

Dental Award for InSafe

THE InSafe Needlestick Protection System has won the Product Innovation of the Year Award at the prestigious Dental Awards ceremony, held at the Royal Lancaster Hotel in London. Judges were

impressed by the comprehensive development programme behind the system, which make it the first complete solution to the problem of needlestick injuries in dentistry. Ian Schottlander, on behalf of Schottlander who distribute the system in the UK, said: "For the first time there is a low cost, simple way to protect the dental team from this real and growing danger. InSafe feels like a traditional syringe; it uses standard dental

needles and doesn't require any change of technique by the dentist. The needle remains completely protected when not in use and it is easily disposed of directly into the sharps box".

The InSafe System was developed by Alan Segal and his team of designers at Asteek Innovations Ltd in Altrincham, Cheshire. They set out to provide a solution to this significant and dangerous surgery problem. As Alan put it: "Dentistry offers more chances of needlestick injuries due to the multiple applications of anaesthetic, passing the unprotected syringe between the nurse and the dentist, re-sheathing,



Ian Schottlander and Alan Segal with the Product Innovation of the Year Award for the InSafe Needlestick Protection System the needles, and during the process of unscrewing and disposing of the needle. We have worked for more than five years to develop a system that protects against not just some of these dangers, but against all of them".

Practice Plan jump 10,000 feet for charity

TAKING to the skies at the end of May was a number of staff from custom-branded dental plan provider, Practice Plan.

Several members of the team, based in Shropshire, flew up in an aircraft and then subsequently

plunged 10,000 feet out of the side of it in order to raise money for a number of charities. Managing director Nick Dilworth (*pictured*), customer service advisors Jenna Parry and Becky Austin and IT systems administrator Jamie Dallow, all had their adrenaline pumping as they participated in a tandem skydive. The team have raised £1054 so far, which will be donated to both Macmillan Cancer Support and the NSPCC.

Commenting on the day, MD Nick Dilworth said, "All the staff at Practice Plan consistently go that extra mile in whatever we apply ourselves to, but this time we went higher! I am personally extremely proud to be part of a team that goes to great lengths, combining a 'can do' attitude with a zest for fun, to raise money for worthwhile causes."

Jamie Dallow added: "Seeing the ground from 10,000 feet in the sky was extraordinary, the adrenaline was pumping and it was an amazing experience. However, the team did mention I was slightly white in the face when I reached the bottom!"

Bob Cummings, NASDA's tax specialist, also of Morris and Co, explained that when a person's income exceeds £100,000 the personal tax allowance is gradually eroded and eventually reduces to zero as profits rise. "Dentists earning more than £100,000 will therefore see their tax bills increase even if their profits remain the same. For those earning over £150,000, the highest income tax rate also increases from 40 per cent to 50 per cent."

Denplan supports NSM

DENPLAN is once again supporting National Smile Month run from the May 17 - June 16.

Denplan has created an awareness poster, which also doubles as an information leaflet, so that member dentists can not only promote National Smile Month to their local press, but their businesses too.

Roger Matthews, chief dental officer at Denplan commented: "There is mounting evidence that people who suffer gum disease are more at risk of

serious general health conditions such as cardiovascular disease, strokes, diabetes and low birth weight babies.

"National Smile Month is something that we here at Denplan support whole-heartedly and our new posters can help practices encourage their patients to maintain good oral health while also promoting their practice."

For more information about National Smile Month please visit www.nationalsmilemonth.org

THE latest budget on April 22 announced various tax rises which will increasingly affect the wealthy but pretty much

everyone else as well. There really has never been a better time to make the most of the tax breaks that are available to you.

The annual ISA allowance is increasing from £7,200 to £10,200 of which half can be saved in a Cash ISA. The limits apply from October 6 for those aged 50 or over and for all investors from April 6 2010.

With regards to pensions, for those with income between £43,875 and £149,999 per year you will still be entitled to claim 40 per cent tax relief on your pension contributions.

For all dentists earning more than £150,000 or more this year (or in either of the last two years) then, from now on, you will only be able to claim higher rate relief on the first £20,000 you contribute.

Chancellor bites back

DENTAL principals are amongst the taxpayers likely to be hardest hit by the Chancellor's Budget proposals, especially those with the more profitable practices. This is the warning from Nick Ledingham, of Morris and Co, Specialist Dental Accountants.

Statistics from the National Association of Specialist Dental Accountants (NASDA) indicate that this will affect a proportion of practice-owners, both NHS and private. Nick, who is chairman of NASDA, commented: "There will be little incentive for many principals, particularly those in NHS practices, to undertake additional work, despite the fact that the proposals are designed to kick-start the economy."

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Bob predicted that dentists who had not incorporated might consider doing so because of the potential for reducing tax liabilities. But he stressed that all the pros and cons should be considered

first. "I am sure Morris and Co and all NASDA accountants will be working particularly hard to put in place tax strategies to ensure that their dental clients pay the minimum amount of tax legally possible."

Nick added: "It should be noted that in recent years not everything that the Chancellor has presented in his Budget speech has ultimately found its way into Statute. We will therefore have to wait until the Finance Act receives Royal Assent at the end of the summer before we know the final details. However, it is clear that the Chancellor is intent on increasing taxes and has his sights set on high earners."

NEWS IN BRIEF

BUDGET SURVEY: Nearly three-quarters of dentists were unable to quote the correct maximum allowance for a stocks and shares ISA, 69 per cent were uncertain about cash ISA limits. The findings come from a pre-budget survey, carried out on behalf of Wesleyan Medical Sickness, and highlight confusion over ISA limits. They also raise concern over whether these dentists will benefit from the increased ISA limit which will allow those over 50 to save up to £10,200 (£5,100 in cash) from October 6 2009. Other savers will need to wait until April 6 2010.

DENTAL SURVEY: Almost one in five managers working in the retail sector has a problem trusting their staff when it comes to taking time off to visit the dentist, research released reveals. According to Simplyhealth's Annual Dental Survey, 17 per cent of retail bosses dictate when employees can visit the dentist and actively discourage any visits to the dentist during working hours. According to the Confederation for British Industry, staff absenteeism cost the UK economy £13.2 billion in 2007, with the average employee taking almost seven days off due to health-related issues.

BLUE IMAGE: Dental marketing specialist Blue Horizons has given itself an image makeover. Its funky new look incorporates a simple, contemporary logo, together with a dynamic device to add interest and flexibility. Blue Horizons is also developing a new company website, which will reflect its branding and make it easier for visitors to find exactly what they are looking for. Blue Horizons offers a full choice of marketing services, including brand image, websites, welcome packs, patient literature, e-marketing and videos. The company can be contacted on 01242 236600, e-mail info@bluehorizonmarketing.co.uk www.bluehorizonmarketing.co.uk

Finally the pension lifetime allowance will be frozen at 2010/2011 levels until 2015/2016 which could affect dentists with significant NHS earnings or personal pensions. The annual limit will be £255,000 and the lifetime allowance £1,800,000.

The national debt now stands at more than £740bn and that burden will inevitably fall on the taxpaying population. Higher rate tax payers particularly therefore need to take action now to protect their income, savings, investments and pensions from the recent and no doubt future tax increases.

The figures are for guidance only and reflect the position at the time of writing. The value of investments can go down in value as well as up. It is important that you understand the risks and commitments. Essential Money, Ltd is authorised and regulated by the Financial Services Authority. Thomas Dickson is a Certified Financial Planner(CfP) and director of Essential Money, a firm of independent financial advisers who help dentists across the UK manage their money and achieve their financial and lifestyle goals.

By Thomas Dickson, Essential Money

TA X I P S

"Let's look at the issue of the recent Budget announcement..."