



November 2010

Dear BSP Member

British Society of Periodontology and Henry Schein Partnership Programme

You will recently have received a Surgical Catalogue from Henry Schein. Henry Schein would like to remind you that the British Society of Periodontology worked with Henry Schein to develop a Partnership Programme for their members.

This scheme benefits both the BSP and individual members, as well as providing Henry Schein with the opportunity to participate in BSP activities. This will be of advantage to all with no additional cost to members. The Society will benefit through an annual donation to their Fellowship Fund from Henry Schein. In addition, there are specific projects on which the two organisations can co-operate that will increase the awareness of Periodontology as a Specialty and promote Periodontology amongst newly qualified dentists.

The scheme is a preferred purchasing programme in which members may participate. This will involve:

1. An initial meeting with a Henry Schein Consultant to set up a bespoke purchasing programme for their practice that addresses the needs of the practice and delivers recommendations on ordering procedure, product selection and a buying plan. This will certainly be cheaper for the practice than ordering at random due to the preferential rates to which participants will be entitled.
2. A discount of 5% on handpiece and small equipment repairs.
3. A discount of 10% on preventive maintenance visits by Henry Schein technicians.
4. Free welcome pack of £300 of Henry Schein brand materials for each surgery following the Consultant's review.

We would like to emphasise that joining this scheme is voluntary, there is no subscription, it is solely for BSP members, and will cost you less for all the products you use, not just periodontal products. At the same time the BSP's charitable activities will benefit greatly at no additional cost to members. Please note that this scheme will entitle a whole practice to participate provided one person is a member of the Society.

If you wish to participate, and we hope you will, please contact:

Tel: 08700 10 20 43

Fax: 0800 413 734

E-mail: sales@henryschein.co.uk

<http://www.henryschein.co.uk>

Medicare House, Centurion Close, Gillingham Business Park, Gillingham, Kent ME8 0SB

Yours sincerely

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Mr Simon Gambold
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