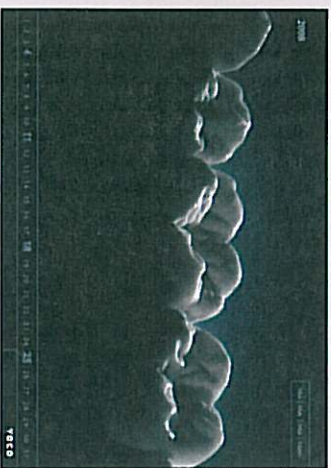


## VOCO calendar distinguished

THE 2008 VOCO calendar was distinguished with a "bronze" rating in the category of advertising and image calendars at the opening ceremony



The bronze-rated VOCO 2008 calendar's May image

## Site expansion

ADVANCED Healthcare Limited (AHL) has announced that it will be expanding its dental materials manufacturing site during the first half of 2008. The main factory will remain in its current position but by acquiring two adjacent units the company will be able to move its packaging and raw materials warehouses, offices and laboratories next to the factory, making a more convenient and efficient set-up. The new units are currently undergoing complete renovation in an extensive investment programme including mezzanine floors and complete refit.

Doorways between the factory and the new units will effectively combine them into one building. Until now AHL has occupied four separate buildings close to each other in the same industrial estate. Once the new units are ready, AHL will move out of the old offices, warehouses and laboratories. This will be phased to make the project smooth and easy, unlike a full scale move might be. Since the manufacturing facilities will not be affected and no fixed machinery will be moved, AHL is not expecting any disruption in the supply of its range of dental materials.



of the 58th International Calendar Exhibition in Stuttgart, Germany.

Under the title "Perfect Teeth" the mirror finish, DIN A2 format VOCO calendar by Ingo Rötthale displays unusual photographs of teeth taken from an artistic perspective and with a high aesthetic standard. VOCO thus used the calendar, a medium that has long been considered an art form in its own right, to put the aspects of both healthy and beautiful teeth in perspective. An increasingly popular request is for direct, highly aesthetic anterior restoration which VOCO has satisfied with Amaris, for example, its successful composite. Special requests of another kind unfortunately cannot be met right now by the dental material manufacturer: the award-winning VOCO calendar is momentarily out-of-stock due to its high demand.

## Dental Service Direct new site

AFTER a long time searching for the perfect location, Dental Services Direct is delighted to announce the recent opening of a new Blackburn based northern office and showroom. Conveniently situated for both motoway and major road links, the building offers a base for the customer services team



Customers are welcome to visit Dental Service Direct's new site

and equipment and hi-tech sales teams.

Customers and potential clients are welcome to visit the showroom and try out the latest equipment before they commit to buy; in fact they are positively encouraged. The site is also the base for the northern service team. They are organised using a computerised diary management system and are all equipped with Personal Data Assistants (PDAs) so they are in touch with the office throughout the day. All Dental Service Direct service engineers are fully trained, with a great deal of experience and charge a reasonable hourly rate with absolutely no call-out fee.

## Supply Chain contract win

THE Dental Directory has been awarded the exclusive contract to supply dental consumables to the secondary care market. NHS Supply Chain was given the task of reducing the cost of sundry items to this sector whilst simultaneously matching the service levels of the primary care market. A successful pilot coupled with a competitive tender, gave NHS Supply Chain the confidence they needed to appoint The Dental

Directory, an organisation they felt would facilitate the implementation of government objectives.

Mike Volk, sales and marketing director for The Dental Directory, said: "When invited to tender for this contract it was clear to us that the philosophy for servicing the secondary care market should be exactly the same as that when supplying an individual practice. With the benefit of technology we offer the widest, most reliable and

online will still have until the end of January.

So, I've got a few tips to make things easier for both you and your accountant:

If you have a buy to let portfolio, switching to an 'interest only' mortgage has the advantage of making your tax return easier to complete. Buy to let borrowers get tax relief on mortgage interest payments, so you can set all payments on an interest-only loan against mortgages only part of the monthly payment can be offset. To check how much of it goes towards interest, contact your mortgage lender or broker.

## Online resource

WWW.SHAREDDENTAL.CO.UK is a new website that will be an invaluable resource for the dental team including the dental trade. The site, while not fully launched till April 30, has a front page, areas where you can read about the new site and be informed about its progress. Those registering early will be eligible for preferential membership rates.

The aim of Share Dental is to provide easily accessible CPD for the whole dental team. This will be provided in two ways. Firstly, there will be forums for the different disciplines within dentistry plus a general forum for the whole dental team. Secondly, there will be online articles and papers which will have a questionnaire.

Share Dental is negotiating the provision of CPD articles with senior lecturers and tutors. It is aiming to build an online library of academia as new articles are added each month. These articles will have a questionnaire for the reader to complete online. The results will then be printable and will count towards verifiable CPD. The company is looking to expand the CPD library by creating partnerships with education providers so that there are articles suitable for the whole dental team. Anyone who would be interested in contributing to the site should contact Nigel or Lynne at cpd@sharedental.co.uk. The founders would like members of the dental trade and equipment manufacturers to be actively involved in the site. They would like any input from professionals who may be wishing to launch a new product or perhaps they may provide an article that promotes a service or product. The site also has advertising space in the form of banners which will have links to company websites. If you are interested in advertising contact advertising@sharedental.co.uk.



efficient service, with competitive pricing assured. The investment and consolidation of services in the secondary care market is long overdue and we welcome the opportunity to ameliorate many of the shortfalls in the system."

As for pensions the government currently offers 22p for every 78p contributed to a pension. A higher rate taxpayer saving into a personal pension can claim a further 18p, but it can be easy to get it wrong.

You are supposed to include the gross figure – which is the amount you paid into a pension with basic rate tax added. So if you paid £780 you should enter £1,000. You then receive higher rate relief worth £180.

Those that were fortunate enough to take out life assurance in 2006 and bought a Life Assurance with Tax Relief plan are able to claim the same 18 per cent as higher rate tax payers.

## NEWS IN BRIEF

**SIX MONTHS:** Hamilton Fraser Insurance has launched a new six-month Medical Malpractice Insurance Policy for practitioners who want to trial the practice of aesthetic treatments. The policy will enable practitioners to consider starting an aesthetic practice without the cost of a full year's commitment. If after this period the practitioner decides they wish to continue with aesthetic treatments, they can renew the policy for a further 12-month period. This offer is only available to practices that cover botulinum toxin and temporary dermal filler treatments and will only cover work performed in the UK. To find out more or to obtain a quote call Hamilton Fraser on 0845 310 6300 or click [www.hfms.co.uk](http://www.hfms.co.uk).

**CHINESE ACQUISITION:** Cefia Dental Group has announced acquisition of Suzhou Victor Medical Equipment with a view to strengthening its local presence in China. Key to Cefia's strategic expansion into potential growth areas, in terms of markets, products and technologies. Following the launch in 2007 of Cefia Dental Group's third brand, M/Play, high-tech imaging solutions and digital radiology for dental professionals, Suzhou Victor Medical Equipment becomes the fourth name in the growing brand portfolio.

**GENERAL MANAGER:** Septodont is delighted to announce the appointment of Michael Carn as general manager for the UK and Ireland. Mike brings a great deal of dental experience to the role having worked for a number of dental companies in various senior roles including 10 years with Dentsply and more recently at Astra Tech. Originally a qualified technician with a broad knowledge of dental products, techniques and technologies, Mike is looking forward to building Septodont's UK business, working with the established team and through the dealer network, up and down the country and in Ireland.

Make sure you put in the correct figure on the return or advise your accountant accordingly.

If you're in doubt about what to do, there's lots of help available – simply contact HM Revenue & Customs directly ([www.hmrc.gov.uk](http://www.hmrc.gov.uk)), your accountant or your Independent Financial Adviser.

● The figures are for guidance only and reflect the position at the time of writing. Essential Money Ltd is authorised and regulated by the Financial Services Authority. Thomas Dickson is a Certified Financial Planner/CIM and director of Essential Money, a specialist firm of independent financial advisers who help dentists across the UK manage their money and achieve their financial and lifestyle goals.

**TAX TIP**

By Thomas Dickson, Essential Money

**"Let's look at the overhaul in the tax self assessment system..."**

FROM April this year there will be an overhaul in the self assessment system, making it vital to get your affairs in order by then. If you make a genuine mistake there will be no penalty, but if you deliberately understate your tax, the fine rises to 70 per cent or 100 per cent of the unpaid tax if you don't co-operate or act promptly.

From April the deadline for filing paper self assessment tax returns will also be brought forward by three months – from the end of January to the end of October. Those who miss the deadline can expect a £100 fine, plus interest on any tax owed. Taxpayers who file their returns