Private dentistry booms on

Aannual profits in the private
dental sector have risen by
£6,000, while profits for
NHS practices have dropped,
according to new figures.

The figures from the National
Association of Specialist Dental
Accountants (NASDA), show that
during 2007/08, annual profits
for NHS practices fell from
£149,000 to £148,000, while prof-
its rose in the private sector from
£151,000 to £157,000.

Costs have gone up and on av-
erage a private practice is now
spending £250,000 on materials,
laboratory bills, wages, direct
costs, and overheads while NHS
practices spend around £220,000,
equivalent to 59 per cent and 65
per cent of practice fee income,
respectively.

These figures represent the end
of the second year of the NHS
dental contract.

Once again, the NASDA statis-
tics show a considerable varia-
tion in the rate of Unit of Dental
Activity with £24.58 being the av-
erage for practices and £18.20 for
the lowest. The average UDA rate for
associates is £21.58.

Ian Simpson, a partner in
NASDA member Humphrey
and Co, and responsible for the
compilation of this year’s fig-
ures, said: ‘From what we are
seeing, despite this small drop
in profit, NHS practices are
generally more profitable be-
cause they engage more associ-
ates. What we are also seeing
are practices which are consol-
idating and operating more
surgeries over longer hours or
growing in size. This would ap-
ppear to be the way that dentistry
is going.’

NASDA also announced the
results of its latest quarterly
study of dental practice valua-
tions and sale agreements.

Based on goodwill as a per-
centage of fee income, the figure
for both valuations and sale
agreements, for the quarter end-
ing 51 January stood at 77 per
cent. This compares with an av-
erage figure of 94 per cent for val-
utions and 85 per cent for deals
for the quarter ending October
2008.

‘Appalling wait’ for Zach

A boy who is terrified of den-
tsists, is being forced to wait 14
months, to have specialist
dental treatment under sedation
under the NHS.

The parents of eight-year-old
Zach from Plymouth, said they are
‘dismayed’.

Father, Leroy Lander said: ‘I can’t believe they are prepared
leaving children to wait that long
to have dental treatment that’s
needed. It’s appalling.’

Zach was referred for specialist
dental treatment under sedation
in September last year because he is
terrified of dentists.

After hearing nothing for
months, Mr Lander called the
specialist and was told there
was a 14-month waiting list for
the treatment.

He said his son has a condition
which means his teeth have thinner
ebony than they should, which
has contributed to him having
seven cavities.

For Zach’s sake, we hope end-to-end sedation would be
written into the NHS dental contract and that the
situation would never arise in the future.

In 2006, an eight-year-old girl
developed such a phobia of dentists
that after having her teeth out un-
der sedation, she refused to eat or
drink and starved to death.

Bonding times

In this financially testing market
it’s worth knowing why you need
to bond with your patients if you
want more business.

www.dental-tribune.co.uk