

# Patience is a Virtue

*The new way to process old scrap metal*



by George Doskoris, DDS

It seems difficult to go three days without seeing a brochure or a small jar from a scrap metal company piled up on my desk. It also seems that at least once a week my receptionist tells me that a guy with a scale comes around and offers to buy our scrap metal from us. She even tells me some of the creative sales pitches she has seen – including buying the staff a pizza, Starbucks gift cards, Panera Bread bagels – you name it, we've seen it. I used to sell my scrap metal to a guy like this, as do many dentists. The scrap buyer was a pleasant and funny fellow and the staff was thrilled when he came around for them to get some “office cash.”

While I was always curious to find out how much my scrap was really worth, it wasn't a big deal because the office would receive several hundred dollars and the staff up front could sell some old jewelry, etc. As I watched the gold prices soar for the last few years and the frequency with which the office was being solicited for our scrap, I thought the scrap must be of considerable value – which would explain why so many people wanted it so badly.

I called one of my colleagues who had been practicing for many years and sought his advice on what to do with my scrap metal. He referred me to a company called Scientific Metals and told me “try them, I think you'll be very happy.” I responded by saying “I don't think I have ever heard of them nor have I seen any literature in the mail from them.” He asked if I wanted their brochures in the mail or an accurate return for the scrap. I went to their Web site and read about their affiliations with dental associations. I decided to give them a try. I called their office and spoke to a woman who scheduled the pickup for me and told me that FedEx would bring me a shipping label when they picked up the box. All I had to do was place my scrap in a small lab box, put my name inside, and have it waiting at the front desk for FedEx. FedEx came that very day and as promised, brought the shipping label and slapped it on the box. I took down the tracking number so I could track the package if necessary and off the package went. The staff at the office was a little reluctant because they did not want to wait a week for the money, and told me they were quite happy with the amount they had been receiving from the guy who came by the office. I made them a deal that if the money we got from Scientific Metals was less than what we were used to getting, I would chip in the difference. The staff told me they were expecting anywhere from \$400-600.

To make a long story short, a week later I received an e-mail saying the scrap had been processed and we were getting a check for \$1,247. Needless to say, the staff no longer cared about waiting a week to get the money. My two cents worth: wait a little longer for the money and send it in. The extra wait is well worth it.

**Scientific Metals can be contacted at 888-949-0008 or visit their site at [www.scientificmetals.com](http://www.scientificmetals.com).** ■



## Author's Bio

**George Doskoris, DDS** of Beverly Hills Smiles works with some of the nation's leading dental practitioners and has substantial experience in both cosmetic and advanced restorative dentistry. Please visit [www.bhsmilecenter.com](http://www.bhsmilecenter.com) for more information.

