Midi Premium £7,990

Simple and reliable unit with generous specification.
• piezo scaler and curing light included
• 2 handpiece outlets with fibre optics
• pneumatic unit based on standard DCI parts
• comfortable chair with seamless, artificial leather upholstery
• 4 basic movements and 4 programmable settings
• porcelain spittot bowl
• only 7% VAT

TKD Handpieces

HIGH SPEED TURBINES
non-optic

3x TKD THALIA* push button, single spray, non-return valve, direct connection to Midwest 4 hole

£649 RRP £1,170

HIGH SPEED TURBINES WITH LED ILLUMINATION

3x TKD THERA Li 4OSF 1x TKD GYROPLEX® LED

£1,199 RRP £2,210

Cominox autoclaves

SterilClave 18S
great value 18l autoclave for everyday sterilisation, integrated printer

£2,640 RRP £3,150

SterilClave 24 B
large 24 l B type autoclave for busy practices, integrated printer

£4,690 RRP £5,500

SterilClave 6 B
6l autoclave with fast 10 min B type cycle, perfect for implantology, printer

£3,820 RRP £4,550

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Go green for your future

Decreasing your practice’s CO2 output would be a wise, pre-emptive move to protect your practice’s future selling power. Andy Acton explains.

Whatever their personal ‘green’ credentials, most dentists will have heard talk of the Copenhagen climate summit in recent months. But whether you’re a bona fide eco warrior, or you believe that climate change is all just a load of hot air, all practitioners had better sit up and take notice. Decisions that emerge from these talks will affect us all, and the energy efficiency of all commercial properties is now in the Government’s firing line.

Since October 1 2008, all commercial buildings more than 50 square metres require, by law, a commercial Energy Performance Certificate (EPC) whenever they are built, modified, rented or sold. According to The Carbon Trust, this is simply not enough if we are to hit the Government’s target to reduce CO2 emissions 80 per cent by 2050. Now, the Trust is calling for a massive drive to improve the energy efficiency of commercial buildings, including the imposition of national minimum standards to improve the energy efficiency rating of buildings from grade E to grade C by 2020, and to grade B by 2050.

Inefficient properties

The UK has one of the oldest and least energy-efficient building stocks in Europe, accounting for nearly half of the UK’s carbon emissions. Many dentists will be working in these energy-inefficient properties, and if the Carbon Trust’s calls do not fall on deaf ears, practitioners will have to prepare themselves for making some substantial practice alterations. But if all this sounds like too much hard work and expense, especially with so many infection-control regulations coming into effect (a contentious issue in themselves), practitioners should also consider whether the benefits the EPC can bring to their dental practice.

All commercial properties need them, but there are some specific exceptions, details of which can be found in the Government’s guidance documentation. EPCs must be provided in the sales literature for the property only serves to make matters that bit more complicated.

The main advantage for practitioners is that little bit more complicated.

‘The UK has one of the oldest and least energy-efficient building stocks in Europe’

Most business owners are interested in the process of obtaining an EPC. A software model calculates the property’s energy performance, using data captured from a site inspection, drawings, specifications and manuals. A ‘zone matrix’ is then created for each floor, which takes into account heating, cooling, lighting and ventilation. This, together with the shape and size of each floor and zone, is entered into the software model, together with details of the buildings construction materials. The energy model is generated using the Simplified Building Energy Model (SBE model), which is a tool approved by the Government for this purpose.

The main advantage for practice principals that The Carbon Trust wants to promote is that better ratings translate into higher perceived value in a market that is increasingly environmentally conscious. By installing more energy-efficient lighting, better insulation and modern boiler systems that improve a building’s efficiency, in theory, dentists should experience shorter void periods and higher income for sale prices.

Buying or selling a dental practice is a task not to be undertaken lightly, with many potential stumbling blocks on the way. The addition of the new dimension to selling commercial property only serves to make matters that little bit more complicated.

About the author

Andy Acton is director of ProFi Dental & Associates, independent valuers and consultants to the dental profession. Andy has been a member of the British Association of Dental Specialist BUCKS for 30 years and a member of the dental profession, including NDSL and Bank of Ireland. For further information, call 08456 124583, email team@profi-dental.co.uk or visit www.profi-dental.co.uk.