

Integrated Dental Holdings is to acquire The Dental Directory group of businesses

Integrated Dental Holdings (IDH), one of Britain's largest corporate dental services providers, today announced the acquisition of The Dental Directory supply business. Further terms of the transaction were not disclosed.

Operating for over 40 years, The Dental Directory provides a range of dental products and services to dentists across the UK including:

- Dental consumables, including, Orthodontic, Oral Hygiene and Facial Aesthetics
- Dental equipment including installation and maintenance
- Hand piece repairs via Handpiece Express

With nearly 300 employees across four UK sites, the services are provided through a multi-channel offering comprising field based sales teams and engineers, a dedicated UK call centre, on-line and mail order capability supported by automated picking and packing systems from a central logistical base in Witham, Essex.

Terry Scicluna, Chief Executive of IDH said "Dental Directory is a well-established business delivering clear benefits to its customers and suppliers. The existing management team, which will continue to lead the business, has done a great job of delivering strong business performance and customer service. As part of the Dental Buying Group ("dbg"), we will have a comprehensive integrated consumables and service support structure in the UK for dental practises. We look forward to building on this in the future and further improving the quality of service provided to both Dental Directory & dbg businesses' customers and members."

Speaking on the transaction, The Dental Directory's Managing Director Martin Mills commented: "We are delighted to be partnering IDH. They strongly support our strategy to continue to grow and diversify Dental Directory's services and support to our customers. The prospect of greater co-operation with IDH, which operates one of the largest dental healthcare practice networks in the UK with over 600 practises, and with dbg, will significantly add to our ability to provide a superior, cost effective service to our customers."

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