



March 2001

Letter from the Executive Director



Kathleen Dowling
Executive Director

Officers

President:

Dr. Peter Collins

President-Elect:

Dr. Barry Simon

Vice-President:

Dr. Bennett Lax

Secretary:

Dr. Debra Bausback

Treasurer:

Dr. John Essepian

Executive Director:

Ms. Kathleen Dowling

The district office continues to be a buzz of activity. This past year our former health care administrator had resigned. During this time the Insurance Committee was interviewing potential brokers to handle the needs of our membership. During the meetings we learned much about the changes in the coverage now available to our members from our carriers. Changes we learned of were in regards to the NYS Insurance laws pertaining to groups such as ours and the availability of coverage. Due to the information we learned, it was decided to endorse Richard Pauli, CFI and Timothy Clain, brokers who would not administer the billing for our members, but to broker their policies and change over to a direct billing with the carriers. This change will allow each practice to be able to obtain coverage that is designed for their and their staff needs. Now you will be able to choose the deductible level, riders such as drug cards at the rate that is most appropriate to your needs instead of the basic policy that could be offered through the district.

We feel that leaving the billing end of the health insurance offers our membership more options for coverage and still maintain the availability of an excellent broker team that will assist in their needs. Thus expanding this important member benefit. One other important factor in our choice of brokers is making health insurance policies available to our southern tier. Our new broker team have coverage in all our counties.

The District changed its' phone service to Choice One Communications from Albany. There are several advantages to this change, primarily is cost. We have already noticed a savings of \$85.00 the first month of service. We are also installing a DSL line through Choice One. There is a 6-8 week wait for this service which is looped to our carrier by Verizon. One other minor selling point was that any calls made between other Choice One customers are at no charge. This is a potential member benefit if you take advantage of their phone service, pricing and DSL service.

The district computers have been upgraded in the past month by Rick Moore, (my fiancé) who is a Network Consultant with Logic Technologies of Schenectady. The Gateway computer that was purchased in 1996 has been converted to a WIN NT server to accommodate the DSL line and also hold all district files. We had file share abilities in the past but files were split between the 2 computers. This upgrade allows for complete in-house access and back up of files by either user even if one user is absent. Other upgrades included a new processor and larger hard drive in the Gateway, cat 5 cabling for the new network, network cards and a 4-port router. This should be the last major upgrade necessary.

I am continuing to look into ways to save the district money on in-house costs as well as finding ways to increase your membership benefits. And to find providers that will offer you services that will benefit you and your staff.

I look forward to spring and my upcoming *Special Day*. On May 12th I will marry Rick Moore, the man who makes my life complete. We will then enjoy a romantic, sunny get-away in the Bahamas. I will return on May 20th. You still may contact the district office and Judy will direct your calls if necessary.

So, as you can see, the District office has been busy lately and continues to strive to provide you with a productive central office.

Respectfully submitted,
Kathleen Dowling, Executive Director

January 8, 2001 Executive Committee Meeting

Call to Order

The regularly scheduled meeting of the Executive Committee of the New York State Third District Dental Society was called to order by Dr. Barry Simon at 7:35 PM in the Conklin Conference room at Memorial Hospital, Albany, NY. A quorum was present.

Motion was made to accept the December 4th Executive Committee minutes as published. Motion passed.

President's Report

Dr. Peter Collins reported that a resolution has been achieved with Prime Financial. The District will be receiving the money owed from Prime Financial.

The Risk Management Course will cost the District \$45 per attendee based on an estimated 200 attendants. There was discussion on what would be an appropriate fee for the course. The officers will decide this issue.

President elect's Report

Speakers and lecture rooms have been finalized for the 2001 Annual Meeting.

Executive Director's Report

Kathleen Dowling presented Dr. Todd Vaccaro for membership in the Third District Dental Society. The Committee voted the Applicant into membership.

The District Office has switched to Interpay payroll service. Interpay will offer Third District members a discount if the Company is endorsed by the District.

District Claims Committee

Dr. David Delaney informed the Executive Committee that the majority of claims reviewed by the Claims Committee involve a lack of informed consent. It was suggested that the Mirror be used to stress the importance of written informed consent to the general membership.

New Business

Dr. Douglas Smail would like to develop a survey of approximately 10 questions with the goal of gaining insight into the wants and needs of the general membership. This would enable the Executive Committee to better serve the District. There was agreement that this idea should be pursued.

Adjournment Meeting adjourned at 8:10 PM.

Welcome to our New 2000 Members

During the year 2000 we elected new members into our fold. We are happy to welcome each of you to the Third District Dental Society.

Janet Alwood
Renato Chiminelli
Jenna Fiman
John Gill
Fadi Hawwash
Gerald Perlow
LeRoy Sheffer
Todd Vaccaro

John Behrmann
David Drew
Joel Fisher
Matthew Grossman
Robert Jacobson
Neil Schachter
Scott Soule
Jamie O'Rourke Walker

Paul Bentley
Cleve Eads
David Foreman
Stephen Harris
Trevor Keller
Lisa Sears
Jon Sutherland
David Weinstein

February 12, 2001 Executive Committee Meeting

Call to Order

The regularly scheduled meeting of the Third District Dental New York State Dental Society was called to order by President Elect Dr. Barry Simon at 7:30 PM in the Conklin conference room of Memorial Hospital, Albany, NY.

Motion was made to accept the January 8, 2001 minutes as published. Motion passed.

President's Report

There was discussion regarding the logistics of the election of our 2004 NYSDA Presidential candidate. A motion was made that the Committee, which was formed to select the presidential candidates, finalizes the specifics of the election and reports their decision ASAP to the Dr. Collins who has the authority as President to call a special meeting. Motion passed.

Executive Director's Report

Kathleen Dowling presented the following applicants for membership into the Third District:

Dr. Farnaz Ghane
Dr. Matthew Hall
Dr. Bruce Cohen

All three applicants were voted into membership.

The district office has changed to Choice One Communications for their phone service, resulting in a \$88 decrease on the last monthly statement. The DSL line should be installed by Thursday.

Letters have gone out to our members with Blue Shield coverage regarding applications for direct payment. Rich Pauli and Tim Clain suggest members stay with their existing policies and wait on any changes until after they have converted over to direct billing. Blue Shield has been cooperating with the changeover. CDPHP has not. CDPHP packets should be sent out soon.

There was discussion on the ability to provide district members who rent space and employees health insurance coverage. According to NYS law a person must have at least 1 employee to qualify for group rates with any health insurance provider.

Constitution and By Laws Committee

Dr. Lawrence Busino reported in Dr. Andrew Wood's absence. Dr. Busino reviewed the committees proposed changes to the Constitution and Bylaws, the majority of which were editorial changes. A copy of these proposals will follow the minutes. The Executive Committee approved the proposed change to delete Section 30 entirely and to rename Section 40 to Section 30. This proposed change would be read to the general membership at the October 19, 2001 Annual Meeting.

Continuing Education

Dr. Michael Kane reported on the February 2 CE course. The speaker was excellent and those who attended were pleased with the program. Unfortunately only 27 members were in attendance. This is in part due to the delayed mailing of the CE brochures to the membership and the existence of a

competing course on the same day.

Treasurer's Report

Prime Financials debt of \$7,704.80 has been resolved. All over payments have been deducted from the February 2001 Bill.

Board of Governors Report

Dr. Peter Collins reported that NYSDA would probably ask for a dues increase next year. They are looking at ways to cut costs. Next November's meeting will start on Friday as opposed to Thursday. There has been an evaluation of the cost of having the meeting in Albany vs. NYC. The meeting may be moved to Albany in future years.

New Business

- It was suggested that the President appoint a committee to study the structure of the Third District.
- The Third Districts 2004 NYSDA Presidential Candidates are Dr. John Essepien and Dr. Brian Kennedy.

Adjournment

Meeting adjourned at 8:17 PM.

Read and accepted as editorial changes at the February 12, 2001 Executive Committee meeting

- Dental Society of the State of New York - DSSNY *change* to New York Dental Association - NYSDA
- ARTICLE II - OBJECT [page 1, line 43.]
Editorial change to add a new paragraph:
In each instance the word he is used, it is not meant to be gender specific.
- **Chapter III - EXECUTIVE COMMITTEE**
Section 10, page 6, line 308
A. The Executive Committee shall consist of the President, President-Elect, Vice-President, Secretary, Treasurer and Immediate Past President.
Proposed change: Editorial correction to read *All Past Presidents* Proposed change
This will satisfy a change adopted in 1997 at the annual meeting.
- **CHAPTER VII - COMMITTEES AND APPOINTMENTS** Section 60, page 11, line 578-580.
F. COMMITTEE ON PUBLIC AND PROFESSIONAL RELATIONS - *The duties of this committee shall be to develop and maintain a public relations program for this Society, including the dissemination of pertinent information to the public and the profession.*
Proposed change:
To be in compliance with the current NYSDA an editorial change is suggested to remove this committee and delete the text in the By-Laws. Therefore, the duties of this committee will be transferred to the Committee on Membership.

Editor Needed

The Third District is in need of an Editor for "The Mirror". The duties include creating reports or articles in each edition that is newsworthy to our membership. Receive reports and articles from members to determine printability. Work with district office on formatting of each edition, then approving the final copy. The district office 'typesets' the newsletter then turns it over to the printing company, then distributes it.

If you would be interested in this rewarding position, please contact Dr. Peter Collins, President or the district office.

An Appeal to Everyone for Helping Earthquake Victims in India

A massive earthquake of 7.9 magnitude hit western part of India on January 26th, 2001 causing about 15,000 deaths and leaving thousands of families without food, water and shelter. The Board of Trustees at Albany Hindu Temple Society has organized a fund raising to send help for the victims. A prayer service was held at the Temple on January 28th and \$6695.00 was raised. This is an appeal to everyone to be generous and help in this catastrophe. Please make your tax-deductible donations to HINDU TEMPLE SOCIETY and mail it to P.O. Box 11-650, Loudonville, NY 12211. We assure you that every dollar donated will be used in this relief effort without any administrative cost. Should you need any further information, please call the Temple at 518-459-7272. Thank you for your anticipated support. Dr. Shambhu M. Mehta, Treasurer, Hindu Temple Society Board of Trustees.

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Section 60, page 12, line 586-590.

- H. COMMITTEE ON MEMBERSHIP - It shall be the duty of the Committee on Membership to:
- Attempt to interest all dentists in the Third District to obtain membership in this Society and to encourage them to maintain their membership in good standing.
 - Encourage attendance at all meetings of the Society.
 - Transmit urgent business to the membership by telephone when requested by the President.

Proposed additional subsection:

- To develop and maintain a public relations program for this Society, including the dissemination of pertinent information to the public and the profession.

Editorial change to be in compliance with NYSDA: Change Committee on Membership to Committee on Membership and Communications.

Ethics article correction

Dr. Bennett Lax, Ethics Chair would like to make a correction in his article printed in the January issue of "The Mirror"

"The \$25,000.00 malpractice fee your carrier will pay is for the defense of an OPD charge NOT for the fine."

Upcoming Continuing Education Courses

"Restorative Materials in the New Millennium"

Karl F. Leinfelder, DDS, MS.

Thursday March 8, 2001

Holiday Inn, Saratoga

Held in conjunction with the Fourth District

"Bioesthetic Dentistry: Introductory Lecture"

Charles R. Wold, DMD, FAGD.FACD

James R. Benson, DDS, FICD

Friday May 11, 2001

Century House, Rt. 9 Latham

To Register contact the district office

Members \$160.00

Auxiliary \$75.00

Important Notice

Vote for Governance

The Governance issue is once again upon the General Membership to make their choice heard. The Governance votes will take place at our Risk Management course on Wednesday, April 18th.

Please come and make your vote count.

CLASSIFIED ADS

Classified Ads are placed free to the 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

Periodontist Wanted: Kingston, NY. 100 miles north of NYC. Well respected group practice is seeking a Periodontist for 1 to 2 days per week. Periodontist is supported by 5 general Practitioners and complimented by specialists. Contact Joan @ 845-338-6900 or joanbertd@aol.com

Dentist Wanted: Center Health Cares dental program seeks enthusiastic team oriented individuals for part time/full time positions. Candidates should have strong clinical skills, residency or equivalent training desired. Contact Laurie Gambia 518-437-5678 Send resume to Center for the Disabled, Dental Department, 314 S. Manning Blvd, Albany, NY 12208 or Fax 518-437-5715

Full-time Dentist: No weekends. Excellent fringe benefits. Call Dr Chaudhry at 518-465-4771 Ext 400 Whitney M. Young Center.

Dentist: Associate position available with partnership options. We are a lucrative, fee for service practice that values excellence. Located in the beautiful region of the Catskills. Consideration also given to specialist as our growth is continuing. Confidential consideration given. Catalano, Leifer & Bruno DDS. Contact Margaret at 518-943-9090

Dentist Needed: Full time position in a public health agency serving the Pediatric population of Albany County. 35 hour work week with full benefits including: malpractice insurance, NYS retirement, paid sick time and holidays. Salary \$75,000. Interested call Maribeth Miller at 518-447-4612

Associate: Wanted full or part time. Contact Dr. Backer 518-377-4431

Associate: Capital District high quality two-doctor practice seeking motivated associate, all phases of dentistry, previous military or GPR required. Opportunity for successful self-confident individual. Please call 518-869-8350

Associate: Full or Part time leading to a possible buy in/ buy out for right person. Please send resume to Marvin A. Gertzberg, DDS 7 Elm Street, Coxsackie, NY 12051

Associate Dentist: wanted for a friendly and motivated office in the beautiful foothills of the Adirondacks. Are you an experienced, compassionate dentist capable of producing quality dentistry? Awesome staff! We would like a team player to join us. Generous percentage of collections. If you want to work hard, be part of an expanding, established practice, and reap the rewards, contact us at 518-661-6432 or fax us at 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 life style. Early equity opportunity, 90 Miles north of NYC. Call 845-691-5600

Dentist Associate: Part-time to start. Albany, minimum 2 years experience or equivalent and aware of business details. Equity arrangement possible. Call 518-465-0808 Mon-Thurs.

Dentist Wanted: New York Capital District. Fantastic opportunity for a highly motivated dentist to join our modern, high quality, fee for service practice. Enjoy a beautiful lifestyle treating not just teeth but people- the way you've always dreamed about. Early opportunity for partnership if desired. Send resume to Dr's Kenneth Kelman or Richard J. Bergman, 489 Western Avenue. Albany, NY 12203 Attn: Pamela Alcombright

Dental Positions Wanted

Independent Contractor: Dentist with over 40 years of experience including, molar endo, C&B, children. Looking for opportunities in Mid-Hudson area. Will bring my own special instrumentation. Available Sat as well as any other days. 518-943-5708 or gpabob@mhonline.net

Associateship Wanted: Orthodontist, 30 years experience (early intervention, functional, TMJD some in associateships in pedodontic, general or specialty practice, Please reply to Third District Office 518-782-1428

Hygienist-Assistant Positions Available

Full/Part-time Hygienist: No Weekends. Excellent fringe benefits. Call Dr. Chudhry at 518-465-4771 Ext 400 Whitney M. Young Health Center.

Dental Hygienist: Part time Experience preferred. Send resume to Suite 203 Valatie Medical Arts Building, River Street, Valatie, NY 12184

Dental Assistant Wanted: Established office. 32 hours per week to include 2 evenings and Saturday morning. Call 518-235-3862

Office Positions Wanted

Front Desk: Assistant position desired-Over 20 years dental office experience. Capital District. Contact Linda 518-783-5705

Office Management: 17 years Experience. Will train to suite your needs. Contact Helen Wood 518-446-9030

Practices for Sale

Associate: purchase in Guilderland with dollar guarantee and percentage. Quality practice 518-456-5131

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



Third District Dental Society

Owner Retired: Kingston NY. Single office building with rental apartment and Dental office. Presently fully equipped. Good parking and location. Ideal for satellite specialist. Call 845-339-5549

Steal My Orthodontic Practice: \$200,000 gross. Sell for \$79,000. Owner ill. Need to protect my wonderful patients and family. Once-in-a-lifetime opportunity for you to increase revenues, enlarge territory or add an associate. Lovely practice, meticulous work, secure territory, superb demographics. Proper transition, quick deal. E-mail: orthopractice@usa.net

Albany Area: Practice available for transfer. Large office for 1-2 Dentists, 7+ ops, stable insurance base plus fee for service. Great opportunity to expand your practice in ideal location and set-up. Contact, PO Box 7238, Albany, NY 12227-0238

Seeking to Rent Practice

General Dentist: seeking to rent a practice in the Albany/

Colonie or Rensselaer area. All information is confidential. PO Box 272, Delmar, NY 12054

Space to Rent

New office Building: 636 Delmar Ave, approx 1100 sq available immediately. Lease is triple NNN approx \$1300+. Contact Rick Schrade 518-475-0123

Equipment Wanted

Wanted: Combi/Automark Atriculators and TMJ Doppler. Call Dr. Robert Herzog 518-427-2447 or 518-427-2448

Equipment for Sale

For Sale: Accu Cure Argon Lazer 3000 by LAZERMED \$4,300. Please call 1-518-456-2691

Dental Equipment Sale: Complete office. Pelton lights, Dental-eze chairs (3), ADEC Units, All instruments, operative, surgical, lab plus furnishings. Contact Dr. James Fleck, 1 Mansion Street Coxsackie, NY 518-731-2300 or 2633



Med Waste Change of Address:

We recently received a change of address for Med Waste Services. Their new address is 2044 Route 32, Modena, NY 12548. Phone (845) 883-7326 Fax (845) 883-5323. Jim Kiley may be reached at (845) 883-5000. Please update your records.

In Memory of our Deceased Members

Thomas Hennessy 12/2/2000

Jerome Evans 10/25/2000

*Our sympathy is extended to their
family and friends*