

# today



## Scenes from CDA Presents

Take in all the new products, in-booth demonstrations and special savings.

»pages 6 & 8



## Loupes, lights and show specials

If you're in the market for magnification loupes, you won't want to miss this booth.

»page 10



## A new addition to the world of CAD/CAM

If you've been hesitant to make the move to CAD/CAM, this mill might change your mind.

»page 12



Francisca Pecina, with Kings Two Dental Supply, booth No. 882, takes a picture of, from left, Amanda Baran, Aleyah Strahle, Nicole Becerra, Taylor Medina, Kacey Lawson, Mary Steging and Julian Ruelas. They are dental assisting students at Southern California Regional Occupational Center in Torrance, Calif., here with a group of 18 students brought to the meeting by Instructor Martha Arredondo, RDA. (Photos/Robert Selleck, *today* Staff)

# Big draw

By Robert Selleck, *today* Staff

■ A giant set of teeth, a huge toothbrush and what might be the biggest video display ever to be seen as a booth backdrop were all on display Thursday at CDA Presents. But biggest of all were the deals to be had throughout the exhibit hall.

The mega-screen, called an LED Wall, can be found in the Sky Dental Supply booth, No. 749. It's the first time the company has used the 200-square-foot LED Wall in its booth, but based on the attention it's been garnering,

»see *DRAW*, page 4

## Online dental supply marketplace names veteran e-commerce, retail leader as interim CEO

■ The Dentists Service Company, a subsidiary of the California Dental Association, is poised for its next phase of growth as e-commerce veteran Jim Wiggett has been named as interim CEO to lead the expansion of TDSC Marketplace, an online dental supply purchasing program.

Wiggett served in a similar role for

*Sephora.com* and is the founder of the Jackson Hole Group, a strategic management consulting group.

"Our members' long-term success is crucial, which is why we built TDSC Marketplace," said Walter G. Weber, DDS, chair of the TDSC Board

»see *MARKETPLACE*, page 4

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**DRAW** \*from page 1

it looks like it will become a standard fixture. Generating just as much attention Thursday was the company's show-special deal on gloves, just \$2.99 for a box of 100.

Find the giant toothbrush in the Officite booth (No. 579), where you can enter the raffle to win it (with your practice's name printed on the handle). While you're there you can also take three shots with a Nerf dart gun to try to win a free website setup (for a bullseye) – or a discount if you at least hit the target.

Appropriately enough, just a few booths away from the giant toothbrush, you can find a huge set of teeth, custom made in China for Kings Two Dental Supply in booth No. 882. CDA Presents is in the City of Industry-based company's backyard, so the 27-year-old business is here every year with great deals on virtually anything dental related. This is the first show it has been to with the giant set of teeth, and the display has been attracting a steady stream of visitors wanting to take social media photos with the big choppers.

In booth No. 590, Solvay Dental 360 has a big deal on its Ultaire AKP partials: Get two for the price of one. The polymer for removable partial denture frames is a breakthrough because it's not too rigid (like metal) and not too flexible (like other polymers). It's described as metal-free, tooth-supported, bonelike, lightweight and comfortable.

In addition to offering big savings on its loupes and lights, Orascopic is providing express shipping in booth No. 1334. That means you can get your custom loupes delivered next week instead of in three weeks.

In booth No. 1321, Roydent has a big show special on hand files, gates, peesos, gutta-percha and paper points. Buy 25 packs (mix or match) and get 25 packs free.

Coltene is offering all sorts of show specials in booth No. 2250. Plus, if you spend \$5,000 on any combination of Coltene products, you get a \$500 gift card rebate.

TAUB Products has a show special coupon enabling you to get a



• Above, standing in front of their 200-square-foot LED Wall in the Sky Dental Supply booth (No. 749) are, from left, Cindy, Danny, Miro and Kim.

• At left, Jason Zib with the Nerf dart gun and Amanda Graf with the giant toothbrush have big chances to win in the Officite booth (No. 579). You get three tries to hit the bullseye for a free website setup, or big savings if you at least hit the target. You can also enter a raffle to win the giant toothbrush with your practice's name printed on it.

GoCHX 0.8 percent Chlorhexidine Gel Syringe Kit free when you buy a Zero-G Kit and a Liquid Magic Kit.

In the Bisco booth, No. 400, when you buy a refill syringe or unit-dose of REVEAL HD Bulk, you get one free, and you also get 50 percent off a REVEAL HD Bulk kit.

In the Designs for Vision booth, Nos. 846 and 1202, you can save \$200 when you order both loupes and an LED DayLite.

These are just a few hints at the countless big deals to find at CDA Presents, with plenty of chances to hunt down more today and Saturday.

**MARKETPLACE** \*from page 1

of Directors. "Jim is a recognized and respected leader in the e-commerce and retail world, enabling us to bring incredible value to members' practices and invest in the future."

Wiggett brings more than 30 years of executive management experience in the traditional and online retail segments. Prior to his work at *Sephora.com* and the founding of the Jackson Hole Group, he served as executive vice president for the Moët Hennessy

Louis Vuitton Retail Group, where he provided leadership and counsel to 10 operating companies and was responsible for the e-commerce division of LVMH-SDG. During his tenure, Wiggett participated in several mergers and acquisitions, including the acquisition of DFS Group by LVMH.

In its first year, TDSC Marketplace has achieved more than \$1 million in dental supply savings for CDA members. As a benefit of CDA membership, dentists licensed in California can shop TDSC Marketplace to take

advantage of negotiated low pricing and discounts based on aggregate volume. CDA members enjoy free shipping and save an average of 20 percent off the manufacturers' list price on more than 25,000 dental supplies. Through trusted, authorized distributors, the marketplace offers supplies from major manufacturers, including Dentsply Sirona, 3M, KaVo Kerr and GC.

(Source: California Dental Association)

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# Scenes from Thursday



• Be sure to visit the team at Shofu Dental, No. 1128, who stand ready to answer all your questions.



• Jessica Stevenson and Vanessa Sanchez of Glidewell Dental at the booth, No. 1452.



• The Henry Schein booth, No. 1362, has a wide variety of in-booth presentations and demonstrations you won't want to miss.



• The DentalEZ team is ready to introduce you to the RAMVAC at booth No. 416.



• Amy Farthing and Anutra President Jeff Daner can explain at booth No. 1746 why using Anutra will dramatically increase patient satisfaction for your practice.



• Taylor Maguire of Kulzer, booth No. 742, shows off the new Ivory ReLeaf, which assists with evacuation and retraction during dental procedures.



• Attendees stream into the first day of the CDA annual session in Anaheim, Calif.

Photos by Sierra Rendon,  
*today* Staff





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\* Images courtesy Brian T. Wells, DMD

<sup>1</sup> Sigurdsson A et al. (2016) J Endod. 42:1040-48    <sup>2</sup> Molina B et al. (2015) J Endod. 41:1701-5

<sup>3</sup> Vandrangi P et al. (2015) Oral Health 72:86    <sup>4</sup> Nair NPR et al. (2014) Int Endod J. 47:1003-1011    © 2018. All rights reserved.  
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• Concord Career College, Garden Grove, students in the dental assistant program enjoy checking out the hundreds of CDA exhibit hall booths on Thursday.



• Aaron Strader and Cindy Ackerman of Flow Dental can show you the newest in dental imaging at booth No. 662.



• Stop by the Medidenta booth, No. 1733, to ask about CDC bundles, free offers and big discounts on burs.



• The team at Bisco stands ready to 'Reveal' its new light-cured bulk fill restorative composite at booth No. 400.



• The team at Coltene can help you find just what you need at booth No. 2250.



• Be sure to see the Puche Dental team at the booth, No. 590, where you can also check out Solvay's Ultaire AKP.



• Be sure to ask about the new DEXVoice hands-free option at Dexis, booth No. 1535.



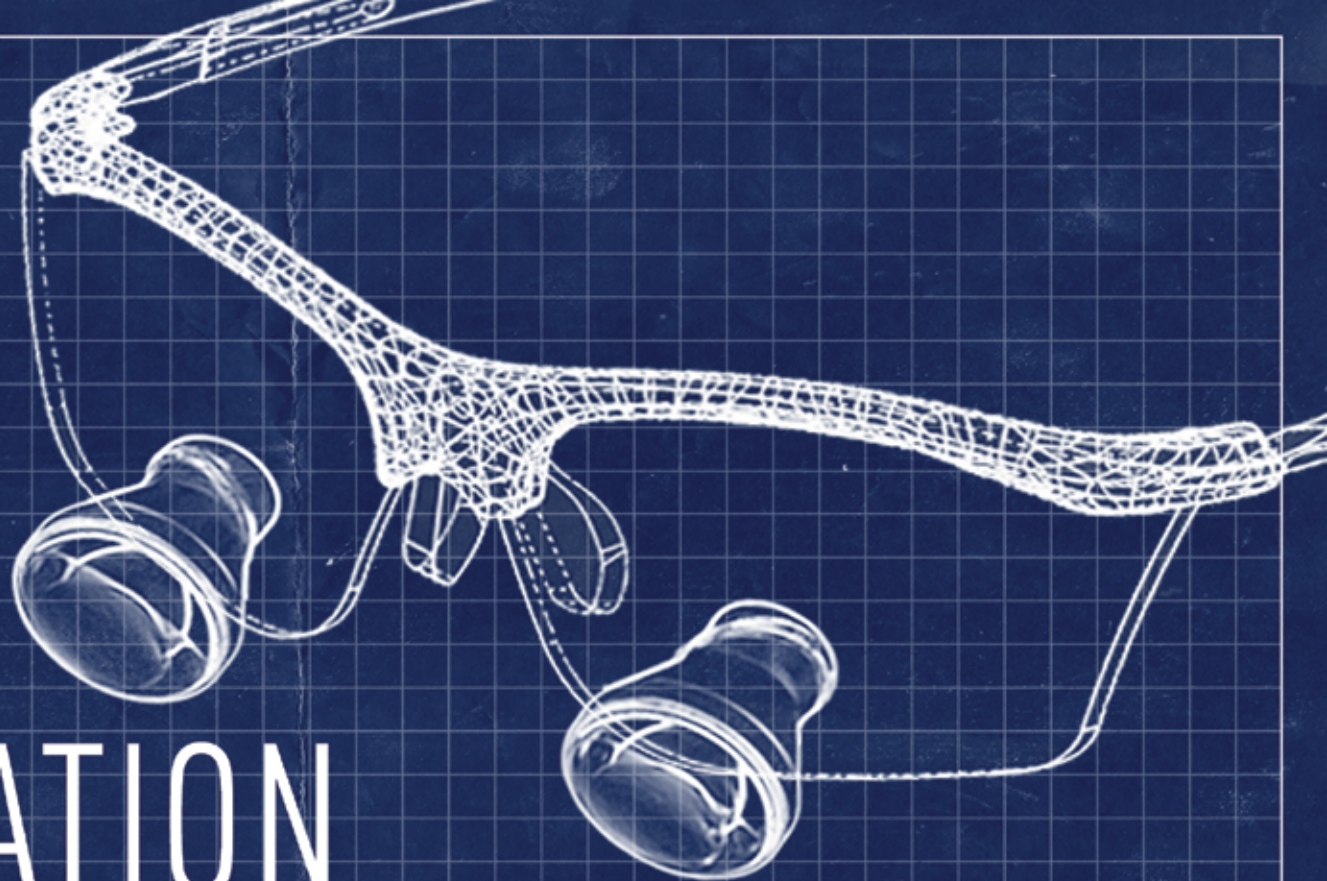
• Eric Beard and Andrew Lammers at Midmark have the newest dental cabinetry and treatment stations to show you at booth No. 516.



• Visit Eva Hernandez and Andrea Walker at the Trident booth, No. 625.



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