

# Labfocus



Celebrating 20 years  
of cosmetic excellence



## BDTA SHOWCASE REVIEW

This years BDTA showcase in London proved to be bigger and better than previous years.

The three day event allowed us to meet our clinicians and we would like to thank you all for making the effort to visit our stand during the event.

We received so many positive comments about the standard of our work from dentists and experts in the industry and it is nice to hear that our dentists all appreciate the improvements we continue to make.

*It is nice to see a quality UK based lab here representing the UK dental market - BDTA Spokesperson*



## SUB CONTRACTING - MORE COST LESS QUALITY

Sub contracting increases cost and drives down standards .....FACT !!!

At present over 130 labs throughout the UK send work to us on a sub contract basis. Many of these labs do not tell the clinician where the work is being undertaken as they charge the dentist a premium for their service.

As a full service laboratory we undertake all work in house from start to finish...this keeps our costs down so that we can pass the savings onto you and not another lab.

Why not try us out directly for Chrome work or CAD / CAM milled restorations and raise standards whilst saving money in the process.

## "BEST DENTAL LABORATORY" AWARD



Our crown and bridge department have always produced fantastic standards of work and this year we have been recognised for our hard work.

The laboratory are finalists for this years "Private Dentistry awards 2010" under the category "Best Dental Lab".

This prestigious event showcases the very best of dentistry within the current UK market and to be part of this is a great achievement.

The event is being held in London on November 5th, results will be published shortly after.

## COURIER SERVICE EXTENDED

Worried about your impressions going off ?? Why not send them via our fast , reliable FREE nationwide courier service.



The service now covers the entire UK and is guaranteed to get your impressions to us within 6-8 hours providing you with peace of mind and traceability.

**Restrictions apply contact us for more details\***

## IMPROVED CUSTOMER SERVICE



In an attempt to improve customer services within the laboratory we now have a dedicated team to deal with any of your queries.

Andrea Williams (pictured) will be more than happy to deal with any of your customer service questions alongside the rest of the customer support team.

## CHRISTMAS OPENING HOURS

With Christmas only 8 weeks away we wanted to provide details of our Christmas opening times.

The laboratory will be open until Friday 24th December and will re-open on Tuesday 4th January 2011.

The last postal day to send work to us will be Tuesday 14th December if required back by the 25th.

## NEW MDD LEGISLATION

As from earlier this year it became compulsory that all dental labs within the UK had to make available a patient "statement of conformity" for all dental work.

This statement provides the clinician with peace of mind and states the origin of where a restoration was manufactured.

If you require a copy of this document for your dental work then please contact the laboratory who will be more than happy to assist.

## NHS INLAY SCAM

It has been exposed that some DAMAS labs are not providing 60% precious metal for inlay's.

As a DAMAS lab ourselves we adhere to the strictest rules and provide precious metal identification cards for all precious metal restorations to provide you with peace of mind.

## DEPARTMENTAL FOCUS - PROSTHETICS

Our prosthetic department is enjoying great success at the moment due to the high demand for our private work, Valplast and Enigma dentures. Due to this popularity we will continue to provide these services but **only** to our existing clinicians. We now have a waiting list for new surgeons requiring private prosthetic work.



A Valplast technician

All our private work is undertaken by technicians with no less than 10 years relevant experience. This ensures our standards remain the very best.



Enigma dentures offer the very best for patients in terms of natural looking dentures. The patients gingival colour is shade matched to ensure the most cosmetically pleasing result for patient and clinician.

The cost of Enigma dentures from the lab are a lot less than you might think. Manufactured by GDC registered technicians they come with Enigma teeth from Schottlander and delivered in a presentation box.

Ian Jamieson runs the busy department which consists of 14 members and is passionate about prosthetics and the standard and quality that we deliver.

For more information about Enigma dentures please ring the laboratory and speak to Ian who will be more than happy to assist.



*"Dentures are always a problem for clinicians but our experience, technical ability and the fact we discuss cases with you ensures that together we can create great fitting dentures"*

Ian Jamieson - Prosthetics manager

