



# Maurice Hood Dental Laboratory Ltd

## Updated Price List

We are issuing an updated price list from 1st January 2011. As usual we have taken the opportunity to bring things up to date as well as review some of the products and services we offer. Should you have any issues or concerns over the new price list please let us know.

### VAT Increase

There has been a large and steady increase in some of our material costs, gold and precious metal prices being especially hard hitting. As well as the increases in our general material prices we now face the extra cost of the rise in VAT.

Despite some huge cost increases we honoured our previous pricing. Although we have had to increase some prices we have kept any price rise to a minimum with some prices being held. We have partly done this by changing the way we charge for some items.

### Crown & Bridge Metal Prices

We have largely held our NHS crown & bridge prices for well over two years. This time we have had to apply a small increase to some of the items but the main change, and the biggest reason for issuing the new pricelist, is we have had to move to charging almost all crown and bridge work that has a gold or precious metal content to 'plus gold'.

We have always tried to offer 'all inclusive' pricing but the cost of metals has risen so sharply we have been in the position of barely covering the metal cost of the crown over the last few months with the pricing as it was. To give you some idea of the rise 60% yellow gold is now approaching £30 per gram and the average weight of a gold crown is two grams! This has been a reluctant decision but with precious metal prices looking to continue to rise we have had no choice. Charging this way also means you will get the benefit of any fall in metal prices almost immediately.

### Shade Changes & Flexible Dentures

The other main changes, on top of the 'plus metal', is a move to start charging for changing the shade from a previously quoted shade and having a fixed price for a flexible denture.

As mentioned, at Maurice Hood we have always strived for simple all inclusive pricing, including in most instances not charging for shade changes. Even in the past, when it comes to try-ins, in most cases we were unable to reuse the teeth. Now with health and safety issues all teeth we have previously used and have been tried in the patients mouth we have to throw away.

The cost implications for this are easy to see when the list price for the teeth on a NHS F/F is around £18 and a similar set of Enigma teeth would be £85. We will still do all re-trys free of charge but if the shade is changed we will start charging for the cost of the replacement teeth. We would however remind you that we supply the vast majority of prosthetic shade guides free of charge to our customers, please let us know if you do not have a correct shade guide.

### Price List in Other Formats

Expanding on the introduction of our price list on a CD we can also e-mail you a slightly reduced resolution version for viewing on a computer. Both versions are in a fully searchable format which allows for ease of finding the information you are looking for.

Please let us know if you would like one of the alternative versions of our price list.

### CHRISTMAS and NEW YEAR HOLIDAY DATES

We will close for the Christmas Holidays at close of business on Thursday 23 December 2010 and re-open on Tuesday 4 January 2011

We would like to wish everyone a Happy Christmas and a prosperous New Year



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LABORATORY NEWS

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