

JUNE
2002



Dr. Brian Kennedy, NYSDA Vice President, Madeline Kennedy, Jean Lax and Dr. Ben Lax, district President Elect take time out of the President's Ball at the Spring BOG Session



Governor George Pataki enjoys a chat with Drs. Monica Mottolese and Douglas Smail at the NYSDA Legislative Reception

Report of the Board of Governors Spring 2002 Session

The Semi-Annual meeting of the Board of Governors of the New York State Dental Association was held May 30 through June 2, 2002 at the Garden City Hotel (Nassau County). Attending from the Third District were Governors Peter Collins and Mark Weinberger, Executive Director Kathleen Moore, NYSDA Vice President Brian Kennedy, NYSDA Education Council Chairman John Essepian, NYSDA Publications Council Chairman Douglas Smail, Third District President Barry Simon, Third District President-Elect Bennett Lax, Third District members Gary Puccio and Sabita Smail and accompanying family members.

It was announced that the \$40.00 dues increase had been PASSED by the membership of the New York Dental Association. A motion to permit dues increases of up to 5% without a vote of the membership was DEFEATED.

Significant actions taken by the Governors were:

The Council on Publications and Council on Membership and Communications were directed to explore the mechanisms necessary to review all advertisements for NYSDA Publications for appropriate content and report their findings to the Board of Governors at the 2002 An-

The Council on Education was directed by the Governors to investigate the establishment of continuing education credit for the reader of any New York State Dental Journal article that complies with the mandatory continuing education requirements as defined in the New York State Dental Practice Act.

The Governors voted to direct the Second Trustee District (comprised solely of New York State) to OPPOSE the following resolution submitted by the ADA Council on Ethics, Bylaws and Judicial Affairs:

“It is unethical for a dentist to engage in a dating, romantic, or sexual relationship with a current patient of record. This prohibition does not apply to relationships between a dentist and his or her spouse or equivalent domestic partner.” at the 2002 ADA session.

At the request of the New York State Society of Orthodontists, the Third District introduced a resolution that if by December 2002 the State Education Department does not implement the six NYSDA proposed additions to the list of supportive services that a licensed New York State dental assistant can perform, NYSDA seek legislative action to implement the NYSDA proposed additions. This motion passed unanimously.

HIPAA Regulations

NYSDA to Provide training and resources

HIPAA regulations on safeguarding the privacy of patient health information will take effect a year from now on April 14, 2003. NYSDA will be offering seminars to facilitate compliance for all NYSDA members in the coming months. The ADA is responding to dentist's concerns about the implementation of the Federal Health Insurance Portability and Accountability Act (HIPAA) and its effect on dental practices.

The ADA News and website www.ADA.org/goto/HIPAA continue to provide updates on the status of the implementation and requirements for compliance. The final regulations on HIPAA transactions and code sets become effective on October 16, 2002. Dentists who participate in Medicare may wish to file for an extension until October 16, 2003 because their practice management vendors and/or clearinghouses may not be ready to accept and produce HIPAA compliant transactions by October 16, 2002. Further information will be available in the May 16, 2002 issues of the ADA News and on www.ADA.org.

In addition to specific requirements for consistency in all electronic claim transmission, HIPAA regulations include specific guidelines for ensuring patient confidentiality. The ADA has been involved in ongoing discussions in efforts to limit the effects of such requirements on dental offices. Members are advised to check each issue of the ADA News in the coming months for specific information on the status of the requirements.

Dates to Remember

Great Escape Fun Park Saturday July 20

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

Executive Committee - Monday, September 9th
at the Conklin Conference Room, Albany Memorial Hospital

Oral Cancer Detection and Prevention—September 18 Free NYSDA mandated course.
Call the district office @782-1428 to pre-register

Annual Membership Meeting—October 4th
All day. Albany Marriott.
Details are available in the registration brochure

Children's Dental Health

Another busy year

Once again Dr. Christopher Walsh has overseen a tremendous service to our children.

This year our members have visited over 29 Schools speaking to 2680 children on proper Oral Health. The following members volunteered to speak at area schools, using the materials provided by the district and the ADA:

Dr. Christopher Walsh and the
Dental Hygiene students at HVCC
400 students at various schools

Margaret of Dr. Catalano's office
600 students in various schools in
in the Catskill area

Carol of Dr. Peter Collins office
Rosewell School, 25 students

Lori of Dr. Peter Collins office
30 pre-school students

Dr. Michael Maloney
30 students

Dr. Colin Heeps
100 students

Tina of Dr. Decker's office
Averill Park School - 100 students
Farnsworth Middle School
150 students

Dr. Gary Puccio
John Edwards School
270 students

Dr. Frank Danz
Castleton School, 30 students

Dr. Timothy Esmay
45 students

Dr. Elizabeth Barra
Cohoes Elementary School
400 students
Hosted 120 Girl Scouts at HVCC

Dr. Robert Taranto
St. Pioux School
60 students

Dr. Gregory Lawless
150 students

Dr. Richard Esmay
75 students

Dr. Stephen Christenson
Westchester Pre School,
20 students

Mary Bowan, school nurse
Bishop Magin High School,
60 students

Poster Contest Winners

Dr Walsh has released the names of the district winners of the Children's Dental Health Poster contest:

Pre-school – Kindergarten
Chelsea Miller
St Jude's the Apostle School

1st – 2nd Grade
Olesea Gethers
Christ the King

3rd – 5th Grade
Stephanie Segal
The Children's Annex

6th – 8th Grade
Ciara Kazakis
Christ the King

All student winners received a \$50.00 award for being selected.

Dental Educator of the Year

Ms Annette Levalle of the Kingston School District was nominated from our district and was awarded the NYSDA Dental Educator of the Year. Congratulations to her. She has received respect and adoration from her school for all her work to educate the students on oral health.

We congratulate and thank Dr. Walsh and ALL our volunteers for their efforts with this excellent program.

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 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

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: Associate wanted immediately for busy, high quality practice. All phases of dentistry. Must have sincere interest in becoming part owner. I wish to share workload and reduce my hours within twelve months. Previous military or GPR required. Fax resume to 518-452-1744 or visit doctorts-milezone.com

Associate: Looking for an associate. 4-5 days in Albany General Practice. Must be proficient in crown bridgework and endo. Please call 518-220-5724 after 6 pm 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 518-346-6429 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

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

Albany: 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 bedroom apartment with full basement. Call 518-462-4730

Dental Office Building: Route 40, Troy suburb. Beautiful, well-maintained building. High visibility, good neighborhood. Contact, 518-237-0047

Dental Office: (1200 sq. ft.) Adjacent to lovely historic home in Schenectady, NY. Convenient to schools and hospital. Call 518-377-7112

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. Email: richryan@hotmail.com

Equipment for Sale

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

Denar Slidematic facebow in great condition with three transfer jigs and hard case. New \$503.00 will sell for \$250.00. Call Colleen at 518-877-8687

Used DentalEZ vacuum pump. Two (2) 1 hp motors. Good condition. Marus chair and dental unit with fiber optic module. Good condition. \$950.00 for both. 845-691-5600 ask for Teri.

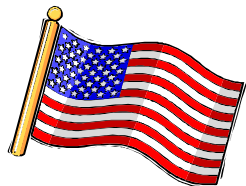
All Dental and office equipment. Dr. Roy Darling 518-377-7112. Leave your name and Fax # for price list

Dent-X Image 70 X-Ray unit, 2 heads, 1 controller, \$2,500.00. Peripro II with daylight loader and duplicator, \$500.00. Forest doctors wall/cabinet, 3 handpiece side delivery unit, \$800.00 Call 518-456-7520



Third District Dental Society

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



First Family Fun Day for your entire family and staff - July 20, 2002 at



- Admission with unlimited use of rides, shows and attractions from 10 am to 10 pm
 - The Paul Bunyan Barbeque at 12 to 1 pm in our reserved area of the North Woods pavilion which includes: 1/4 lb. barbecue chicken, char-grilled hamburgers and hot dogs, pasta salad, potato salad, mixed fruit salad, corn on the cob, vegetable platter with dip, rolls, potato chips, beverages and ice cream
 - Soda available at 2 designated locations in the park from 11 am to 8 pm
- Tickets costs: per person over 48" \$32.50 (Adult) INCLUDES food!
per person under 48" 29.60 (Children) a great deal!
Season pass holders only need to pay \$14.00 for food

Call the district office to make your reservations today!

Officers

2001 — 2002

President

Barry I. Simon, DDS

President elect

Bennett I. Lax, DDS

Vice President

David M. Delaney, DMD

Treasurer

John H. Essepian, DDS

Secretary

Debra G. Bausback, DMD

Editor

Steven L. Essig, DDS

Executive Director

Kathleen M. Moore

Nominations for Officers and Committees for 2002-2003

Nominations for the following positions may be made to the Nominating Committee by August 10th .

Vice-President
Committee Chairs
NYSDA Governor

Please mail your nomination to:
Nominating Committee
Third District Dental Society
180 Old Loudon Road
Latham, NY 12110

NYSDA Council Reports

Notes from the President – elect meeting

Bennett I. Lax, DDS

What the New York State Dental Society will be working on for the next year:

1. Membership – address the problem of recruitment and retention
2. Mercury situation – The Environmental Protection Agency of NYC came out with a false study saying that the 47% of methyl-mercury in the Hudson River Basin is the sole result of New York's dentists. Problem is that the mercury in amalgam cannot become methylized, and that the study used the amount of amalgam sold to dentists, divided that by the number of dentists in New York State and said that was the amount to mercury in the water. Also the study was sponsored by the manufacturer of mercury reclamation units.
3. The push for a 5th year eliminating the clinical part of the licensing exam. Only hairdressers and dentists are required to do a clinical exam
4. HIPPA – privacy act that will affect the physical layout of all dental offices

Membership and Communications Council

Gregory Lawless, DDS

Dental society membership recruitment is increasingly becoming an area of concern. ADA membership has declined considerably over the last decade. With the ADA's guidance, we will be instituting a grass roots membership initiative highlighted by a one-on-one outreach program aimed at educating non-member dentists about the benefits of belonging to the dental society.

High membership numbers mean a politically and financially strong organized dental society. Our support of organized dentistry will allow us to continue to guide the direction our profession will take in the future and maintain control of our professional lives.

In order for our membership program to be successful I need a group of enthusiastic volunteers to work with me as advocates for our society. If you are interested in helping on the Membership and Communications Committee please contact Dr. Gregory Lawless at 518-786-1318

Council on Dental Benefits

John Bucher, DDS

Medicaid:

1. All dentists requested to see 5-10 new patients a month
2. Department of Health is working on ways to address problems with broken appointment by Medicaid patients
3. Department of Health has indicated paperwork problem will continue for the next two years

Insurance:

Problems with Guardian requesting reimbursement for previously reimbursed claims. If anyone receives a request from Guardians "Special Investigation Unit" please contact the dental society.

CDT4: Will be available January 2003. There are 124 changes to the code

Direct Reimbursement:

ADA still promoting DR. Likely to ask members for a \$26.50 dues increase to help fund DR. More brokers appear to be coming on board with DR.

Council on Publications

Douglas B. Smail, DDS

On April 29th, the NYSDA Council on Publications met in Albany. Present for the meeting from the Third District was Dr. Douglas Smail, Chairman.

The Editor's and Staff Reports were given as per protocol. The majority of the meeting was spent discussing and responding to Board Resolution 17-N-01.

The Council unanimously agreed to submit a resolution at the next Board of Governors meeting:

- **Resolved:** That the Council on Publications be dissolved and that its duties be assumed by the council on Membership and Communications and be it further.
- **Resolved:** That the Council on Membership and Communications be encouraged to form a subcommittee to oversee the council's newly assumed duties.

Membership Survey Results

We had a great response from you, the members of the Third District Dental Society on the Survey taken the winter of 2001-2002. A total of 138 surveys were returned. The following is a breakdown totaling the number of answers to each survey question. The numbers in parentheses represents checked answers. Those of you who had requests to the district office had been contacted directly. We appreciate your input.

Practice Type: (62) Solo (43) Group (7) Associates
(3) Faculty (10) Retired (5) Other

Patient Care

Do you have experience providing care for the following disabilities? (28) Mentally Retarded (25) Stroke Victims
(26) Cerebral Palsy (19) Muscular Dystrophy (22) Psychological (17) Other Physical Disabilities
Added to the referral list (24)

Would treat disabled or elderly patients in a homebound setting?
(6) Yes, Added to referral list (5)

Medicaid: Do you accept Medicaid patients (14) Yes Would you be willing to be added to our referral list? (1)

Sedation/anesthesia for General Dentistry:

Do you use any of the following methods of sedation/anesthesia in your practice: (30) Oral premeditation (46) Nitrous oxide (10) IV Sedation (7) General anesthesia in office (12) General anesthesia in hospital
Added to a referral list : 0

Do you use any of the following: (19) Digital Radiography (10) Air Abrasive (44) Implants (7) Laser
Added to a referral list : 43

Continuing Education – Annual Meeting

Attend the General Membership Meetings held in the:
Fall – (75) Yes (49) No
Exhibitors layout (72)-Yes, Meeting site (Albany Marriott) (73)-Yes, Registration system (75)-Yes, Food Selections (69)-Yes

Continuing Education (96) have attended district courses
Reasons for not attending: some have noted the desire for courses in the southern tier.

Topics that you and your staff would be most interested in attending: (61) Cosmetic Dentistry ; (49) Endodontics; (41) Implants; (25) Oral/Maxillofacial Surgery; (24) Orthodontics; (26) Pediatric Dentistry; (31) Periodontics; (40) Practice Management; (67) New Technology in Dentistry; (48) Prosthodontics; (23) Office Administration; (38) Dental Hygiene; (33) Chairside Assistants'

Time of day you prefer: (91) Daytime (23) Evening
Day of Week most convenient M-10; T-3; W-13; TH-19;
F-63; S-13 No Preference-23

District Office Services:

The value of the following benefits as they pertain to your membership in organized dentistry.

| | <u>Very</u> | <u>Somewhat</u> | <u>Not Important</u> |
|--|-------------|-----------------|----------------------|
| Representation of my interests at the state level | 82 | 27 | 6 |
| Representation of my interests at the national level | 66 | 42 | 9 |
| District Publications | 36 | 60 | 19 |
| Peer Review | 74 | 34 | 7 |
| Patient Education/PR | 29 | 61 | 24 |
| Practice Management Information | 23 | 56 | 35 |
| Group Insurance Coverage | 61 | 35 | 18 |
| Networking/camaraderie | 48 | 49 | 15 |

Programs or services that you would like to see offered.

Comments included the following:

“Organized coverage for illness/injury/vacation”, Health insurance for retired members”

District Office

Overall, rating of the quality of service you receive through the District Office. Excellent (54) Good (56) Fair (8) Poor (0)
Comments: “More full featured website; course sign up, advertisements, jobs, equipment, national, state and local dates, local news”; “Need to have more involvement of new dentists”

Committees Membership

Any good organization needs its members to volunteer to complete its work. Do you wish to be a part of organized dentistry by providing service to any of the district’s committees?
(16) Yes (75) No

Member Services – Social Outings

Do you receive services for any of our endorsed vendors?
(72) Yes (38) No

If yes, indicate the vendors you receive service from:
(17) Accu Bite Dental Supply (02) Allegra Print and Imaging
(11) Summitt Financial Services - Health
(1) Sky Financial Solutions (38) Medical Liability Mutual Insurance Co(1) Interpay (17) Morgan Linen
(18) Med Waste Services (6) Empire Vision Discount plan
(3) Disney Club (3) Business Link with Smart Deal Network(14) Third District Web Site (1) Job Bank
(6) Children’s’ Dental Health program

Golf: Interested in a golf outing (50) Yes (51) No
*Being planed for the Fall of 2002

Great Escape Fun Park (23) Yes (76) No

Suggestions for Social events:

Bowling league (biweekly), dinner dance in spring or holiday season, Saratoga Raceway, motorcycle rally , ski day, movie night for ‘dental theme’ movies for discussion (e.g.: Novocain with Steve Martin), Group travel, Golf tournament or league