

Please send trade news information and illustrations to Terry Mordecai at the BDJ, 64 Wimpole Street, London W1G 8YS. This issue the trade focus is **Practice Management**.

Trade news is supplied as a service to the reader and does not imply endorsement by the BDJ. Normal and prudent research should be exercised before purchase of use of any product mentioned.

Carter & Humphrey

Specialist dentists' accountants, Carter and Humphrey have launched a website specifically designed for dentists.

As well as information about the firm, dentists can visit a 'Tax Tips' page concerning the use of motor cars. Dentists can request a specialist form to be used for the recording of business mileage. For further details visit www.carter-humphrey.co.uk

Reader response number: 057

TMS play it safe

Team Management Systems began installing its dental software system 'Arthur' in 1988 and has been gathering experience in data transfer ever since. TMS has successfully transferred patient healthcare data from Advance

TMS also offers a data safe service, which TMS claims offers secure archiving away from the dental practice, stores irreplaceable practice and clinical data including intraoral and X-ray image on CD rom. Protection from degradation, tampering or erasure is guaranteed.

For further information call 01296 61600

Reader response Number: 058



The new colours and designs from Pastiche



Pastiche By Design are pleased to announce that Pastelli has extended its range of surgery clothing with the addition of some new styles and colours.

Pastiche claims that the range is designed to ensure you can work with ease and freedom of movement. The Pastelli range offer comfort whilst maintaining a professional and stylish appearance. Pastelli also offers a unisex line; the complete range includes tunics and trousers in an array of styles.

All the garments are manufactured using Egyptian long-fibre cotton. The range is available in sizes from extra small to extra extra large. For more information call 01274 690000

Reader response number: 056

BTEC's for dental managers and receptionists

The Dental Health Education Centre, in conjunction with Glenys Bridges of Dental Resource Company, are pleased to announce the January 2002 BTEC courses for practice managers and dental receptionists.

Glenys Bridges has developed three BTEC accredited training programmes ranging from levels 2-5 (NVQ equivalent). The professional 'Development of the Practice Managers programme' is recognised by the British Dental Managers Association.

Numbers will be limited on the BTEC courses for practice managers and dental receptionists to ensure attendees receive the maximum benefit from the courses and all places will be allocated on a first come first served basis.

For further enquires or to book please call DHEC on 0870 264 1562

Reader response number: 059

Scheins super cables DentalNetwork bank it

Technology is here and Henry Schein are now able to offer all dental practices the latest cabling systems, using category 5 cabling.

Henry Schein claims their cabling represents the cutting edge of cabling in the 21st century because it transmits data, voice and video signals, allowing dentists to plug in all their devices into a single network. The new cabling can be incorporated into new surgery builds. For more information call 0870 0102041

Reader response number: 060

DentalNetwork seeks to provide the internet facilities that dental practices and dental professionals actually want without breaking the bank.

DentalNetwork claims they have listened to dentists and included their requirements such as: email, a domain name, flexible website advice and design, web hosting and data protection. DentalNetwork are also working on CPD opportunities. For more info call 01296 615514.

Reader response number: 061

Redbus launch CPD CD-ROM for patients

Redbus CPD has announced the launch of the patients' CD ROM. Redbus claims that the CD is designed to help patients understand new treatments and procedures through the medium of a high quality presentation.

Redbus CPD in association with the BDHF and with the expertise of specialists from the Eastman Dental Institute, have devised simple to use patient education programmes, produced to television standards on a CD.

The first CD-ROM in the patient programme series covers porcelain veneers and has been sponsored by Ivoclar Vivadent.



For further information call Redbus on 020 83465511

Reader response number:

062

MediVision DentaNurse Learning CD

NVQ will enable dental nurses to qualify using a more practice-based training programme in the future. This means a greater involvement in surgery training with assessments being carried out by NVQ qualified personnel.

MediVision have been working with dentists and the dental organisations to develop a practical solution to help the dentist and the team, bringing about an in-house self assessment and learning system for nurses.

This is a CD rom using multiple questioning techniques that test the knowledge of the nurse. The system allows the dentist to have feedback on any tests and a scoring system to monitor progress.



For a demonstration CD please phone 01908 366606

Reader response number:

063

Bank of Ireland goes online with AOG

The Anglo Asian Odontological group (AOG) has negotiated a preferential banking package with the Bank of Ireland that



will greatly assist members to expand their practices or acquire new practices.

Under the terms of the package there is no minimum or maximum amount and up to 100% of the total cost of the transaction can be advanced, subject to status; the minimum term is six months – the maximum is 20 years.

Finance is available to set up or buy a share in a dental practice, for practice premises, practice partnership/share purchase, fixed assets including equipment, and initial working capital. It is anticipated that the average lending will be £100,000 although some loans could be up to £1 million.

For more details visit www.bank-of-ireland.co.uk

Reader response number:

064