

SCIENTIFIC METALS

REDEFINING THE REFINING EXPERIENCE

Like most dentists, Dr. Kelly Waggener collects precious metal scrap in a small jar in her office, and sends it to a refiner every summer. A few years ago, her dental supply representative brought a metal refiner rep to her practice and told Waggener the two companies had a partnership and she would be pleased with the scrap settlement. Because they showed up at her office without warning, she didn't have time to do her homework about the scrap's worth.

A week later, Waggener received an email from the metal refiner stating that her final settlement was \$3,017.10. She had submitted similar amounts before and thought that price seemed very low, especially because palladium prices were soaring. She did some research and discovered that along with the 10% refining fee, there also was an "accountability rate" charge of nearly 30%. The refining company wanted to take 38% of her scrap's worth. She asked the company to return her metals, which she received shortly thereafter in the form of a melted bar.

FEWER FEES LEAD TO BIG SAVINGS

Waggener reconnected with Scientific Metals, where one of the owners said they could analyze and sample the bar without having to remelt it. He



explained that given the total charge of about 38% that she would have incurred, the bar's total value should be around \$4,900, and Waggener should receive about \$4,400 from Scientific Metals. The end result was \$4,450.39—nearly \$1,500 more than the original estimate.

HIGHLIGHTS

- **No sales reps.** Scientific Metals has no sales reps or third-party reps that take a percentage of dentists' scrap return. With fewer people taking a cut, clients can keep more of what's theirs.
- **No hidden fees.** Hidden fees can be crushing to a scrap return. Sometimes companies charge an additional 30% on top of the refining fee. At Scientific Metals, there are no hidden fees: There is complete transparency and no funny math.
- **Reputation.** Scientific Metals works with some of the most prestigious dental associations, which have entrusted the company with their members' precious metals.



For more information, visit scientificmetals.com or call **888-949-0008**.