

Like Teeth, Not All Precious Metal Companies are the Same

A Testimonial



by Tom Hershberger

Any lab owner who does crown and bridge work knows a thing or two about precious metal prices. With gold and palladium prices near all-time highs, I have to keep a close eye on our costs. Dentists have also noticed these historically high gold prices as their metal costs have risen as well. However, there seems to be a silver (pardon the pun) lining that comes with this. The old crowns and bridges that have accumulated over the years have also increased in value – in a big way. But, do your homework... and here's why!

A while back, I called one of my long-time customers who had just retired, James or "Dr. J" (no, not the basketball legend) to see if he wanted to do lunch. He told me he couldn't make it because he was packing his scrap metal collection of many years to drop off for shipping to the refinery. He had been accumulating extracted crowns and bridge

work for many years.

Over the previous couple of weeks he had done due diligence on this transaction. He started off by calling the local scrap guy who offered to come by the office, weigh and inspect the material and pay cash on the spot. He intuitively knew that the cash offer would be at the low end of the spectrum, but thought this would be a good starting point. The local scrap guy came in with crisp \$100 bills and offered to buy the entire lot for \$11,000 in cash. While the offer was tempting, he respectfully declined the offer and was immediately offered an additional \$1,500, increasing the total offer to \$12,500, which he also declined.

His next step was showing his scrap collection to a colleague who had recently turned in his own scrap collection to the refinery. His colleague informed him that he thought the jar was probably worth about \$20,000. Dr. J curiously asked his colleague where the \$20,000 estimate came from. The colleagues' response was that he himself had recently turned in his own scrap to a refining company and had received about \$17,000. While the compositions of the two jars were visually comparable, Dr. J's jar was slightly larger and gold prices were slightly higher now, so it might amount around \$20,000...

During the conversation, I was tempted to put in my two cents and recommend he try the precious metals company I use, which I have found to deliver the highest and most honest scrap returns – Scientific Metals. At the very end of our conversation, I had to interject. "Dr. J, you might want to consider trying..."

I was immediately cut off with him saying "Tommy, I knew you would do this." I replied, "Just call Dave at Scientific Metals."

All I heard was Dr. J utter a sarcastic "Goodbye, Tommy" and the phone went dead. I chuckled and went about my day. Three weeks later I received a delivery at my office of a tower of chocolate treats with a card that read "Tommy, Thanks for your advice. Thumbs up for Scientific Metals. More than \$30,000..." signed Dr. J. I bet Dr. J's colleague is wondering "What if?"

Contact Scientific Metals at 888-949-0008 or www.scientificmetals.com ■

Author's Bio

Tom Hershberger is the owner of Hershberger Dental Laboratory located in Glendale, Arizona. Hershberger Dental has been serving the dental community with outstanding products and services for more than 30 years. For more information on Hershberger Dental Laboratory, visit www.hershbergerdental.com.