

SEEN AND HEARD

“Recently we have been developing the VistaScan Mini image plate scanner and this is the first show that we are exhibiting this product. This was not even available at IDS. It will be ready for official serial production in October, and by December, we should be ready to distribute. The response has been extremely satisfactory. Many of our customers have given us positive feedback and said that the VistaScan Mini image plate scanner is good as it is much more compact. In terms of handling, it is also much easier. And the resolution is still as good as the previous model. Bringing this to FDI also allows us the opportunity to show it to our distributors and the doctors.”

**- Oon Lai Hong,
Sales Representative,
Dürr Dental AG (S.E.A)**



Oon Lai Hong and the VistaScan

“We’ve had many international guests. There was very good feedback on our new products, because of its innovation. The air flow master for optimal and fast subgingival biofilm removal with a novelty glycine powder, and our new ultrasonic Piezon scaler PM 700 with very gradual power adjustment for no pain and wellness treatment, are some products we’ll like to highlight. Response has been very good so far all over the world, and we’ve received a couple of promising leads and requests during the FDI.”

**- Mr. Michael Fiolka,
Regional Sales Manager
(Southeast Asia, Northeast Asia, India - Dental),
EMS Singapore**



Mr. Michael Fiolka
from EMS Singapore

“We’ve been quite satisfied with the number of delegates we’ve been able to entertain here. We’ve had a good crowd of people coming here. Satisfying that it’s been successful, especially with the interest in our product here. What was interesting to see was the number of visitors from Eastern Europe was quite high for the first two days, and now we’re seeing more of the locals. Mainly our visitors came from Australia, U.S., and Europe in general. Response to our products has been very good, we’ve been able to collect quite a number of orders here, and people are willing to pay the premium for Zeiss brand.”

**- Mr. Alexander Partsch,
Director (Sales Neuro/ENT – Asia/Pacific),
Carl Zeiss Meditec**



Mr. Alexander Partsch
from Carl Zeiss Meditec