

APRIL  
2002



## Oral Cancer Awareness and Screening Day a 'positive' public service



The Third District Dental Society, a member of the Oral Cancer Consortium, held an Oral Cancer Awareness and Screening for the capital district on Saturday, April 6th at the Dental Hygiene Clinic of the Hudson Valley Community College. The public learned of the event thru the community service ads on television, radio and the newspaper, as well as posters distributed locally. Oral CDx Laboratories provided and paid for two billboards announcing the ADA public awareness program as well as the biopsy kits and analysis.

Thirty-eight people were examined at the dental clinic. Oral CDx brush biopsies were taken on 4 people that presented with oral lesions. The results of the computer assisted analysis of the brush biopsies have resulted in lesions that warranted further investigation. As a result of the screenings, other patients were examined that may have had concerns but no biopsies were necessary. Many of those patients were appreciative and thankful to the volunteers for the service they provided. Hopefully for those patients, early detection of their oral lesions will limit the consequences of their oral pathology.

Without the efforts of our volunteers, the event would not have been able to have been held. Twenty-one Third District members and 7 hygienists took time out of their busy Saturday to participate in the screenings. The 2nd year dental hygiene students of HVCC also staffed the screening and did a tremendous job assisting the patients and dentists.

We are fortunate that Sharman Sacchetti, the morning anchor of WTEN interviewed our Dr. Douglas Smail during her morning segment. Good job Doug! Benita Zahn of WNYT promoted the event on her health spots. Thank you Drs. Maestro and Bresin for arranging the segments.

Supplies for the event were donated by AccuBite Dental Supply, Benco Dental Supply, D. C. Dental, Mohawk Dental and Patterson Dental. We appreciate their generosity.

## Executive Committee Minutes

### **February 4, 2002 Executive Committee Meeting** **Call to Order**

The regularly scheduled meeting of the Third District Dental Society of the State of New York was called to order by President Elect Dr. Bennett Lax at 7:30 PM in the Conklin Conference room of Memorial Hospital, Albany, NY. A quorum was present. Motion was made to accept the December 3, 2001 minutes as published. Motion passed.

### **President's Report**

Dr. Barry Simon reported on the following:

- The Oral Cancer CE course in January was well attended. The course has been submitted to the State for review. If approved it will count as the state mandated oral cancer CE for those who attended.
- The District is planning an additional course for those members who still need to fulfill the mandated oral cancer CE requirement. This course will be an evening course.

### **President Elect's Report**

Dr. Lax reported that the Annual meeting is scheduled for October 4<sup>th</sup>. All the speakers have been confirmed. Patterson Dental has basically covered all the honorariums. The Mercer Group will be speaking about bringing your practice to the next level. Vivadent/Ivoclar will be sending a speaker to lecture on dental materials and esthetics. Dr. Tischler will be giving an implant lecture.

### **Executive Director's Report**

Kathleen Moore reported on the following:

- MedWaste contract- For the past several years the District has endorsed MedWaste. Med Waste has joined with EnviroTech of America to service the Third District region and have put forth a new 2002 rate proposal for district members. After discussion regarding whether or not these rates reflected a true discount, it was decided that the topic would be revisited after further research.
- Membership Survey Results – Surveys were sent out with dues statements. To date there have been 127 responses. Many members have expressed an interest in a Great Escape Program. Motion was made to accept the Great Escape Program as a Third District event. Motion passed. There was also interest in a Golf Day. This is being researched further.
- Albany River Rat Night will be Saturday March 30<sup>th</sup>.
- An Albany Conquest Night is in the works.

### **Continuing Education Committee**

Dr. Michael Kane reminded members of the upcoming

February 8<sup>th</sup> CE course at the Century House. The January Oral Cancer course generated a lot of positive feedback

### **Old Business**

Dr. Reed Ference provided an update on the District's AccuBite endorsement. The District was supposed to renew the contract yearly. AccuBite never sent a contract renewal and did not make this policy known to the District. Dr. Ference was able to persuade AccuBite to honor the contract for the past years and they have written the District a check for \$7900. Members are encouraged to continue to purchase from AccuBite.

### **New Business**

- The ADA is requesting that each District select a Grassroots Action Team Leader.
- Mirror advertisement policy – Over the past 6 months the District has received 19 requests to run ads in the Mirror from non-district members. If the District were to accept paid advertisements, guidelines would need to be established. Paid advertising could help defer the newsletter costs. Dr. Steven Essig and Kathleen Moore will work on an advertising policy proposal.
- Dr. Simon read a letter from a dentist to the Third District requesting a listing in the Third District's directory as a general dentist with a specialty in esthetic dentistry. There was also a request for the referral of patients who call the District office looking for an esthetic dentist. The District responded to this individual that it is unable to grant this request since it is considered professional misconduct under NYS law to advertise a specialty in an area not recognized as a specialty by the New York Board of Regents.
- Dr. Lawrence Kotlow will be giving a CE lecture at HVCC for both dentists and hygienists. Flyers have been sent out by HVCC.

### **Adjournment**

Meeting was adjourned at 8 PM.

### **March 4, 2002 Executive Committee Meeting** **Call to Order**

The regularly scheduled meeting of the Third District Dental Society of the State of New York was called to order by Pres-Elect Dr. Bennett Lax at 7:35 PM in the Conklin Conference room of Memorial Hospital, Albany, NY. A quorum was present. Motion was made to accept the February 4, 2002 minutes as published. Motion passed. Dr. Lax introduced guest Dr. John Asaro of the Eighth District Dental Society. Dr. Asaro presented his campaign for NYSDA Treasurer.

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## CLASSIFIED ADS

*Classified Ads are placed free to members with a run time of 3 months per ad. Please notify the district office if you wish your ad to be altered or removed prior to 3 months. The Third District is not responsible for ad content*

### Dental Positions Available

**Associate Dentist:** BEAUTIFUL lake country and close to renowned Saratoga, NY. High private pay, fee for service practice. Huge number of patients & many more available in this growing area. Dedicated, responsible high quality dentist. Large modern facility. Generous % of production. Contact us at 518-661-6405 or fax 518-661-7765

**Dental Associate:** Practice the way you've always dreamed about. Top producing 21<sup>st</sup> century fee for service practice. The best of everything. Fantastic lifestyle. Early equity opportunity. 90 miles north of NYC. Call 845-691-5600

**Associate:** Established, family dental practice seeking associate. Commitment to the highest quality of patient care a must. Our modern, fee for service office requires a professional with outstanding clinical and communicative skills. Associate with future goal of partnership desired. Upper Hudson Valley region. Catalano, Leifer & Bruno DDS, PC Contact Margaret at 518-943-9090

**Associate:** (F/T, P/T) needed for high tech cosmetic dental office. CEREC machine, cosmetic imaging, networked intraoral cameras; competitive draw + commission (based on collections); 401K, group health insurance. Please call Dr. Andrew Frank @ 518-456-3551 or visit our web site @ [www.albanysmiles.com](http://www.albanysmiles.com)

**Dental Associate:** with general and/or specialty skills needed for an active quality oriented practice in Mid-Hudson Valley area, Saugerties NY. Please contact Dr. Don Wartella at 518-678-3111

**Capital District:** High quality practice seeking motivated, self-confident individual to become an associate with partnership potential. Previous military or GPR required. Fax resume to 518-452-1744 or visit [www.doctortsmilezone.com](http://www.doctortsmilezone.com)

**Dentist Part Time:** We are a large private practice seeking a Dentist to work two days a week. Please send resumes to PO Box 578, Guilderland, NY 12084

**Associate:** Albany Area: Wanted, full-time associate for busy practice in Clifton Park, NY. GPR and people skills a plus. Must be proficient in molar endo, perio, pedo and oral surgery. Buy-in potential for the right person. Fax resume to 518-383-9235 or call 518-383-9257

**Associate:** Looking for an associate. 4-5 days in Albany General Practice. Must be proficient in crown bridge work and endo. Please call 518-220-5724 after 6pm Mon-Fri

**General Dentist:** Progressive family dental practice seeking a F/T or P/T associate with future partnership and

buyout possibilities, to meet the ever expanding needs of existing and new patients. Please contact Ms. Stokes at 518-345-6429 to learn more about this exciting opportunity.

### Hygienist-Assistant Positions Available

**Assistant:** 30+ hours, some evenings, experience preferred but will train the right person. Call 518-373-9280

**Hygienist:** Dental hygienist needed. Excellent opportunity in a progressive practice in Saugerties, NY. Contact Carol-Jo at 518-678-3111

### Hygienist – Assistant Positions Wanted

Dental Hygienist: 20+ years experience seeks 2-day position in Albany area. Days available are Monday, Thursday, or Friday. Please call 518-459-5093

### Practices for Sale - Real Estate

**For Sale:** Hudson Valley New York, Ulster County. Advanced restorative and cosmetic practice in one of the Northeast's fastest growing areas. 100% fee for service. \$800K on 31/2 days per week with 10 weeks vacation. Turn Key, tremendous growth potential, relaxed lifestyle, real estate available. Call 201-840-4920

**For Sale:** Long established General Practice with high gross and loyal patient base and dedicated staff. Great location with 5 operatories, and excellent growth potential. Building also may be for sale. Has 2 bed-room apartment with full basement. Contact 518-462-4730

**Dental Office Building:** Ulster county, 2 hrs. from NYC, 1-story, central air, private paved parking, high visibility location, real estate & equipment only \$119,900. Call Jean @ Westwood Metes & Bounds Realty 800-679-7372

### Seeking to Own Practice

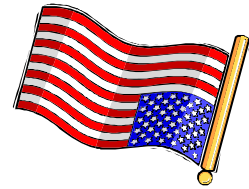
**General Dentist:** seeking to purchase a general practice in Albany or the Albany area. All responses will be kept in confidence. Contact General Practice, PO Box 5731, Albany, NY 12207

### Equipment for Sale

**Electronic Credit Card processing terminal.** Can easily be reprogrammed. \$180.00 (Cost \$380.00 new) Call Dr. Don Asmus 518-439-6351

**Kavoklave** electronic sterilizer for sale – never used. Call 518-237-0047

**Portable Nitrous Oxide machine,** McKesson. Holds 4 size 'E' tanks. Contact Dr. Stevens at 518-286-0808



180 Old Loudon Road  
Latham, NY 12110  
(518) 782-1428



**Third District Dental Society**

## **Important Reminder Regarding Medicaid Fee Increase and Dentists' Usual and Customary Fees**

On April 1, 2002, the third major Medicaid dental fee increase will go into effect. This increase was called for in the May 2000 settlement of NYSDA's lawsuit against New York State to improve access to dental care for Medicaid recipients. As a result of the significant increase in Medicaid dental fees over the past three years, a question has been raised about what a dentist is supposed to do when Medicaid fees are actually higher than the dentist's usual and customary charges. The answer is contained in the first payment rule included in the general information and instructions for the New York

State Fee Schedule for Dental Services:

- Reimbursement for services listed in the New York State Fee Schedule for Dental Services is limited to the lower of the fee indicated for the specific service or the provider's usual and customary charge to the general public.

Therefore, if the dentist's usual fee is lower than the fee for any procedure specified in the Medicaid fee schedule, the dentist must submit a claim to Medicaid for the lower of the two fees.

***We Thank our Oral Cancer Volunteers and dental suppliers for their efforts with this important public service.***

Howard Banner  
Lawrence Busino  
Michael DeSanti, Jr.  
Brian Kennedy  
Monica Mottolese  
Elizabeth Ricco  
Barry Simon  
Askold Wynnykiw  
Nancy Hasso  
Jacqueline McGrath  
Cindy Williams

Howard Brein  
James DeBonis  
Shagufta Farooqui  
Christopher Maestro  
Aliakbar Noorani  
James Scott  
Douglas Smail  
Kim Bryant  
B. J. Hood  
Christine Provenzano

John Bucher  
Steven DeMarch  
Thomas Finken  
Michael Maloney  
Ajay Patel  
Vincent Sellitti  
Christopher Walsh  
Kristi Delano  
Cherie Janik  
Cheryl Van Wie

Oral CDx Laboratories 845-369-7096  
to order kits- Sullivan-Schein 800-560-4467

AccuBite Dental Supply 866-2667267

D.C Dental Supply 518-371-0058  
Benco Dental Supply 800-462-9686  
Mohawk Dental Supply 518-465-2341  
Patterson Dental Supply 518-452-0307

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## NYS Dental Foundation Receives \$100,000 Grant

### President's Report

Dr. Barry Simon discussed the upcoming Oral Cancer Screening Program. He encourages volunteers to sign up. The screening will take place at HVCC on April 6<sup>th</sup>. Media involvement will be encouraged. As of March 15<sup>th</sup> Oral Cancer Billboards will be present on both I-90 and 787. Dr. Simon thanked HVCC for their support.

### Executive Director's Report

Kathleen Moore reported on the following:

- Oral cancer handouts are available to distribute to clubs, associations, etc. announcing the cancer-screening program.
- Dr. Reed Ference has volunteered to contact Med Waste and discuss their recent proposal. He has also agreed to review any endorsement proposals for the district as a member of the Membership and Communications committee.
- Dr. William Gavis was presented and voted into membership of the Third District Dental Society.

### Continuing Education

Dr. Michael Kane reminded members of the March 8<sup>th</sup> CE course. There are approximately 40 attendees to date. On April 12<sup>th</sup> there will be a combined 3<sup>rd</sup> and 4<sup>th</sup> district CE course – “The Art of Dental Therapeutics, Dental Drugs and Over the Counter Dental Products”

### Old Business

Dr. Lawrence Kotlow gave a demonstration of a LCD projector from National Graphic Supply the Third District could possibly purchase for use at CE courses and annual meetings. There is money available in the CE budget to allow for the purchase of the LCD projector. There were no objections to the purchase of the LCD projector.

### New Business

NYSDA Dues discussion was deferred until April 1<sup>st</sup> meeting due to time constraints.

### Adjournment

Meeting adjourned at 7:53 PM.

New York State Attorney General Elliot Spitzer has announced that the New York State Dental Foundation will receive a \$100,000 “Vitagrant” from New York State's \$19 million share of a vitamin fixing settlement. The Foundation will use to money to develop an educational video and [possible] online course specifically geared to Head Start staffs, in order to demonstrate how they can incorporate oral care and nutritional education into their curriculums, as required by Federal law.

The Foundation was one of 106 recipients of the funds, which derive from a \$225 million settlement with vitamin manufacturers accused of fixing prices from 1989 - 1999. Authorities say the six major makers drove up the price of vitamins commonly used as nutritional supplements or to enrich food such as milk and bread as well as animal feed. Since the large number of injured vitamin consumers made direct restitution impractical, Spitzer put out a call to not-for-profit corporations, private advocacy groups, hospitals and religious charitable organizations for proposals to improve the health and/or nutrition of New Yorkers.

“The Vitagrant represents a perfect opportunity for the Foundation to do something meaningful to help the parents and children who are enrolled in the Early Head Start and Head Start programs in New York, by training Head Start staffs on the importance of oral and nutritional health education,” said Dr. Edward Downes, Foundation Chair. As of the 1999-2000 school year, there were 159 Head Start agencies in New York, including delegate programs. While the enrollees in the New York City area seem to have adequate dental access and care, those in the upstate regions do not. The Foundation's approach is to implement an educational program “through the top,” working directly with Head Start's Quality Improvement Center, thereby underlining the urgent nature of heeding the instructions and recommendations provided in the video/course.

“Through their continued partnership, the Head Start Program and the New York State Dental Foundation hope to continue efforts to ensure that oral care and nutritional education are incorporated into all Head Start programs,” said Dr. Downes.

The educational program that is being made possible by the Vitagrant is a much-needed first step in ensuring that all Head Start programs include vital components regarding oral care and nutrition; moreover, it is the first step that is needed to expand an ongoing, fruitful collaboration that results, ultimately, in healthier families.

## 2001 CONTINUING EDUCATION CERTIFICATE RECIPIENTS

We congratulate those members who continue their post-graduate studies. We respect their dedication to their profession. The following have received certificates from the New York Dental Association Continued Education Registry for courses taken during they year 2001.

### 50 HOUR CERTIFICATES

Susana Aguero	Morrey Berkwitz	Robert Disney	Cleve Eads
Marianne Gable	Christopher Lyons	Jeffrey Marfurt	Nagaraju Namassivay
Gerald Perlow	Rudolph Ramsey	James Rappa	

### 100 HOUR CERTIFICATES

Alex Avanesian	Yale Barash	Bruce Cohen	Brian Ehrlich
Charles Fliegler	Ajay Patel	Lee Perry	Phillip Polaski
Rajendra Rana	Elizabeth Riccio	Douglas Smail	Don Wartella

### 300 HOUR CERTIFICATES

Shagufta Farooqui	Frederick Fisher	Philip Gross	Robert Herzog Jr
Michael Jarus	Saul Kimmel	Robert Klein	Lawrence Kotlow
Bennett Lax	Charles Tramontana	William Villano	

### 500 HOURS CERTIFICATES

Jeffrey Adams	Jeffrey Leitner	Randolph Myerson	Joseph Pilatich III
Kenneth Roll	Michael Tischler		

### 1000 HOUR CERTIFICATES

Peter Collins	Joseph Hart	Steven Messing
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## Dates to Remember

### **Executive Committee Meetings:**

May 6 and tentative date of June 3, 2002

All meetings are held at the Conklin Conference Room at Memorial Hospital in Albany at 7:30 pm. Call the district office to confirm a meeting or to be added to the agenda.

### **Albany Dental Study Group**

Third Tuesday at the Italian Community Center in Albany 6:30 pm

### **Troy Dental Study Group**

Fourth Tuesday at Main Street Grille in Wynantskill at 5:30 pm

### **Ulster-Greene Dental Study Group**

Contact Dr. Mario Catalano 943-9090 or the district office for scheduled dates.

### **Annual Membership Meeting—October 4th**

All day. Details will be available in the registration brochure due in May

### **District Family Fun Events:**

**Albany Conquest** - Football - to be announced

**Great Escape Fun Park** Saturday July 20

*All Family Fun events are open to all members and their staff*