

Scientific Metals



Scientific Metals founder Mark Weinberg watches over dental scrap melting.

Redefining the refining experience

Scientific Metals, a leader in the dental scrap refining industry, offers dentists a cost-effective approach to melt and assay their scrap. With no hidden fees, sales reps or third-party reps getting a percentage of the proceeds, dentists see an increase of 30–50 percent in their scrap return.

Below are two cases where a dental scrap batch analyzed by Scientific Metals was first analyzed by a different refiner.

Donovan Essen, DDS

Dr. Donovan Essen initially gave his scrap to a refiner through a dental supply distributor partnership and was notified that after his scrap was melted and analyzed, his settlement would be about \$3,700. Essen, knowing weights and metal composition, declined what he considered to be an unacceptable offer and had the melted bar returned to him. Essen read about Scientific Metals in *Dentaltown* and decided to send the processed bar to the company for assay and payment. He received \$5,712 from Scientific Metals—approximately 50 percent more than his initial settlement offer.

Andrew Kulick, DMD

Dr. Andrew Kulick initially submitted his scrap collection to his dental supplies rep, whose company had partnered with a refinery. Kulick told Scientific Metals his settlement offer (just under \$2,700) seemed low. When he discussed the breakdown with the other company, he was informed of all the charges and deductions in addition to the refining fees. As a result, he declined the offer and his material was returned. Kulick's colleague recommended he take his scrap to Scientific Metals, where he received \$3,554—32 percent more than his previous assessment.

Every day, Scientific Metals focuses on keeping its costs down so dentists can keep more of what's theirs. For more information, call 888-949-0008 or visit scientificmetals.com. ■