

**SEEN AND HEARD**



Mr. Kurt Mattle  
from NOUVAG AG

“The exhibition was more than what was expected. We’re really satisfied and we would definitely like to come back again. Many of our visitors were from Malaysia, Indonesia, Sri Lanka and Thailand. Response to our products has been very, very good as well.”

**- Mr. Kurt Mattle,  
Area Sales Manager,  
NOUVAG AG**

“Since 1892, Hoffmann Dental has been manufacturing medical products for dentists and dental technicians in Berlin, Germany.

In addition to our high quality lining and luting cements based on zinc phosphate, impression compound (Stents), guttapercha stopping, shellac base plates, adhesive wax, copal varnish and silane are our further products. One of the primary reasons we are here is to expand our presence in Asia through new business partners.”

**- Özlem Kutlu,  
Export,  
Hoffmann Dental Manufaktur GmbH**



Christian Busse (L) and Alexander Berner  
from Kettenbach GmbH & Co. KG

“Kettenbach is an impression material specialist. Our main specialist is A-silicones, and we have a new product which is Identium, which is based on a new material, Vinylsiloxanether. The response so far has been really, really good. It’s even better than I expected. We are number 2 in A-silicones in Germany, and we definitely want to grow internationally. Asia remains one of our most promising regions.”

**- Christian Busse,  
International Sales Manager,  
Kettenbach GmbH & Co. KG**



Sthen Boisen (R)  
from KaVo Dental Asia-Pacific Pte Ltd

“We are happy with the FDI Conference despite the fact the number of delegates were lower compared to past FDI events. Despite this fact KaVo has had a very successful show and have done well. We have sold equipment off the floor, and we received customer leads from Singapore and internationally. We launched the new treatment unit, the ESTETICA E70, which was launched in Europe at IDS. This was the first time we have displayed this unique treatment unite in Asia and the response has been very exciting. We have also launched a new dental implant training software, which has attracted a lot of attention. Finally, the special MI caries detection system the DIAGNOdent was promoted strongly using a purpose developed mascot presenting this unique and patent protected device to all FDI visitors.”

**- Sthen Boisen,  
General Manager – South Asia,  
KaVo Dental Asia-Pacific Pte Ltd**