



Iain Sallis MIT IAT Cert L4 in Hair & Scalp Science
Trichologist

PERSONAL DETAILS

Name: Iain Andrew Sallis

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Yorkshire HU14 3RB

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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

EXPERT WITNESS FOR MEDICO-LEGAL CASES INVOLVING THE LOSS OF HAIR.

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

Court experience under cross examination

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

MEDICO-LEGAL MEMBERSHIPS

2019 Member of the Expert Witness Institute.

2011 Member of the Academy of Expert Witnesses

BUSINESS BACKGROUND

My role as a Trichologist falls into two main areas, I have a consultancy role for the company 'IST Consultancy' where I see clients who have suffered from many types of accidents which have caused hair damage or loss. This includes; hairdressing accidents, industrial and road traffic accidents. My secondary role, is director of Hairmedic Limited, the company has one of the largest chains of Trichology clinics in the country. My clinics can be found in private clinics throughout the UK. The clinics see patients who are suffering from diseases and disorders of the hair & scalp.

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
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OTHER BUSINESS



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| 2012 | Owner/Director of Hairmedic Ltd* |
| 2014 | Director of Hairmedic Solutions Ltd (hair product company) |

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|----------------|--|
| January 2020 | Faculty member of The College of Trichological Science and Practice |
| March 2020 | NOS Steering group member |
| November 2019 | Member of the Expert Witness Institute |
| January 2018 | Associate member of the Society of Cosmetic Scientists |
| August 2018 | Chair of the Trichology Professional Development Programme |
| January 2017 | Co-founder – The Hair Science Awards |
| September 2016 | Co-founder – The International Trichology Congress (an educational event for Trichologist, Dermatologists and Hair Scientists). |
| January 2015 | Member of the British Association of Hair Restoration Surgeons (Associate Trichologist). |
| January 2013 | Member of the International Association of Trichologists. |
| September 2011 | Associate Member of the Academy of Expert Witnesses. |
| June 2011 | Member of the European Hair Research Society. |
| February 2008 | Consultant to Haircare companies. Re; advice on training, complaints and testing products. |
| February 2004 | Trichological Legal Expert Witness. |
| July 2002 | Qualified with the Institute of Trichologists. |

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

PAST RELEVANT POSITIONS

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|--------------|--|
| 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 me 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.

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 £450 minimum and £800 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.
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