“The meeting presents a tremendous year-end buying opportunity,” Seldin said. “We have more than 550 exhibitors and 1,500 booths, as well as over 500 courses ranging from seminars to hands-on workshops.”

Courses are being offered in Spanish as well as English, a feature Seldin credited for the show’s ability to attract so many attendees from other countries.

“We make a strong effort to promote the meeting in other countries,” added general chairman John S. McIntyre. “Our emphasis is international as well as domestic.”

New York Mayor Michael Bloomberg was the guest speaker at the president’s luncheon, held Monday, November 26. Meredith Viera, current “Today Show” co-anchor, host of the afternoon game show “Who Wants to Be A Millionaire,” and former panelist on the morning kaf-feeklatch program “The View,” was the featured speaker at the event.

“Welcome to the Big Apple,” Bloomberg said before adding, jokingly, “people here spend a lot of money while you’re here. We need the sales tax revenue.”

Luncheon emcee McIntyre presented an “I Love New York” sweatshirt to NYU School of Dentistry Dean Charles Bertolami and thanked Sullivan Schein for the company’s ongoing support for both the GNYDM and the president’s luncheon. He also presented a plaque to Scott Holscher, territory manager for Solede Inc.’s Biotene. “Dry mouth is becoming more and more of a problem,” said Lisa Nicholson, vice president of international sales for La- clede Inc.’s Biotene. “Dry mouth is becoming more and more of a problem as the American population matures.”

You sometimes start looking at the teeth,” she said. “People will look to see: Has this one had plastic surgery?” In the same way, you sometimes look at teeth and say, “Are those real, or are they fake?” If they look fake, that’s no good. So the best dentists are the ones that make them look real. If you see the real white, white ones, it’s like, ‘hmmm.’”

She includes her own Manhattan dentist in the “best” category.

“My oldest was very scared of the dentist,” said the mother of three. “My middle guy, 80-80. After Lillie, my daughter, had her first time at the dentist, the dentist said he’d never met such a tough kid. No novocain, nothing. She’s a tough cookie. Our dentist here in Manhattan is Dr. Jed Best. He’s phenome- nal. He’s made it a positive experi- ence. Even Ben now, my oldest is fine. Of course now he’s on his way to college and he’s an adult.”

A rainstorm on the 26th put a damper on show floor attendance, some exhibitors said, but they cor- rectly predicted that Tuesday traffic would rebound.

“Sunday was a madhouse. Mon- day was really slow, and today is also quiet,” one exhibitor said on the 27th. “Wednesday should be really hectic because people who stayed away because of the rain try to see all the exhibits before the show ends. We’re hoping for good customer interest of course, but it’s the old story that ei- ther the hall seems dead or you’re swamped. You’re either scrambling to answer questions or you worry that you’re not reaching people.”

Companies in all branches of dentistry and related services pre- sented an array of products on the floor of the Javits Center. Melanie Holscher, territory manager for Sol- metex, said interest in the Solmetex Hi5 amalgam separator was high because of tougher state regulations against mercury waste from dental offices. Both New York and New Jer- sey are implementing strict new regulations, making the Greater New York Dental Meeting ideal for showcasing the technology.

Kuraray used a six foot tall robot to attract customers and emphasize its reputation for high technology. Regional manager Dan Bassano said a lot of people are looking at Clearfil Majesty Flow, the company’s new restorative composite resin.

Another product that attracted at- tention because of its physical ap- pearance was Discus Dental’s Zoom, its lamp and tooth whitening system. “This is our big new product,” a floor representative said. “It’s what we’re emphasizing and what is attracting the most attention.”

A maturing population that has more disposable income drove inter- est in sophisticated new over-the-counter products. “People are flock- ing to us,” said Lisa Naiman, vice president of international sales for La- clede Inc.’s Biotene. “Dry mouth is be- coming more and more of a problem as the American population matures.”

DOC at GNYDM

During a trade seminar on Nov. 26, The Department of Commerce (DOC) encouraged American den- tural manufacturers to export to over- seas markets. Although the U.S. re- mained the world’s largest national market for dental products, its share of the global market is shrinking, a trend that can only grow as the middle class increases in other nations and regions.