



Newsletter: May 2007

Dear Dentists, Nurses and Receptionists,

I thought I would reflect a bit on the state of many laboratories 1 year after the new contract for NHS dentistry was introduced by the Government.

The effect as you can imagine has been a substantial reduction in laboratory work. Obviously multiple unit bridge works and cobalt chrome work have seen a significant fall, by more than 80%. Single unit crown and bridgework both bonded and all metal is reduced by about 40 50 %. Full/full dentures and partial dentures* have fallen by about 30%. (* Single tooth partial dentures have increased by 68%).

These figures were taken from a survey some by the Dental Laboratories Association and show the hardship that many laboratories are suffering. This has now evidenced itself by a rising number laboratories ceasing trading and making staff redundant.

Luckily much of Phoenix's work comes from private dentistry and if were not for this then we too would certainly be in financial dire straits by now.

Even for us though, with this dramatic fall in business these are difficult time and we thank all our clients for their continued support.

All our futures are tied up with offering high quality treatments to patients using state of the art materials and techniques. As always our staff is available to help you make treatment choices by supporting you in the planning process of treatment, offering some choices you may not have considered or knew were now available. With such a huge range of options available it is worth sending us some study models/ photographs/ x-rays or whatever so we can discuss some different treatment outcomes with you. With large reconstruction cases, especially when implants are involved, wax diagnostics are invaluable for evaluating potential aesthetic results and discussing them with patients.

So, send us your worst and see if we can help!!

Yours faithfully

David Smith



REGISTERED MEMBER