



Newsletter: April 2009

This month Phoenix will begin introducing some new price increases.

I am very sorry, in this difficult climate to have to do this but unfortunately due to large rises from materials imported from Europe and the U.S.A (as most of our materials are) coupled with the weakness of the pound against most other currencies. Some materials, especially porcelain, silicon and alloys have risen by up to 40% since last September. I hope that most rises will be kept within 4% but some items affected by the material increases will have to increase slightly more.

I visited the **International Dental Show** in Cologne last week which makes you wonder where these excessive price increases end up. The sheer scale and opulence of this show makes it quite unique. A statistic someone told me if you walked at a normal pace past every stand, without stopping, it would still take 5 hours to see everything. For me the really interesting things were the new intra-oral digital scanners that eliminate impressions and the 185 different Cad-cam systems on display. For many people it would be difficult to distinguish the show from a computer/IT exhibition.

Nobel have a new scanner (which can scan impressions) and software that allows the complete manufacture of implant abutments (most systems), any type of super structure including bars, telescopic crowns and precision attachments all within the same software and then milled at their Procera facility in Sweden. I was awe struck at it's capabilities, no longer just producing copings in any material but now implant abutments (in for all the main systems), complex implant retained devices such as milled beams incorporating precision attachments and of course a milled working model, phew!

The GDC have just issued Guidance on **STANDARDS ON COMMISSIONING AND MANUFACTURING DENTAL APPLIANCES** available from their website. I feel it falls far short of protecting patients and does not even fulfil the requirements of the new Medical Device Regulations 2008 which I will cover in more depth in my next newsletter.

Thank you for your continued support.

Kind regards,

David Smith

