

2005 Annual Membership Meeting

The plans have been finalized for this year's Annual Membership Meeting being held on Friday, September 30th at the Albany Marriott. Look for the newly designed registration brochure in the mail or visit online at www.third-district.org

A great line-up of speakers have been arranged this year by Dr. Steve Essig, President-elect. Once again, the annual meeting gives you the opportunity to bring your whole staff for a day of continuing education, leisurely time to visit a wide selection of vendors showing dental and non-dental services and supplies and time to network with each other.

Continuing Education selections for the complete dental team include:

Clifford J. Ruddle, DDS, FACD, FICD
"Creative Endodontic Experience"
Sponsored by Tulsa Dental

Marvin H. Berman, DDS
"Pediatric Dentistry: Are We Having Fun Yet?"

Beth Thompson, RDH, BS
"Premeditated Dental Hygiene"

Judith L. Shub, PhD
"Because You Asked: Contracts, Dental Benefits and Your Practice"

Richard P. Herman, DDS
"Keys to the Code: Unlocking the Doors to CDT-2005"

Daniel Baccari, JD and Scott Cabral, JD
"Everything You Need To Know About Practice Transitions"
Sponsored by Baccari Cabral Group

Adult and Infant CPR with AED

Visit at least 6 exhibitors to be eligible for a drawing on gifts for the dentists and staff.

Early discounted tuition will be available if your registration is received by August 15th.

Sponsors of the Annual Meeting are Pauli Financial, Inc., Nobel Biocare, Medical Liability Mutual Insurance Company and Classic Space Maintainers as well as education sponsors: Tulsa Dental and Baccari Cabral Group

2005 Annual Membership Meeting

Save the Date
Friday, September 30, 2005
8:30 am to 5 pm

Albany Marriott, 189 Wolf Road, Albany

Executive Committee Minutes for April 4, 2005

Call to Order

The regularly scheduled meeting of the Third District Dental Society was called to order by President Elect, Dr. Steven Essig, in the Conklin Conference room of Memorial Hospital, Albany, NY at 7:30 PM. A quorum was present.

President's Report

Dr. Mark Pettrone: No report.

President Elect's Report

Dr. Steven Essig: No report.

Secretary's Report

Dr. Chris Walsh: Minutes of the March 7, 2005 meeting were accepted.

Executive Director's Report

Kathleen Moore: Dues update-sent out 3 statements to all members and placed phone calls. 10 members will be dropped from directory, they did not pay dues or return phone calls by March 31st. Dr. Ference inquired to see if fellow dentists should call on those members that did not renew there dues. Kathy suggested officers and membership chair should follow-up. A list will be sent to the president.

Annual meeting update: 32 of the 50 spaces taken up. Sponsors: Richard Pauli Financial, Nobel Biocare, Baccari Cabral Group, MLMIC, and Classic Space maintainers. Brochures should be out soon.

Reports of Committees and NYSDA Councils

Membership: Dr. Steve Conway:

The following have applied for membership:

Tana Fagan, 1988 graduate Georgetown, general practice at Center Health Care in Albany.

Gilberto Nunez, 2003 graduate of NYU, general practice 389 Washington Avenue in Kingston.

All applicants were accepted for membership.

Governmental Affairs

Dr. Hill-Bill S2863 require dentist to use Thyroid collars.

Dental assisting bill up for vote.

Amalgam recycling: regulations not in place yet, but we will have two years after regulations in place to comply.

Medicaid: still fighting for it.

Prescription Regulations: April 2006 New York State requiring all scripts on their paper.

Dental Assistance will read "any reversible procedures" instead of laundry list.

Concern about graduates from hygiene program not being from the area. Dr. Hill got HVCC to make residency be part of criterion for acceptance.

Dental Benefits Program Geoffrey Gamache:

Delays by MetLife payments to providers-reported to

the State, investigation going on.

Invited to the Chicago for Direct Reimbursement seminar at the ADA. Requested \$500.00 to pay for half of trip. Motion accepted and passed.

Insurance Committee-David Delaney

Dr. Delaney found out March 31, New York State passed Non-liquidation law, stating that no approved medical underwriter in New York can be liquidated. This covers dental also. So MLMIC cannot be put out of business.

Many Oral Surgeons in New York State have been asked for list of referring dentists so Fortress can send information. This is unwarranted and surgeons should not give out this information.

Dental Health, Health Planning and Hospital Dentistry -

Steven Essig: Faculty issues, continuing education, dues exemptions for deployed military personnel and effort to develop national clinical exam. Dental examiners feel threatened by PGY1. Less residency programs this year than last year-could cause a problem.

Prescriptions for NYS state: April 2006-scripts are free of charge after registration. The state is not ready yet to send. They will have books and computer forms. Contact information will be placed in mirror and on the web site.

ADA seriously looking at a National exam. Florida will not sign on at this time.

Old Business

Kathy Moore in Doug Smail's absence - The district will be holding a forensic seminar with Dr. Henry Lee on September 17 at the Turf Inn on Wolf Road. Seating available is 500. We will pay for overnight room and donation to NYS Troopers Foundation.

General Membership Meeting-Kathy Moore: we need high attendance for the vote on NYSDA governance. Also votes will be taken at the Troy Study Club and Ulster Green. At the meeting Dr. Chad Gehani giving dental education, please reply so we can get accurate numbers on attendance. Also this meeting is being used for new membership drive. We extended invitations to all non-members that NYSDA has on record in or area.

New Business

Dr. Walsh- Albany Dental Van (Miles for Smiles) - St. Peter's hospital now staffing first van. Executive Committee expressed concerns regarding staffing due to lack of residents. I will ask at next dental van meeting. Major fund raiser for this is the LOB-STER fest-Washington Park, Saturday, June 11. Tickets on sale May 1 at Sefcu's and at Price Choppers.

Dr. Gamache said that most counties trying to get vans up and running. Staffing biggest concern with people and laws.

Dr. Kane reminded all to support continuing education.

Pauli Financial Group, LLC is on the Move

Effective July 1, 2005

Our new office will be located at:

945 Route 146, Suite 200
Clifton Park, NY 12065

Tel: 518.383.1238 (same)
Fax: 518.383.8418 (same)

rppauli@finsvcs.com
www.paulifinancial.com

Our move is scheduled for July 1st; however, due to construction delays I won't have a formal occupancy date until mid to late July. I can be reached either by phone or e-mail.

Please contact me for all of your Health, Disability Income, Life and Long Term Care Insurance needs as well as Investment Planning.

Thank you for your patience during this time of transition.

Helping patients quit

The U.S. Surgeon General's Web site now includes a new "Clinician's Packet on Treating Tobacco Use and Dependence," a how-to kit on implementing Public Health Service clinical practice guidelines on tobacco cessation. The kit includes expanded definitions of the "Five A's" health professionals should keep in mind when confronted with a patient's tobacco use:

Ask. Identify and document tobacco use status for every patient at each visit.

Advise. In a clear, strong, and personalized manner, urge each tobacco user to quit.

Assess. Does the tobacco user appear willing to make an attempt to quit at this time?

Assist. For patients willing to make the attempt to quit, use counseling and pharmacotherapy to help them succeed.

Arrange. Schedule follow-up contact, in person or by telephone, preferably within the first week after the quit date.

The kit is available at www.surgeongeneral.gov/tobacco/clinpack.html. Source: U.S. Surgeon General's Web site



ADA05 Philadelphia

FORGING OUR FUTURE
october 6-9 2005

New and Improved Third District Web Site

New design

Improved navigation

More public and professional information

**Members Only Access includes updated
information and links**

Members Forum-start a discussion today

Continued from Page 2

Dr. Hill asked for contributions to fund HVCC hygiene pins. Will add as continuing request to budget Dr. Cubano will do this. Motion made to fund the pins this year under the Membership & Communications budget, Approved.

Some members asked about Small Smile of America, a private clinic for underprivileged children, trying to recruit staff members and dentists. Spending money on advertising. Targeting staffers already working in other offices. Further investigation into their practice will be done.

Adjournment

Meeting adjourned at 8:30pm.

Welcome New Members

The following new members were elected into membership recently. We welcome them as members of the Third District Dental Society and encourage participation in organized dentistry.

Farah Kim a 1999 graduate of University of Florida. She is practicing at the Teresian House Nursing Home in Albany

Don Chung is a 1995 graduate of the University of Michigan practicing in Albany

CLASSIFIED ADS

*Classified Ads are placed free for members for 2 issues. A small fee is charged to non-district members
The Third District is not responsible for ad content. All ad content @Third District Dental Society
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DENTAL POSITIONS AVAILABLE

Well Established New York Mid-Hudson Valley Group Practice seeks GP with strong clinical/interpersonal skills to work with generalists and specialists. Residency or equivalent training is required. Please send resumes to Pine Street Dental Associates, PC, 138 Pine Street, Kingston NY 12401 or send by email to admin@pinestreetdental.com

Dental Associate: Position leading to equity in the Mid-Hudson Valley. This may be the opportunity of your lifetime. See our website at www.thecenterforadvanceddentistry.com for more info. Contact us via our website or call 845-691-5600 for interview

Capital District: Full time general dentist needed for busy group practice 20 mins south of Delmar. Excellent income, benefits, 401K. A great opportunity awaits. Call now, 518-966-4538, leave a message

Associate Dentist: Wanted for a friendly, motivated office in the beautiful foothills of the Adirondacks on the Great Sacandaga reservoir- 50 min. north of Albany and 30 min. west of Saratoga. Compassionate dentist needed to perform quality dentistry. We have 7 operatories and 3 excellent hygienist. Generous guaranteed monthly income/percentage of production. Near future partnership/buy-out potential. Call 518-661-6405 or fax us at 518-661-7765

Associate: Looking for a 1 year associateship followed by a buy in and buy out to be done within 5 years. Doctor must be personable and have good communication skills. Proficiency in all disciplines of dentistry required. Office is fully computerized, Digital Pan, Digital X-rays, Cerec, Laser. Great opportunity for the right doctor. Contact the Third District Dental Society, 518-782-1428 regarding Ad# 055

Full Time: Staff Dentist for St. Clare's Hospital, Department of Dentistry. Good benefits, generous vacation. Also possible, part-time positions to fill vacancy. Contact Drs Lanka 518-347-5568 or Marcus 518-347-5773

Associate Dentist, Full-time/Part-time – with possibility of partnership. Union Street Dental is a family practice providing preventative, restorative as well as cosmetic care. We are proactive in our approach to dentistry and have a dedicated support staff that maintains the flow of the work environment. At this time, we have one full-time and one part-time dentist, and two full-time hygienists. Please contact Patty Walsh, for information at 518-346-6429

DENTAL POSITION WANTED

General Dentist: Relocating to the capital District seeking part-time employment. Available Wed. and Fri. experienced in full mouth rehab, perio/pros, esthetic cases, restoration of implants, endo, Invisalign certified. Good communication skills, hard working. Fee-for-service setting preferred. Call 1-917-612-4208

Dentist: 25 years experience. Examiner for the Florida Board of Dentists. President of the Florida Managed Care Dental Association. Moving to the Capital District. Contact William Chais, DDS, PA. Call 954-253-7458, Fax 954-423-1379 or email williamchais@hotmail.com

DENTAL HYGIENIST POSITIONS AVAILABLE

Hygienist: Orthodontic office. Full or Part time. Unusual opportunity in a different dental discipline, very good hours. Please call 518-272-1168

Hygienist: Expanding dental Practice seeking full time hygienist, to grow with our state of the art practice. Excellent benefit package, competitive salary. Office hours Mon-Fri 8.00-4.30, no weekends. Please fax resume to 845-679-7594

Hygienist: Schenectady Office, Monday-Thursday (26 hours). Good working environment, low tech. Call Dr. Leitner 518-393-6098

Hygienist: Needed FT/PT dental hygienist for a busy dental office. Flexible hours. Competitive salary \$27/hour or based on experience with benefits. Please contact 518-452-6395 (home) or fax 518-465-1450

Hygienist: 20-24 hours per week (Monday, Tuesday, Thursday) beginning 7/5/2005. Please mail or fax resume to Edward J. Kampf, DMD, 3 Pine West Plaza, Albany, NY 12205. Fax 518-869-5679

Hygienist: We are looking for a team oriented dental hygienist to work in our general practice. PT/FT positions open. Our office hours are Mon-Thurs 8-5 and Fri 8-1. (No evenings or weekends). We are a computerized office with digital X-ray technology. We will train in those areas. Please call 518-869-8374 Mon-Thurs 8-5 for more information and to apply.

Hygienist: FT/PT position, Monday thru Thursday in a pleasant, easy-going office offering quality care. Join our team. Inquire at 518-325-5142

DENTAL ASSISTANT POSITIONS AVAILABLE

Dental Assistant: Certified, preferred full time orthodontic office. Call 518-272-1168

Dental Assistant: 4 days a week to join our Latham team. We need an experienced, enthusiastic, self-starter with a never say no attitude toward assisting duties. Would you be interested in being part of a patient centered practice that appreciates staff? Call 518-782-9015

PLACEMENT AGENCY

Looking for Quality Temporary or Permanent Employees? Breathe Easy Staffing Solutions is now placing temp and permanent dental hygienists and assistants. Locally owned business run by hygienists who understands the dental staffing needs. Please call us at 518-280-8932 or email us at breatheeasy@msn.com for more information

New Member Benefit Service Providers Endorsed

SteriLogic Waste Systems, Inc.

As many of our members are aware, EnviroTech America, our former endorsed dental waste provider had been bought by SteriCycle recently. After discussion with SteriCycle, it had been determined that they will not be able to pickup the amalgam and fixer/developer.

Dr. Mark Pettrone, President and Dr. Steve Essig, President-elect have chosen SteriLogic Waste Systems, Inc. from Syracuse as the Third District endorsed dental waste provider. SteriLogic is a full service provider, with a fee schedule similar to EnviroTech America.

Be sure to inform SteriLogic that you are a Third District member to receive your special pricing. Contact Jack Fitzmaurice (formerly of EnviroTech) at 888-756-3003

Cambridge Subscriptions

In the near future, I will send each office within the Society a letter of introduction followed by our complete pricing list for hundreds of magazines. The savings we offer are significant - subscription services such as Cambridge are given discounted retail prices for the expressed purpose of bringing customers to the publishers. Better yet, you receive an additional 30% discount from Cambridge. And just so you know, you can renew your current subscriptions through our program regardless of when they expire.

Not only will our low prices be available for you to stock your office waiting area, staff members may also take advantage of these savings for their own personal magazine purchases. Simply compare our prices with those you are currently paying and see for yourself how much you will save with us. It would be my privilege to serve you. Contact Roger Mike at 518-383-2590 or 888-383-6330

CLASSIFIED ADS—CONTINUED FROM PAGE 4

DESIRES TO PURCHASE PRACTICE

Dentist: Relocating to Catskill area. Seeking to join a practice in Catskill, Kingston or surrounding area. Practicing fourteen years, skilled producer motivated team player. All phases of dentistry, seeking opportunity for partnership or purchase. All inquires confidential, contact the Third District Dental Society 518-782-1428 Ad #053

PRACTICES FOR SALE OR RENT

Albany County: For Sale-Fully computerized 3 op dental practice, 300K gross, excellent location, geographically close to major cities, cultural area that draws nationally recognized talent. Call the Baccari Cabral Group, LLC 518-562-9080 Toll free: 1-877-812-(2BCG) 2224, www.bcgdental.com

General Dental Practice Albany: Three fully equipped comfortable operatories. All Adec units, Dental-ez chairs. Turn key operation. Well established clientele for 30+ years. Low overhead, ample parking in busy area. Reasonably priced. Will stay to introduce. Best buy in the Capital District. Call 518-869-5422 (evenings)

Capital District 6 operatory general practice office in excellent location, grossing \$1.2 consistently with low overhead. Great growth potential, high new patient flow. 4 additional treatment rooms ready for chairs. Contact The Third District Dental Society 518-782-1428 regarding Ad# 054

Office for Rent: Beautiful 2000 sq ft dental office available 2 days/week and evenings. Great opportunity to transfer an existing practice, or start a new one. Executive Park behind Stuyvesant Plaza. Call Dr. Neil Schachter 518-482-7688

For Sale: Largest Medicaid clinic in upstate New York. Will discuss terms. Call 518-747-4977

Albany: Exceptional opportunity in rapidly growing capital district. Successful, fee for service practice grossing \$400K and very profitable. Spacious, 4 operatory office with 5th plumbed. Large active patient base. Dentist retiring and motivated to sell. Call Countrywide Practice Brokerage at 800-222-7848 or www.ddsbrokers.com.

EQUIPMENT FOR SALE

Reveal intraoral camera system, 7 docking stations and 3 removable cameras included. Dental office being renovated must sell! Please call Karen at 518-869-5348

SEEKING EQUIPMENT

Wanted: Good used automatic X-Ray developer. Call Dr. Rymanowski 518-747-4977

VOLUNTEER OR EQUIPMENT DONATIONS

Capital City Rescue Mission: Would you consider taking a turn seeing one of these patients free at your office on referral? Volunteering time in the dental office at the mission for treatment and/or screening? Talking and brainstorming about these or other ways to meet this need? Contact: Sarah Schoof, FNP, Capital City Rescue Mission Free Clinic, 259 South Pearl St., Albany NY 12202 518-462-0459 ext 233 (Tues & Fri.) or home 439-1636

Glens Falls Medical Missionary Foundation is looking for donations of any dental equipment or supplies for Guatemala. Contact the Foundation at PO Box 627, Glens Falls NY 12801 or by calling Dr. Fred Phillips at 518-584-3162, email ktbraico@aol.com

**Third District Dental Society
Officers for 2004 – 2005**

President: Mark J. Pettrone, DMD

President elect: Steven L. Essig, DDS

Vice President: Douglas R. Smail, DDS

Treasurer: John H. Essepian, DDS

Secretary: Christopher Walsh, DDS

Immediate Past Pres: David Delaney, DMD

Editor: Howard J. Bresin, DMD

Executive Director: Kathleen M. Moore

Check your Calendar

Executive Committee - Monday, September 12
2005, Memorial Hospital, Conklin Conference Room,
Northern Blvd. in Albany. All are welcome.

Continuing Education

Dr. Henry Lee - New Technology in Forensic
Science" Saturday, September 17 1-4 pm Turf Inn,
Albany

Annual Membership Meeting - September 30

Study Group meeting dates posted on the district
web page www.third-district.org

ADA Annual Session October 6-9, Philadelphia PA

NYSDA Board of Governors

November 18-19, Westin Hotel, NYC