IST Consultancy

Iain Sallis Trichology

Curriculum Vitae - 2024

Iain Sallis MIT, IAT, WTS, MEWI, AMEI
Trichologist

Registered in England No: 7902626
VAT Registered No: 127 4083 25

PERSONAL DETAILS

Name:	Iain Andrew Sallis MIT, IAT, WTS, MEWI, AMEI
Address:	54 Northfield, Swanland, Yorkshire HU14 3RB
Mobile:	07711 958202
Telephone:	01482 634711
Email:	iain@hairmedic.co.uk
Website:	www.hairmedic.co.uk
Date of Birth:	10.06.1975

RELEVANT TRAINING/EDUCATION

2021	Certificate in Hair and Scalp Science – EduQual L4
2010	Member of the Institute of Trichologists.
2002	Associate of the Institute of Trichologist.
1996	Hairdressing Grades NVQ I, II & III

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EXPERT WITNESS INVOLVING HAIR DAMAGE & HAIR LOSS

We are able to offer a network of clinics throughout the country for your clients to attend at short notice, home visits when required are also available.

Iain Sallis (Director) is a Consultant Trichologist with clinics throughout the country and has a wealth of knowledge regarding hair and scalp disorders as well as the hairdressing industry (being an Ex-Director of a nationally recognised hair salon in the North East of England).

We can offer services as a 'Part 35' Single or Joint Expert witness or as an Expert advisor if required.

We specialise in Expert reports regarding:

Hairdressing accidents
Hair loss due to Road traffic accidents
Faulty hairdressing equipment
Assault resulting in hair loss/scalp damage
Clinical negligence reports - cause and prognosis

We pride ourselves on a quick effective service from arranging the initial consultation to preparing the report which usually takes less than 4 weeks.

RELEVANT MEDICO-LEGAL INFORMATION

Commenced writing medico-legal reports in 2004

Number of reports written in the past 3 years: 300 approx.

Court experience under cross examination in the last 5 years - 2 days

Ratio of Claimant/Defendant/Single Joint expert in the last 5 years - 80% / 17% / 3%

Clinical Negligence reporting experience:

- Hair loss due to mismanagement from hospital (in-patient care)
- Hair transplantation cases

MEDICO-LEGAL MEMBERSHIPS

2019 Member of the Expert Witness Institute.

2011 Member of the Academy of Expert Witnesses

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BUSINESS BACKGROUND

As a Trichologist, my role encompasses two primary areas:

Trichology Consulting: I serve as a consultant for IST Consultancy, specialising in cases involving hair damage or loss resulting from accidents, including hairdressing, industrial, and road traffic incidents.

Clinic Direction: I am the Director of Hairmedic Limited, a leading chain of trichology clinics operating nationwide. My clinics provide comprehensive care for patients suffering from various hair and scalp disorders.

Clinics locations:

Newcastle Skin Clinic, (Newcastle):
Maingate, Kingsway North, Team Valley Trading Estate, Gateshead, Newcastle Upon Tyne NE11 0BE

The White House Clinic (Sheffield):
3 Sandygate Park, Sheffield S10 5TZ

Sage Therapy Centre (Nottingham):
635 Western Boulevard, Nottingham NG8 5GS

Farjo Hair Institute (Manchester):
70 Quay Street, Manchester, M3 3EJ

Clifton at Landmark (Bristol):
One Temple Quay, Temple Back East, Bristol, BS1 6DZ

Aesthetics4u (Hull):
239 Hessle Road, Hull, Yorkshire HU3 4BB

The Tower Clinic (Leeds):
8 Tinshill Lane, Cookridge Leeds LS16 7AP

The Rushton Clinic (London):
24 Harmont House, 20 Harley Street, London W1G 9PJ

Hampton Clinic (Birmingham):
14 - 18 Station Road, Knowle , B93 0HT

Medico legal expert subjects:

- Hair loss
- Hair growth
- Hair damage
- Scalp disorders
- Cosmetic procedures/products used on hair
- Faulty hairdressing products/Tools
- Trauma resulting in hair loss (from industrial or road traffic accidents).
- Medical procedures resulting in hair loss
- Hair and scalp damage from chemical procedures

RELEVANT MEMBERSHIPS OF PROFESSIONAL ORGANISATIONS

2019 Member of the World Trichological Society

2019 Member of the Expert Witness Institute.

2015 Member of the British Association of Hair Restoration Surgeons (Associate)

2013 Member of the International Association of Trichologists

2015 Member of the Society of Cosmetic Chemists

2011 Member of the Academy of Expert Witnesses

2011 Member of the European Hair Research Society.

2002 Member of the Institute of Trichologists

CURRENT POSITIONS

2023 Association of Professional Trichologists - International Director

2023 Consultant for Dr PawPaw Cosmetics

2023 Chair of the Trichology Sub-committee for the British Association of Hair Restoration Surgery

2023 Co-Founder of the Hairdressing Injury Advice and Information Website (www.HISAI.org)

2016 Director - The International Trichology Congress –
(A CPD-accredited education platform for Trichologists and hair scientists).

2014 Director -Hairmedic Solutions Ltd – Hair Product company.

2012 Owner/Director of Hairmedic Ltd*

2010 Consultant for Racoon International – Hair extensions company

*Hairmedic is a brand name and does not imply any medical qualifications held by Iain Sallis.

PAST RELEVANT POSITIONS

2021	Expert working Group co-chair for the NOS for Advanced Trichology
2020	Expert Working Group member for the NOS for Trichology
2019	Chair - The Trichological Professional Development Programme
2018-2021	Consultant for Tangle Teezer Hair and Scalp Brushes
2017-2020	Consultant for BaByliss – Electrical appliance company
2016-2019	Director / Board Member– Institute of Trichologists
2015-Present	Consultant for Paxman Coolers – Chemotherapy scalp cooling
2015	Consultant for Boots – Pharmaceutical/cosmetic company
2005-2015	Director of 10 Hairdressing

STATEMENT ON OTHER BUSINESS AND RELEVANCE:

I provide a consultancy service for several hair care product manufacturers to advise on matters of health and safety and product development.

I continue to work closely with hairdressers and work with hairdressing chemicals, bleaches, hair dyes and perm lotions since qualifying as a hairdresser in 1996. I keep up to date with the most relevant safety information in the use of hairdressing chemicals. This has given me a great deal of practical and applied knowledge that has been invaluable to my evidence giving in such legal cases as this.

My experience sitting on National Occupational Standards boards and writing standards for trichology services has given be relevant experience in interpreting National Occupational Standards for hairdressing.

I can confirm I am up to date with relevant CPD to make me competent to offer my opinion as an expert witness in my chosen field.

ADDITIONAL LINKS:

www.hairmedic.co.uk

www.HISAI.org

www.Trichologycongress.com

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TERMS AND CONDITIONS FOR EXPERT WITNESS WORK:

Please find below my fee structure for being an expert witness to your case(s).

Consultation Fee - £50 (+VAT)

Report writing - £850 (+VAT)

Total for legal report invoice = £900 (+VAT)

Usual payments terms are 3 months from date of invoice/report, unless otherwise negotiated before hand.
This is an inclusive capped price for the basic case, including examination, tests if required, draft report and final report after review and amendments.

Part 35 reports - 30 day payment terms.

Addendum reports for case - Charged at hourly rate (see below). 30 day payment terms.

Cancellation of consultations must be given 72 hours in advance; otherwise the minimum charge of £150 will be levied.

Additional fees after initial report :-

My hourly fee is £150 per hour for preparation, writing and investigation.

Part 35 reports will be invoiced at my hourly fee and terms are 30 days from invoice date.

My court charges are £600 minimum and £950 for a full day in court (over 4 hours).

Cancellation of court appearances must be given 72 hours in advance; otherwise the minimum charge will be levied.

The time usually required to prepare the report is 3 weeks and my terms are usually 3 months from the date of the report (although this can be negotiated in certain circumstances), an additional fee of 12% will be accrued for late payments.

Regarding the other points of my terms:

- My waiting time is usually no longer than 3 weeks.
- I do not visit patients on a weekend.
- I do provide Clinical Negligence reports
- Travel charges if required can be negotiated case by case.