



David Stine [PRESIDENT]



# Quality Service Education

Fulfilling customer needs is Jensen's number-one priority.

As a company that prides itself on world-class products, personalized customer service, and exceptional education and technical support, Jensen Dental is committed to quality in every aspect of its business. David Stine, President, prefers to let customers speak about their relationship with the company.

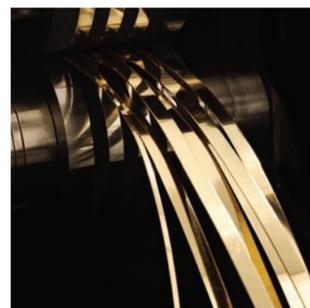
**Stine:** As the President of Jensen Dental, I would love to tell you all about our company, and the commitment our people have to providing our customers with high-quality products and services at a great price. Of course, you may think I'm a little biased, so I invite you to read the customer comments that follow, and let them tell you about Jensen. We'd welcome the opportunity to earn your business. [lab](#)

## QUALITY PRODUCTS

Jensen has the consistent and proven products you've come to know and trust, and our emphasis on testing and quality is a key component of our commitment to you.

*"With Jensen, it all starts with the products. Experience has shown that I can have full confidence in any product I buy from Jensen. The performance and value will be there - always. They use the best materials. They have already done the testing and removed the variables. It equates to better results not only for my lab, but also for my doctors. At the end of the day, this helps me differentiate my products and my business from my competitors."*

Chris May, May Dental Arts



## PERFORMANCE AND VALUE

We strive for true relationships with our customers, and we are committed to the success of their businesses.

*"Time is money in this business. Over the past 30 years, I have worked with many suppliers including multiple alloy companies. Jensen alloys are different. They save time in my laboratory. Castings have no bubbling or inclusion, and they take less time to polish. My crowns look gorgeous, yet my labor costs are lower. And, most importantly, Jensen alloys have a noticeable effect on the financial success of my business. The fact that their alloys are competitively priced is a bonus. I truly wish I had switched to Jensen years ago."*

Doug Marsh, Aesthetics Unlimited

## PERSONALIZED SUPPORT

We understand that your deadlines will not wait, and our highly trained staff is here waiting to help you when you need it.

*"Jensen takes support to a different level. They changed the way we look at refining. By working with us directly, Jensen was able to identify the causes of inconsistencies in our scrap returns from another refiner. Jensen developed a customized, disciplined plan for our laboratory, increasing the efficiency of our metal use and scrap collection. This immediately impacted our scrap returns and bottom line. They are a leader in delivering valuable and relevant insights through innovative forms of education and support."*

Justan Koch, Artisan Dental Laboratory



## WORLD-CLASS EDUCATION

From our famed Jensen Education Day in Chicago and hands-on courses to our newer online Webinars and study clubs, Jensen offers a full suite of educational opportunities to provide you with the technical and business insights to succeed.

*"I want to thank Jensen for the great event and warm welcome at the annual Jensen Education Day in Chicago. The Jensen education events have been an important part of our business development for more than 17 years. I also wanted to comment specifically on the welcome we receive from Jensen. I can barely think of another commercial relationship that has had as high a level of customer service. It's a philosophy of integrity that permeates the company. The respect and appreciation you have for customers is deep and genuine. Thank you Jensen for the great event, warm welcome, and for partnering with our laboratory for these many years."*

Lee Scullin, Scullin Dental Laboratory

## COMMITMENT TO THE FUTURE

Our commitment to our customers continues into the future. We are hard at work on exciting initiatives, highlighted by our recent acquisition of Chemichl AG, a manufacturer of world-class dental ceramics in Vaduz, Liechtenstein. An integral part of our comprehensive ceramic vision, this unique facility is an investment in providing customers with the next generation of innovative products and services.



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