Polyclinic opens up for business

The first in-store supermarket ‘polyclinic’ complete with a dentist, GP, pharmacist and podiatrist has opened.

Sainsbury’s in Heaton Park in Manchester, now has the first polyclinic offering both private and NHS healthcare facilities.

The dental surgery at Heaton will be open seven days a week offering a wide range of treatments including check-ups, crowns and implants.

Sainsbury's launched its first dental service in a supermarket last September in Sale in Greater Manchester, and it now has up to 5,500 patients registered.

David Gilder, head of professional services at Sainsbury’s, said: ‘Sainsbury’s Heaton Park is the first UK supermarket to enjoy an integrated healthcare facility with a dentist, doctor, pharmacy and podiatrist all on-site.

Our experience at Sainsbury’s Sale shows us that the combination of a convenient location, flexible opening hours and competitively-priced treatments will be very popular with local residents, many of whom will have found it difficult to access private dental care before now.’

Graham Stringer, MP for Manchester Blackley, said: ‘The opening of the dental surgery is great news for the people of North Manchester. The success of the doctors based in the store shows that there is a real need for easy access health facilities.’

BDA’s practical seminars

The British Dental Association is holding a seminar to offer dental professionals advice and information on funding a practice and the challenges they may face when setting up a practice from scratch. The one-day seminar will be held on 15 March at The Menzies Hotel, Glazebrook.

The event, Setting Up In Practice aims to answer a range of questions - from the philosophi-cal ‘is this right for me?’ to the more practical, day to day issues potential practitioners may face. A spokesman for the BDA said: ‘This successful BDA seminar is now in its twelfth year. It’s a great opportunity for those dentists who are considering setting up on their own for the first time and covers all aspects of either buying into an existing practice or the challenges faced when establishing a practice from scratch.’

Watch out for tax traps

If full market rent has been paid by the practice to the partner after 5 April 2008, there would be restricted relief. This might include profit sharing arrangements where only the property owning partners get an initial fixed profit share. Fortunately, said Mr Frewitt, disposal of practice goodwill would be in the hands of the surviving partner, so it would not be treated as a disposal of part of the business. However, if the practice is incorporated then there are more detailed requirements to qualify for the relief.

For more information, contact John Frewitt on 01784 497100 or jfrewitt@menzies.co.uk. Alternatively, to find a NASDA member in your area, go to www.menzies.org.uk or call 0870 601 0250.

CODE launches contract pack

CODE - the Association for Dental Practice, has produced a new contract pack with different versions for NHS, mixed and private practices.

There are both self-employed and employers contracts, with the new self-employed agreementsrevised to create a balance between providers’ responsibility to ensure performers’ UDA targets are met and performers’ need to preserve their self-employed status.

Jonathan Cobbold, a partner of Gross and Co, who helped devise the contracts, said: ‘We have worked hard to ensure that the contracts are even-handed between the interests of all parties and that they are not over-restrictive and take into account the latest legislation, legal cases and precedents - to ensure that if followed correctly they are enforceable in the courts.’

The orthodontic agreement has been updated and incorporates safer payment arrangements for both NHS and private orthodontic clinics.

Following consultations with orthodontists, new clauses have been included to ensure that performers start and complete an agreed number of cases per month and maintain the contract value.

A new Associate Agreement for Private Practice has been included within the pack. It has a clear payment structure and robust restrictive covenants. Employment contracts have been updated in line with the current legislation and contain additional clauses on pro-hatory period, unpaid leave, absence for a range of reasons and family-friendly leave. Contracts are accompanied by guidelines on their use and letter templates.

Paul Messlellson, CODE’s chief executive said: ‘We are grateful for members’ contribution to this important contract update and hope that this new release will further simplify the process of dental practice management.’

The updated contract pack is provided free of charge to all CODE members together with a complete portfolio of new CODE Contracts for therapists, hygienists, nurses and other staff in both hard copy format and digitally.

For further information about the CODE Contract Pack please contact Tanya Gilmour on 01409 254 554, email tanya@CODEuk.com or visit www.CODEuk.com.

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For more information please call Smile-on on 0207 400 6808 or email info@smile-on.com.