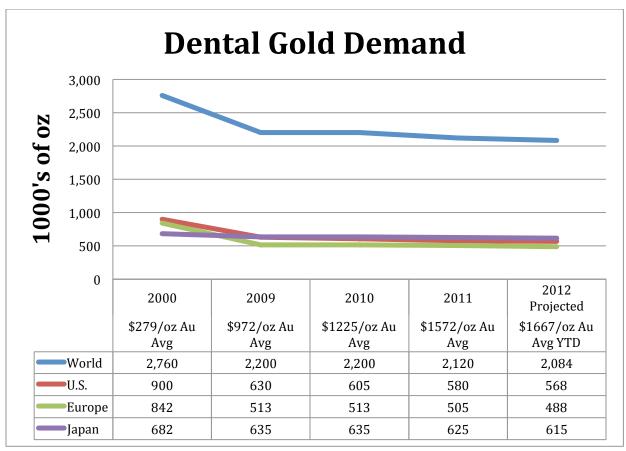
December 2, 2012

## U.S., Worldwide Dental Gold Usage Declining

Dental - Medical Gold Demand



Source: cpmgroup.com

Worldwide demand for Dental-Medical gold demand has been declining consecutively since 2006 and has dropped considerably since 2000. Annual dental gold demand is co-mingled with medical gold usage. Per the CPM group, the dental gold demand is about 2/3's of the total Dental-Medical figures.

Dental gold demand in the U.S. has been slipping for over a decade. As gold prices have risen, substitution, alternatives, technology and out-sourcing to gold for dental prosthetic restorations have taken place. However, gold is still a material of choice for many dental professionals, especially for full cast posterior restorations. Gold restorations are proven, durable, corrosion resistant and likely lasts longer than metal-free alternatives.

Substitution to lower gold alloys and palladium-based alloys in lieu of more noble, higher gold content alloys continues to take place.

Increased use of non-precious (NP) alloys is at the expense of gold and palladium alloys.

Use of metal free dental restorations for anterior as well as posterior teeth have been increasing as alternatives to precious metal dental gold and palladium prosthetics.

Rapidly growing dental technology is further reducing the demand for gold. Technology systems are now delivering prompt, precise digital, milling and waxing alternatives to that which was promised in the 1980's. Also, dental labs and dental clinics have embraced the new technologies, as the digital restorations can be easily priced, in contrast to uncertain gold and palladium precious metal prices.

Chairside CAD/CAM dentistry affords the practitioner the ability to produce tooth colored prosthetic restorations on-site.

The National Association of Dental Laboratories estimates that 38% of dental restorations are now being made offshore.

Gold prices are likely to remain high and thus gold demand may continue to decrease. Price and technology appears to be a dominant driving factor in this trend at the moment.

John Maguire Presi dent