboratories, being central to the dental industry, are often high-pressure environments with a constant flow of work, which can create a sense of monotony akin to working on a treadmill. To overcome this, leadership must find new ways to engage their team, instil a sense of responsibility, set meaningful expectations, and inspire and motivate their team in more innovative ways.

A laboratory that aims for long-term sustainable success must cultivate an environment where



the team is energised, motivated, and has a clear understanding of expectations. More importantly, they should be excited about their future within the organisation and committed to its success.

Leadership, in this context, means articulating a vision that transcends day-to-day tasks. It encompasses not only the growth of the business but also the personal and professional development of the team. This involves creating an environment where staff members are positively challenged, set ambitious but achievable goals, and encouraged to innovate and make suggestions for improvement. By fostering this kind of environment, employees can connect their daily tasks to a larger purpose and experience growth beyond their immediate roles.

LEADERSHIP VERSUS MANAGEMENT

To move forward effectively, it is important to distinguish between leadership and management. Very simply, you manage tasks and you lead people.

This means, in practical terms, that leadership in dental laboratories involves more than ensuring that tasks are completed efficiently; again, it's about motivating teams, connecting their day-to-day work to the broader mission of the laboratory, and fostering a culture that values

respect and support. This approach creates a more invested and motivated workforce, leading to higher productivity and better outcomes.

It helps to think about leadership as a combination of art and science. The 'art' aspect involves the intuitive, empathic, and motivational skills required to connect with and inspire team members. It's about understanding individual strengths and weaknesses and using this knowledge to guide the team effectively. The 'science' aspect, on the other hand, involves strategic planning, decision-making based on data, and structured processes to achieve organisational goals.

Effective leadership blends these aspects, ensuring not only the achievement of business objectives but also the development and satisfaction of the team. Organisations that balance leadership with management are more likely to foster an environment of continuous improvement and innovation, leading to sustainable success.

FROM TECHNICIAN TO COACHING LEADER

The transition from a skilled dental technician to an effective manager or leader represents a significant shift in skill sets. Excelling as a technician involves specific operational skills,

whereas leading a team requires a different approach, one that can sometimes conflict with hands-on expertise.

As a coaching leader, the focus shifts from personally driving all activities to stepping back and guiding the team. This transition is not immediate but requires deliberate practice and application of specific principles. It's about empowering team members, fostering their independence, and focusing on their growth. This change is challenging yet essential for the sustainable growth and success of both the team and the leader.

This can, in part, be achieved by embracing a forward-looking approach in lab leadership, with an emphasis on the need to define clear values, culture, long-term and short-term goals for the laboratory. It is essential for laboratory leaders not just to articulate these principles but also to embed them in every aspect of laboratory operations. This strategic vision is also key to preparing team members for future leadership roles and ensuring the long-term success and sustainability of the laboratory.

SHAPING THE FUTURE

As the dental laboratory industry continues to evolve, embracing the principles of effective leadership and coaching will be essential for future success. To be able to do so, laboratory managers and technicians alike need to be guided towards a more dynamic, inclusive, and forward-thinking approach to lab management.

This shift is not just about improving operational efficiency; it's about creating a work environment that inspires, motivates, and retains top talent, thereby ensuring the continued excellence and growth of the dental laboratory industry.

“Organisations that balance leadership with management are more likely to foster an environment of continuous improvement and innovation, leading to sustainable success.”

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If you can't make it to the DTS, it's also possible to subscribe online via our website dental-technologies.net and use the discount code DTS2024. The website also offers free classified advertising for all dental lab professionals.

ABOUT DENTAL TECHNOLOGIES MAGAZINE

Dental Technologies Magazine is the leading technical journal for dental labs, and is committed to providing the latest in dental technology, techniques, and trends to dental professionals worldwide. Founded in 1999, its rigorous editorial standards and dedication to the advancement of dental technology have made it an invaluable resource for those seeking to excel in the field.



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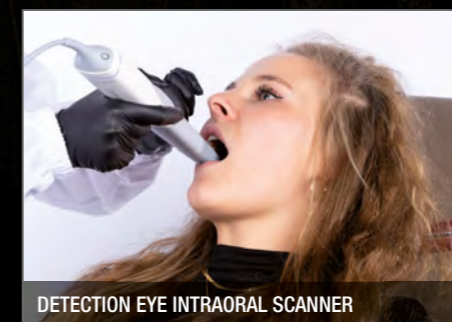
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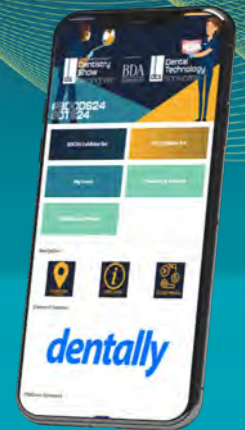
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EMBRACING DIGITAL DENTISTRY AND GUIDED SURGERY PLANNING

Lola Welch discusses the evolving landscape of dental technology and emphasises the importance of embracing digital advancements for successful patient care and professional growth.

DON'T MISS
LOLA WELCH IS SET TO EXPLORE THE FUTURE OF DENTISTRY AT DTS, RUNNING AT THE NEC ON 17TH AND 18TH MAY. WHY NOT JOIN US AS SHE UNVEILS THE TRANSFORMATIVE POWER OF DENTAL TECHNOLOGY.

LOLA WELCH

Senior dental technician at Ceramic Designs in Hove. Lola has a special interest in digital prosthetic workflows and high aesthetic denture customisation.

Lola Welch is set to explore the future of dentistry at DTS, running at the NEC on 17th and 18th May alongside the British Dental Conference & Dentistry Show. So, why not join us as she unveils the transformative power of dental technology, emphasising the critical role of digital adoption in enhancing patient care and fuelling professional advancement?

CAN YOU INTRODUCE YOURSELF AND SHARE A BIT ABOUT YOUR BACKGROUND?

I'm Lola Welch, a senior prosthetic technician with nearly two decades of experience in the UK dental industry.

I currently work at Ceramic Designs Lab in the Hove / Brighton area.

My expertise is in implant restoration, and I've dedicated my career to working with implants since my arrival in the UK nearly 20 years ago.

WHAT WILL YOU BE DISCUSSING AT THE DENTAL TECHNOLOGY SHOWCASE?

At the Show, I'll be involved in several activities including demos for DenTech and Skillbond Direct, focusing on the customisation of digital dentures.

One highlight of my participation will be a lecture entitled 'Guided Surgery Planning 101.'

This lecture aims to introduce dental technicians and clinicians to digital implant planning, guide design and manufacture, covering everything from software selection to the legal and anatomical considerations in implant planning.

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Computer-guided surgery involves using CT scans, intraoral scans, or models to plan implant placements precisely.



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As a technician, I'm involved from the initial stages, planning the implant's position to ensure both anatomical suitability and prosthetic functionality.

WHAT MISCONCEPTIONS ABOUT DIGITAL DENTISTRY DO YOU HOPE TO DISPEL?

A common misconception is the fear of digital dentistry replacing traditional roles.

However, I see it as an opportunity to enhance our role within the dental team.

I encourage people not to be intimidated but to approach digital dentistry with curiosity and patience.

It's a fun and rewarding field that, with practise, can be mastered by anyone, regardless of their initial tech savviness.

HOW IS DIGITAL TECHNOLOGY TRANSFORMING DENTAL LABS?

Digital technology is already revolutionising dental labs, from in-house milling to daily 3D printing.

It simplifies processes, allowing more time for customisation and artistic expression.

I view our profession as a blend of art, medicine and science, and digital dentistry enables us to maintain that balance, while improving efficiency and outcomes.

WHAT ARE YOU LOOKING FORWARD TO AT THE DENTAL TECHNOLOGY SHOWCASE?

The Dental Technology Showcase is an excellent opportunity for education, networking, and discovering new developments in materials and machines.

It's a chance to meet industry peers from across the country and learn about the latest trends and innovations.

I'm excited about the educational aspects, the networking opportunities, and the potential to find new tools and materials that can enhance our work.

"I view our profession as a blend of art, medicine and science, and digital dentistry enables us to maintain that balance, while improving efficiency and outcomes,"

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