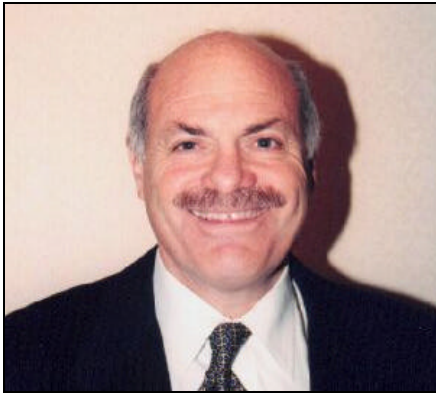


DECEMBER
2001



THE MIRROR
Journal of the Third District Dental Society of the State of New York

Letter from the President



Barry I. Simon, DDS
President of the
Third District Dental Society

I began my tenure as President of the Third District Dental Society about a month after September 11. The events of that day and the days following, directly or indirectly affected all of us in many ways. It seemed important to take the time to reflect on many core values and to get in touch with the important things in our lives. For me, it once again emphasized the need to give back to family, friends, community, profession etc. It also reinforced my feeling that our professional organization had an obligation to “give back” to our fellow professionals and our communities.

In October an urgent request from the New York State Dental Society immediately permitted the Third District to give back to dentists who were practicing in the World Trade Center area and had lost everything on September 11. We donated \$1000.00 to a fund that was set up to assist those practitioners.

We are planning two or possibly three service projects for the year 2002. The first project is an Oral Cancer Screening for the greater Capital District area, which is scheduled for April 6, 2002, at Hudson Valley Community College. In preparation for this event, the Third District, in conjunction with the Oral Cancer Consortium, Oral Scan Laboratories, and the Hudson Valley Community College Dental Hygiene Department, is sponsoring a free, 6-hour CE Oral Cancer course at Hudson Valley Community College on January 11, 2002. Hopefully this course will encourage attendees to participate in Oral Cancer Screening on April 6 and routinely to offer this service to their patients.

A second project is almost ready for implementation; we want to provide DNA typing of children for identification purposes. More information will be available in the Mirror when plans are finalized.

The third project is a service program is still in the formative stages. The basic plan is to provide free athletic mouth guards for young people who are involved in scholastic sports programs. Information relative to this project will also be published in the Mirror.

I am looking forward to working with the officers and all members of the Third District to make these and all of our other projects successful. Working together the Third District can make a difference in our communities.

*Respectfully submitted,
Barry I. Simon, DDS
President*

Officers 2001 — 2002

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Executive Committee Minutes - November 5, 2001

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. Dr. Lax welcomed Dr. Adam Edwards to the Executive Committee. Motion was made to accept the October minutes as published. Motion passed.

President's Report

Dr. Barry Simon reported on the following: The district received a letter from NYSDA thanking the Third District for the \$1000 donation the Disaster Assistance Fund.

The meeting in January for the preparation of the oral cancer-screening course in the spring is being finalized.

Executive Director's Report

Kathleen Moore reported on the following: The Annual Meeting was a success with 106 dentists, 270 Hygienists and Auxiliaries in attendance. There was 1 Gold sponsor and 6 Silver sponsors, and 34 exhibitors with 6 vendors on a waiting list.

CE brochures will be mailed shortly

Discussion on the Annual Meeting resulted in the following points:

The meeting may be getting too large to be handled by the Marriott's meeting rooms. Due to the increasing in size of the meeting it was suggested to have a committee for the annual meeting which would include the CE committee

AV rental is very costly and cuts into the profit for the meeting. It was suggested to either have the equipment donated for the day or to purchase equipment. St. Peter's hospital is in the process of purchasing AV equipment and the Third District will check to see if it could get in on a bulk rate.

Necrology

A moment of silence was observed for Dr. Ross E. Gutman who died on September 27, 2001.

New Dentist

Dr. James McMahon presented the following applicants for membership in the Third District:

Dr. Angela S. Sarmiento

Dr. Ralph A. Fusco

Dr. Joseph Braun

All applicants were accepted for membership.

Dental Benefits Committee

Dr. John Bucher reported on the Councils October 26th meeting. The highlights from the meeting are as

follows:

- Direct reimbursement - It is questionable whether the ADA will continue to sponsor this program. It will be up to local components to support the movement. It is difficult to find brokers willing to promote DR. DR only accounts for 1% of the market share in the US. The committee has approximately \$20,000 it can use for DR. It has only spent approx. \$3500 and has therefore decided to request a decrease to \$5,000.
- Medicaid - There has been an increase in the number of dentists signing up as Medicaid providers. Dentists do not have to provide all their services at Medicaid rates. As long as they make it clear from the start to the patient they can set which procedures they will provide for the Medicaid population. There are still complaints with the Medicaid forms.
- WEB site - The council is developing a site that would explain dental benefits not only to dentists but to patients also.
- ADA vs. Delta lawsuit - the ADA won. All third parties will have to pay a licensing fee.
- ADA vs. Aetna - suit in progress.
- OPD - Insurance denials can be referred to OPD.

New Business

Dr. Gregory Lawless presented the new AccuBite discount program. Members would benefit from 10% off on dental merchandise and lab products, 5% on small equipment and 3% on x-ray film, alloy and anesthetic. The District would receive a 3% rebate on phone or fax orders and a 5% rebate on WEB page orders.

Dr. Lawrence Kotlow proposed two resolutions for the Board of Governors to address the prevention and diagnosis of early infant dental disease.

Resolution 1

Be it resolved that NYSDA seek legislation requiring all baby bottles and sippy cups sold in New York State to contain the warning in bold print "allowing a baby to sleep or rest with a sippy cup of baby bottle filled with any sugary liquid or milk may produce severe dental decay."

Resolution 2

Be it resolved that NYSDA seek legislation requiring all Healthcare providers to take a course concerning diagnosis of early infant dental disease for licensure in New York State.

Motion to accept Resolution 1 passed. Resolution 2 did not pass vote by the Executive Committee.

Adjournment

Meeting adjourned at 8:30 PM

Children's Dental Health Month

Children's Dental Health month is upon us. Chairman Dr. Christopher Walsh again is heading up the Third Districts team by attending nursery, kindergarten and elementary schools in the area.

The district office receives many calls from area schools requesting a dentist or hygienist to come to educate our youth in good oral habits. Contact the district office if you wish to join the Children's Dental Health education team.

The district office has handout materials available on request for use during these visits.



**Don't forget your 2002
Membership Dues**

**Contact the district
office if you need a
new statement**

Third District Dental Society Hygiene Scholarship Recipients for 2001

The scholarship recipients of the Third District Dental Society's HVCC Dental Hygiene program for 2001 are as follows:

First Year: Nina Mikhaylova and Dana Stewart;

Second Year: Jason Malm and Megan Malone. We also have awarded a scholarship to a returning Second Year student as her second year award to Kimberly Spoon. She was unable to complete her courses in 2000 and has fulfilled the requirements for this year.

As in the past, the students will receive an award of \$400.00 each to be used against their tuition fees.

We congratulate each of this year's recipients

HVCC Dental Clinic

The College's dental hygiene clinic was completely renovated during the summer of 2001. In the fall, students, faculty, staff and patients returned to a brand new, state-of-the-art facility. Included in this renovation were 36 dental units and four digital radiography units. Computers were installed with dental-specific software at each unit to allow for the highest possible level of dental hygiene instruction and practice. The clinic's reception area also was part of the renovation, and now provides a more comfortable seating area for patients waiting to make use of the clinic.

Hudson Valley Community College's Dental Hygiene Clinic is open to the public, and provides preventative dental hygiene services, including oral prophylaxis, X-rays, sealants, patient education and nutritional counseling.

The Dental Hygiene program at Hudson Valley Community College is accredited by the American Dental Association and has one of the largest public health dental hygiene facilities in the Northeastern United States.

Each year, during the fall and spring semesters, dental hygiene students provide a high quality, low-cost alternative for thousands of Capital Region residents. These students are supervised by dentists and dental hygiene educators providing a high level of instruction.

The Dental Hygiene Department will offer continuing education courses for dentists and hygienists throughout the academic year. The new Dental Hygiene Clinic will be the setting for many of these courses.

In the Spring 2002 semester, the college will begin offering a certificate program in Dental Assisting. The program is registered by the New York State Department of Education and will prepare successful graduates for New York State licensing. For more information about the Dental Assisting program, call Colleen Dillon at 518-629-8115.

For more information about the dental clinic, call 518-629-7400

Respectfully submitted
Robert Hill, II, DDS

Save the Date

2002 Annual Membership Meeting
to be held on
Friday, October 4, 2002
at the Albany Marriott

Look for the brochure with full details in the spring.

ADA Delegate Reports - Continued from November

EDUCATION: There is a rapidly developing crisis in dental education. The physical plants are deteriorating; there is a shortage of clinical teachers as well as dedicated full time researchers. Without the research base, clinical advances will slow and the profession's stature will suffer.

The cost of dental education is higher per student than any other profession. The lack of financial assistance has left most minority students unwilling or unable to pursue a dental education. This lack of diversity has significant impact on access to care.

LICENSURE & REGULATION: The many complexities of states rights in the granting of licenses create the lack of mobility experienced by dental professionals. There is significant progress in the area of licensure by credentials.

There is still a lack of consensus as to the validity of different testing agencies, be they regional or independent. There is more pressure on the accreditation process as schools may well be called to take a greater role in the area of assessing clinical competency for initial licensure. The validity of live examinations and potential alternative means of testing is a very very hot area of contention between testing agencies, the educators, the dental students and the ADA.

GLOBAL DENTISTRY: There will be an ever-increasing interdependence between educators, researchers and clinicians. This will cross national borders.

CLINICAL DENTAL PRACTICE & MANAGEMENT: There will be a rapidly increasing digitalization of data to assist in risk assessment and outcome assessment. This will result in the development of more individualized treatment modalities and protocols.

There is a specific portion of the population, which experiences a disproportionate amount of dental disease.

DENTAL & CRANIOFACIAL RESEARCH: More of the caries and perio research is proceeding along the medical model of a balance between health and disease. What can the provider do to keep the patient in the health side of this balance?

This chapter has a great short synopsis of current state and future trends in caries and periodontal research/treatment. Future modalities will emphasize risk assessment.

The relationship between oral health and systemic disease will be aggressively explored. The cellular basis of this relationship is discussed.

There is food for thought for any and everyone in this report. Its widespread distribution is coming.

Again, there is very little time to prepare this report. Please do not hesitate to give Steve Essig or Brian Kennedy a call if you have a question on a specific item or you would like more detailed information. This is your association.

*Respectfully submitted,
Brian T. Kennedy, DDS*

The House of Delegates adopted priority items including resolutions discussing the use of live subjects in clinical licensing exams: Resolved that the ADA sponsor a task force which will include equal representation from the Amer. Assoc. of Dental Examiners, the American Student Dental Assoc., Amer. Dental education Assoc., the ADA and the Committee on the New Dentist to consider the role of patient-based examinations and other potential methods for evaluating clinical competency for licensure and bring its recommendations to the 2002 House of Delegates.

The House adopted a resolution to spend \$ 117,800 to prepare media packets to increase oral health awareness, despite NYSDA opposition.

One of the big issues this year was recruitment and retention of members. The House voted to spend \$159,000 on block grants to constituent societies of up to \$ 3,000 per dental school located in the constituents' states for the purpose of student recruitment activities.

The House passed a resolution allocating \$ 670,100 on a tripartite grassroots membership initiative. The goal of the effort is to achieve a 75% market share by 2005.

There was extensive debate on a resolution concerning the use of fluoride varnish by dentists and/or physicians. The resolution was referred back to committee.

The House adopted resolutions providing ADA support to fight denturism and the illegal practice of dentistry.

The House voted to help states adopt policies to encourage the redistribution of dentists to assist areas with manpower mal-distribution. The policy includes language establishing frameworks for states to adopt model legislation including tax deductions and loan forgiveness for pre- and post-doctoral students and residents.

Lastly, the House adopted a resolution calling for insurance and managed care dental consultants to hold valid licenses to practice dentistry in the states in which treatment is rendered.

*Respectfully submitted,
Steven L. Essig, DDS*

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

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

Associate: General Practice looking for an Associate who wants to work in a modern fun office. Call 518-374-1935 Dr. Ken Schwartz.

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

Associate: 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 518-868-8350

General/Specialty Dentist: Needed to start as associate with future partnership and buyout possibilities. Terms negotiable. Upstate New York location, in a beautiful, quiet, residential area of Uptown Kingston. High quality, fee for service, low turnover and low stress office. Equipped with 3 treatment rooms and 6 days of hygiene presently with second dentist needed to catch up and continue growth. Call, write or e-mail Jeffery Viglielmo, 56 Lucas Avenue, Kingston, NY 12401, 845-339-1619, fax 845-338-4380, idealhealthdds@aol.com

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

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

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.

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

Practices for Sale

Dental Practice: High Quality FFS Practice Norwich NY. Real estate available. Aspen Advisory, LLC. 1-800-663-9954

Capital District Area: General dental practice for sale. Established for many years, great location, on-site parking. All equipment under six years old. Suitable for one or preferably two dentists. Large patient base; new patients have been denied due to wait time and busy schedule. Present owner will stay in the area as a specialist in a new practice. Fax resume to 518-383-9235

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

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

Space to Rent

For Lease: Dental office, 1336 Upper Union Street, Schenectady. Contact: Gordon Furlani at CB Richard Ellis 518-452-27-Ex 115

Equipment for Sale

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

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

Non-District Course Offerings

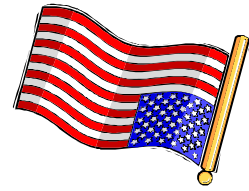
6 Day upcoming practical course in Bioesthetic Dentistry presented by Orogathic Bioesthetics International (OBI). Course title: Level II, Orogathic Diagnosis and Mandibular Stabilization

Session 1: March 15,16, 2002

Session 2: April 12, 13, 2002

Session 3: May 17,18, 2002

Course to be held at HVCC Hygiene Clinic, Troy. For more information Call OBI at 800-438-6441 or contact Vincent T. Saracco, DDS (course sponsor) at 518-237-0047



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



Third District Dental Society

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for the Third District
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Tim Clain 800-200-5434

Upcoming Continuing Education courses

“Diagnosis and Management of Common Lesions/Conditions”

presented by J. Mark Barry, DDS, MBA.

Friday February 8, 2002

“Periodontology for the Dental Hygienist”

presented by Timothy J. Hempton, DDS

Friday, March 8, 2002

Both courses will be held at the Century House in Latham

Pre-registration is advised for all CE courses