



August 2001

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**Autumn Extravaganza 2001**  
**Come Study, Vote and Renew Friendships**  
**Be Eligible to Win an Odyssey Putter**

It's time to register for the 2001 Autumn Extravaganza on Friday, October 19, 2001. We have reserved additional space at the Marriott due to the amazing attendance at our last two annual general membership meetings. Register before September 15th to take advantage of the reduced course tuition and receive your admission badges in the mail. Call the Third District at 518-782-1428 for more information.

**Don't Miss the General Membership Meeting:**  
**Vote for Officers, By-Laws and Dues**

**The General Membership Meeting will be held at 11:30 a.m.** All Third District members who attend the General Membership Meeting will be eligible for the raffle of an Odyssey Putter, provided by Interpay, the payroll service provider endorsed by the Third District.

Dr. Kirk Gleason, NYSDA Treasurer, will explain the proposed \$90.00 annual dues increase. After his presentation, time will be allowed for questions. You will have an opportunity to vote at this meeting, as well as at your local Study Groups.

You will also have the opportunity to vote on:

- Changes to the Constitution and By-Laws. (see next page)
- The slate of Officers and available Chair positions.

Don't miss this important part of the Annual Meeting-Your opinion as a member is important. Don't miss the chance to win the "Odyssey Putter".

The courses offered at this year's session are described in detail in the meeting brochure you previously received in the mail. Please join us for:

- Dr. Alvin Danenberg "Life After Dental School: The First 10 Years of Practice" and "Your Next Career: Retirement The Last 10 Years of Practice"
- David R. Federick, B.S., D.M.D., M.Sc.D. "Essential of Dental Implant Prosthodontics"
- Kathy Jankowski, RDH. "Manual and Chemical Strategies for Control of Oral Disease: Current Issues and Concepts"
- Riva Touger-Decker, PhD, RD, FADA "Nutrition, Complementary medicine and the Oral Cavity: Current Issues and Management Strategies"
- Virginia Ryan, Associate Professor "Workshop on Stress and Health"

**In this issue:**

-Page 2-  
Constitution and  
By-Laws Changes

Insurance Refund  
Demands

-Page 3-  
Classified Ads

-Page 4-  
Classified Ads  
Continued.

## Constitution and By-Laws Changes to be Read and Voted on.

### CHAPTER VII - COMMITTEES AND APPOINTMENTS, Section 60, R. COMMITTEE ON AWARDS

To change the name of the Downes Achievement Award to be the Downes-Ripp Achievement Award this award will be "given in recognition of a member's untiring commitment to dentistry or accomplishments of special note that contribute to the betterment of the profession of dentistry".

Motion accepted at the April 3, 2000 Executive Committee Meeting. Read at the General Membership Meeting October 2000, to be voted on at the General Membership meeting October 19, 2001

### ARTICLE VI – MEETINGS, Section 30. LOCATION OF MEETINGS -The annual meeting in the fall shall be held in Albany, New York.

The Executive Committee approved the proposed change to delete Section 30 entirely and to rename Section 40 to Section 30.

Motion accepted at the February 2, 2001. To be Read at the October 19, 2001 Annual Meeting. To be voted on at the General Membership meeting at the Annual Meeting in 2002

## Executive Committee Meeting Schedule for 2001-2002

The first Executive Committee Meeting after the summer break will be held on Monday, September 10th at 7:30 pm at the Albany Memorial Hospital, Conklin Conference room. Other dates for the monthly meeting are as follows:

2001:	2002:
October 1st	January 7th
November 5th	February 4th
December 3rd	March 4th
	April 1st
	May 6th
	Tentatively June 3rd

## Empire Vision Cards

The District office has just received a new shipment of Empire Vision discount cards. If you or your staff would like a package please call us at 518-782-1428 or email [judy@third-district.org](mailto:judy@third-district.org)

## Responding to Insurance Company Refund Demands

*The following information was supplied by NYSDA's Assistant Executive Director, Health Affairs, Judith Shub, PhD*

NYSDA has received numerous calls over the past month from members that have received letters from dental insurance companies. These letters state that the company has determined that monies sent to the dentists on their patients' behalf should be returned to the insurance company. The insurance company has determined that these individual patients were not in fact covered by the company at the time it made payment on their behalf to the dentist. Many of these dentists are asking NYSDA for advise about their rights and options.

In situations in which the dentist is not a contractor with the company or any affiliated benefit-related companies (e.g., IPAs, PPOs, HMOs, etc.), the simple answer is that the company's issue should be addressed to its customer-the dentist's patient -directly. First of all, the company made payment for its customer and only the customer can dispute or confirm that the monies were improperly paid.

The dentist involved has several options:

1. Return the monies requested and, notifying the patient of the company's request, bill the patient directly for the treatment provided.
2. Throw the letter in the waste basket.
3. Respond to the company directing them not to contact the dentist again and to take this matter up directly with their customer (send a copy to the patient as well)

Dentist receiving these letters may also wish to register complaints about the company with the NYS Insurance Department:

Mr. Gregory Serio  
Superintendent of Insurance  
NYS Insurance Department  
Empire State Plaza  
Agency Building 1  
Albany, NY 12257

A final issue from a legal standpoint is that in New York there is a statute of limitations on the collection of "wrongfully held funds." That statute is 3 years. The statute extends to 6 years if the matter involves a contractual breach. Thus, even if the dentist involved owed the company a refund, most of the requests received exceed the legal statute of limitations for the collection of such funds.

For copies of model letters or other response information, contact Judy Shub at NYSDA, 1-800-255-2100

## 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.*

### Dental Positions Available

**Part-time Dentist and Dental Hygienist:** Established and Growing Residency program and general Dental Practice need a part-time general dentist and dental hygienist. This position provides a full range of dental services to patients at our St. Peters Dental Site in Albany and also the Rensselaer site. Competitive salary. Please contact Donna Altshul 518-525-1389 or send resume to Human Resources, St. Peters Health Care Services, 315 South Manning Blvd, Albany NY 12208

**Associate Wanted:** Clifton Park. P/T-F/T. Busy office; must be proficient in molar, endo, perio, peds, People skills preferred. Fax resume to 518-383-9235

**Associate Dentist:** Sacandaga Lake Area: Associate dentist wanted for friendly, modern and motivated office in the beautiful Adirondack foothills, one hour drive from Albany. Are you a compassionate dentist capable of producing quality dentistry? Awesome staff! We would like a team player to join us. Generous percentage of production. If you want to be part of a large and expanding practice and reap the rewards, contact us at 518-661-6432; or fax us at 518-661-7765

**Capital District:** High quality two doctor practice seeking motivated associate, all phases of dentistry. Previous military or GPR required. Excellent opportunity for successful, self-confident individual. Please call 518-869-8350

**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); 410K, group health insurance. Please call Dr. Andrew Frank @ 518-456-3551 or visit our website @ www.albanysmiles.com

**Dental Position Available:** Full or part-time leading to a possible buy in/buy out for the right person. Office plus 2 apartments in a convenient Brownstone on a bus line in Albany. Contact, Sanford Krimmer DDS. 245 Quail Street, Albany NY 12203 518-434-6288

**Part-Time Dentist:** Schenectady Family Health Services. Contact William Down, DDS at 518-370-1479, Ex 133

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

**Part-Time Associate:** Albany family practice seeks part-time associate. We are a modern fee-for-service practice, focused on quality care and service. Please call Dr. Delehanty or Dr. Troidle at 518-456-6171

**Retired Dentists:** Well established Upstate New York Enterprise is seeking retired Dentists, who would like to earn extra

money representing our business: Please call 716-321-0220 for a phone interview.

**Comprehensive Dentist-Hospital Based Teaching Program:** St Peter's Health Care Services invites applicants to apply for a staff position in the Department of Dentistry and Oral Surgery. We are seeking a motivated, productive comprehensive dentist who has graduated from 1 yr. GPR program. The applicant will be expected to provide comprehensive care for our patient population, which could include dedicated weekly time in the OR, and provide leadership and supervision within the general practice residency program. 1 to 4.5 days a week available. St Peter's Health Care Services offers a competitive salary and extensive benefit package. Interested individuals should contact Donna Ashtul at 518-525-1389 or [daltshul@stpetershealthcare.org](mailto:daltshul@stpetershealthcare.org)

**Associate Dentist:** Lake George Region Associate Dentist wanted for modern, General Practice in Queensbury, NY (50 miles north of Albany) leading to partnership and/or buyout. Excellent office environment and team. Your growth limited only by your energy and motivation call 518-793-2128

### Dental Positions Wanted

**Associate:** Self-motivated, friendly dentist with deep concern for quality care seeking full or part-time associateship. Please call 518-869-2151 or e-mail [arabric@aol.com](mailto:arabric@aol.com)

**Semi-Retired:** Dentist available for limited daily coverage. Please call 518-439-3951

### Hygienist-Assistant Positions Available

**Dental Hygienist:** Latham pediatric practice. Thursday afternoon and possible fill in for other days. Call Ann at 518-785-3911

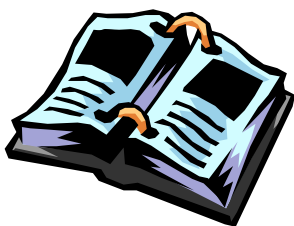
### Practices for Sale

**"I'M A LOCAL ORTHODONTIST":** desperate to sell my practice due to illness. It's a great office with a thriving referral system, bulletproof territory and a \$200,000 NET. The \$79,000 selling price is a once-in-a-lifetime opportunity to increase revenues, add an associate or expand. We're about a half hour outside Albany. Work is meticulous. Patients are compliant and well managed. Transition would be seamless. Fees range from \$3600->\$6000. Please e-mail [ortho-practice@usa.net](mailto:ortho-practice@usa.net)

**Troy near RPI:** Practice for sale retiring. \$89-90,000 patient base with off street parking. One half of building, no equipment \$70,000. Contact Third District Dental Society.

**Dental Office:** 3+ops, very visible high traffic area near Crossgates, equipment available. Contact Dr. Lis @ 518-369-7251 or 518-456-2691

**Third District Dental Society**  
180 Old Loudon Road  
Latham, NY 12110  
(518) 782-1428  
Email [tdddsny@third-district.org](mailto:tdddsny@third-district.org)



## Membership Binders

Is your Membership Binder and Insert looking the worst for wear get a replacement from the district office. Do you just need a couple of extra copies for the home or office? Call us at 518-482-1428 or email us at [judy@third-district.org](mailto:judy@third-district.org)

**Hudson Valley:** 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

### Space to Rent

**Dentist:** Prime office space available for lease, fully equipped operatories, located in Executive Park, Stuyvesant Plaza. Call 518-459-4404

### Equipment for Sale

**Equipment for Sale:** 2 units/Chairs (D.E. & Celebrity). 2 Operator/Assistant Stools. 2 X-ray units. Central Vac. System. Compressors. Perio-pro developer. Contact Henry Jacobs 845-339-4844 and leave a message.

**Must Sell:** the following 8-month old items: Self-contained mobile dental unit; lounge chair w/post & light; doctor's & assistant's chairs; mobile x-ray unit; Midmark M7 Speed Clave; Polaroid macro 3; slow-speed contrangle & Prophyl Star handpieces. Call Dr. Don Asmus @ 518 439-6351 evenings

**Equipment for Sale:** Adec Decade chair with foot control. Royal chair with Ampco front delivery unit. Pelon + Crane track light. Dental-EZ Daray ceiling mounted light. Gendex (GX-100) x-ray tubes (X2). Euro Design assist cabinet. Euro Design doctors side cabinet with Dental-EZ wall mount DCM unit. Euro Design assist. Side cabinet. Adec operator stool. Kavo-clave. Vivadent Silamat amalgamator. Office furniture—large oak conference table with 6 chairs. Please call 518-237-0047