

OCTOBER
2003

Dr. Howard Bresin Elected New Editor of "The Mirror"

Dr. Howard Bresin has accepted the position of the Editor of the Third District Dental Society newsletter. Dr. Bresin adds "Well, after ten years working on the sidelines, they've given me a real job. Luckily I do have some editorial experience from some twenty or is it closer to thirty years ago as editor of the Penn Dental Record."

I would like to try to make The Mirror more involved with what is going on with the membership, in a way that is informative and fosters better communication. A forum or discussion type column is being considered that will allow members a more direct voice on issues fa-

cing the Third District and dentistry. An FYI column where members can share their clinical and staff experience is also in the works.

The key to all these new features will be involvement on the membership level. I urge you to become involved in your dental society through these new ventures in The Mirror and by supporting our CE courses, annual meeting and study clubs.

Any member that has a topic or question they would like addressed may contact me by email at hjb3244@hotmail.com or the district office.

2003 Autumn Extravaganza: A Learning and Networking Experience

The 136th Annual Membership meeting was held on September 19th at the Albany Marriott. More than 280 dentists, hygienists and staff joined together to hear Dr. Susan Calderbank's presentation "The Oral Complications and the Management of Patients Compromised by Local and Systemic Cancer Therapies" during the morning. In the afternoon presentations by C. Austin Risbeck, RDH and Margie Ingram were attended by hygienists and staff.

Dentsply Tulsa's sales representative Harvey Roadcap did a wonderful job stepping into Dr. Alan's Horn's shoes presenting "Mastering the New Technology" course. We wish to thank Third District members Dr. Hilton Segal and Dr. David Goodcoff for rearranging their schedules to assist with the course. We wish Dr. Horn a speedy recovery from his auto accident.

At the luncheon the district presented the William B. Smith Award to Dr. Mark Weinberger and the Feltman-Hunn Medal of Merit to Dr. Michael Kane. Both men have been longstanding dedicated members whose tireless efforts are a benefit to us all. Congratulations on awards well deserved.

Seven sponsors and 43 exhibitors spanned the entire hall of the Marriott presenting their products and services.



Out-going president Dr. Bennett Lax (r) receives the Presidential Award from President Dr. David Delaney (l)

A few lost items can be claimed by contacting the district office.

We look forward to seeing you at the next meeting on Friday October 8, 2004.

Executive Committee September Minutes

Call to Order

The regularly scheduled meeting of the Third District Dental Society was called to order by President Elect, Dr. David Delaney, in the Conklin Conference room of Memorial Hospital, Albany, NY at 7:30 PM. A quorum was present. The May 2003 executive committee minutes were approved as published. Representatives from Worksite Solutions and Anchor Agency gave brief presentations on potential member benefits. Janis Burl from Worksite Solutions discussed developing benefit packages for employees. Michelle Lyman from Anchor Agency handed out information on disability insurance available through their company.

President's Report

Dr. Bennett Lax reviewed the member benefits the Third District Dental Society provides its members.

President Elect's Report

Dr. Delaney gave an update on the upcoming Annual Meeting. The meeting should generate a substantial profit. Dr. Delaney presented the proposed slate of officers and committee chairs and state and national representatives. The October executive committee meeting will not be held due to Yom Kippur.

Executive Director's Report

Kathleen Moore presented the following applicants for membership in the Third District Dental Society:

Tracey Tajima
Geoffrey Gamache
Henry Essig
Alexander Milne
Dan Rothstein
Bret Gelder

All applicants were accepted for membership.

Dental Health Planning and Hospital Dentistry

Dr. Steve Essig reported on the council's recent meeting. PGY1 was a topic of discussion. Most of the problems with the State Education Department have been worked out. CMS may consider eliminating funds for non-hospital residencies. This could affect the number of available residencies in NY. The afternoon session of the council meeting was devoted to a symposium on bio-terrorism.

Awards Committee

Dr. Brian Kennedy presented the proposed award recipients for approval of the executive committee:

Dr. Michael Kane - Feltman Hunn Award
Dr. Mark Weinberger- William B. Smith Award

The executive committee voted unanimously to pass the nominations of the awards committee.

Budget & Finance

Dr. Mark Weinberger reviewed the proposed 2003-2004 budget. After discussion a motion was made to accept the proposed budget for presentation to the general membership at the Annual Meeting. Motion passed.

Old Business

The proposed resolutions submitted by Dr. Mario Catalano at the March 3, 2003 Executive Committee Meeting were revisited. Motion was made to defeat the resolutions tabled at the March 3, 2003 Executive Committee Meeting. Motion passed. Motion was made to reconsider the vote taken at the March 3, 2003 Executive Committee Meeting on the proposed resolutions. Motion passed. Motion was made to rescind the three motions passed at the March 3, 2003 Executive Committee Meeting. Motion passed.

New Business

Roy Lasky, Executive Director of the New York State Dental Society, discussed and answered questions regarding EDPAC and the proposed dues increase.

Dr. Andrew Wood reported on the following:

- The Constitution and By Law committee will be presenting a few resolutions at the November meeting.
- A draft of the SOP's is available on the web site for members' reviews and comments.

Adjournment

Meeting adjourned at 9:15 PM.

Dr. Robert Hill Named Chairman of HVCC Board of Trustees

Dr. Robert Hill, II a member of the Third District since 1974, was elected chairman of the board of trustees at Hudson Valley Community College in Troy.

Dr. Hill has had two appointments to the college's board of trustees. He served from 1982 to 1987 and most recently has been a board member since 1995. He has served as vice chairman of the board since 1997. Dr. Hill also has been a member of the advisory board for the college's Dental Hygiene department since 1982.

As board chairman, Dr. Hill will oversee the search for the college's new president. His term as board chairman will run through 2004.

District Endorses EnviroTech America for Medical Waste Removal

EnviroTech of America is dedicated to providing the most efficient and comprehensive services in the medical waste industry. *EnviroTech* has been in business since 1988 as a medical waste transport company located in Central New York Region. It was with the encouragement and guidance of the DEC & DOH, in laying the groundwork for the development of this facility as a prototype within the State of New York. In 1997 *EnviroTech* became the region's only commercial medical waste disposal/treatment facility. *EnviroTech* operates its own microwave/disinfection technology which is an efficient, cost effective and an environmentally sound process. As a testament to this type of technology *EnviroTech* has received endorsements from the Sierra Club lauding this type of process versus incineration. Today you will find that there are no hazardous air emissions or obnoxious odors as a result of this process.

We believe our pricing is competitive and gives dental practices another option in that very limited marketplace. *EnviroTech* offers waste reduction and educational programs to better manage a facilities medical waste stream. We make considerable efforts to monitor facilities insuring that the medical waste is being packaged efficiently and accordance with regulatory requirements. We offer reusable containers as well as corrugated containers for the packaging of the medical waste. Due to the central location of our disposal facility we have the ability to service most facilities efficiently with your medical waste being processed within 24 hours, significantly reducing the liabilities associated with the transportation and disposal of your medical waste.

For Third District member pricing, contact Jack Fitzmaurice at 800-448-3851

Officers and Committee Chairs Elected on September 19th

President	David Delaney
President Elect	Mark Pettrone
Vice President	Steven Essig
Treasurer	John Essepien
Secretary	Vladimir Cubano
Standing Committees	
Budget and Finance	Mark Weinberger
Chemical Dependency	Lawrence Duda
Clinics and Arrangements	Mark Pettrone
Constitution and By-Laws	Andrew Wood
Continuing Education	Michael Kane
	Bennett Lax
	John Bucher
Dental Benefits Programs	
Dental Health Planning	
& Hospital Dentistry	Steve Essig
Dental Practice	David Delaney
District Information	
Editor The Mirror "	Howard Bresin
Reporter NYSDJ	Mark Weinberger
District Nomination	Mark Pettrone
Ethics	Adam Edwards
Governmental Affairs	Robert Hill, II
Insurance	Reed Ference
Membership & Communications	Judith Purcell
New Dentist	Michael DeSanti, Jr.
Peer Review & Quality Assurance	Monica Mottolese
Professional Liability Claims	Thomas Finken
Special Committees	
EDPAC	Timothy Esmay
	John Essepien
Children s' Dental Health	Christopher Walsh
Scholarship	Robert Hill, II
ADA	
ADA Delegate	Andrew Wood 3rd. term
ADA Alternate Delegate	Douglas Smail 1st term
NYSDA	
NYSDA Board of Governors	Mark Weinberger 3rd term
NYSDA Education Council	Mark Pettrone

District Endorses Heartland Credit Card Systems

The Third District has signed an endorsement agreement with Heartland Payment Systems for credit card processing services and Cross Check check guarantee service as a benefit of membership.

Heartland is the nation's 8th largest credit card processor and ranked number 57 out of the nation's 500 fastest-growing private companies by *Inc* magazine.

Heartland has agreed to extend to all Third District members a Cost Plus pricing program with full disclosure of all fees. The Cost Plus pricing will allow individual offices to receive the same pricing advantages real-

ized by some of our nation's largest retailers. Significant cost savings will be realized by anyone set up in this program.

For more information and to learn of the many advantages of working with Heartland Payment Systems, call Ronald Von Fricken, Relationship Manager @ 518-664-1322. Ron will be happy to set an appointment to review your current processing program, review your current service and rates then show you what makes Heartland different.

Why You Should Consider Buying Long Term Care Insurance

Many Americans know that they, their spouse or perhaps their parents may well require long-term care at some point in their life —perhaps for life —either at home or in a long-term care (LTC) facility. And many Americans know that the cost of this care is not cheap. The average annual cost for a nursing home is roughly \$45,000 [ACLI release] — double that in some areas. The United Seniors Health Cooperative projects that average nursing home costs will double in the next decade.

Currently, most people rely on one of two ways to pay the bills: out of their own pockets or out of the government's pockets. Only a small percentage rely on what most experts agree is the best way to pay for long-term care: private insurance. According to a 1998 report by the American Council of Life Insurance (ACLI), about six percent of elderly people and a very small number of baby boomers have purchased long-term care insurance. "

Here are several reasons why you should strongly consider buying a private policy instead of relying on government support or exhausting your own savings and income:

Treat it like any other type of insurance. You wouldn't think of going without homeowner's, medical, auto or life insurance. So why go without insurance that protects you from the financial devastation of long-term health care?

Don't rely on the kids. Most people don't want to be so poor that they have to rely on their children, and caregiving is very expensive to the caregiver in terms of lost wages, future benefits and so on. Furthermore, baby boomers have fewer children to rely on for at-home care and children tend to be more scattered than they once were.

Medicare doesn't pick up most of the tab. Many people believe that Medicare will pick up the tab for long-term health care. Medicare pays for limited nursing home care (skilled care for 100 days or less) and limited home health care. [AARP] It doesn't pay for long term custodial care.

Avoid Medicaid. Medicaid, the federal/state health care program for the poor, will pay up to lifetime for long-term care, but to qualify for Medicaid, you must be impoverished. Rules vary from state to state, but generally you must have less than \$2,000 in financial assets, not counting your home, and income is limited. Your spouse can keep more, but is still severely limited in assets and income. [AARP, 4]

Also understand that Medicaid doesn't pay all the costs of the nursing home bill that you can't. You will still have to direct any of your income, such as Social Security and pension income, to the nursing home to supplement Medicaid. Furthermore, Medicaid programs are required to recover expenses from the recipient's estate once the recipient dies. That means when your heirs sell your home the profits may

go to Medicaid to help repay the bill.

Don't have to transfer assets. Some Medicaid experts recommend strategies for people to give away assets to their heirs to deliberately impoverish themselves so they qualify for Medicaid. But most people don't want to transfer assets they will likely need for retirement, nor do they want to intentionally impoverish themselves, out of pride and because of the emotional trauma of poverty.

Better alternatives to nursing homes. Most people want more options for care alternatives. Most LTC policies pay for at-home care, as well as the increasingly popular assisted living facilities, most of whom don't take Medicaid patients. A policy also will pay for adult day care, respite care, home modifications, and other housing alternatives.

Maximize nursing home choice. Because Medicaid reimburses nursing homes at below the going rate, many nursing homes limit the number of beds available for Medicaid patients, and some don't have any. This may mean a wait to get to an available nursing home, or you may be forced to move farther away from your loved ones just to get a bed.

Maximize quality of care. If you start out as a private-pay patient, and later switch to Medicaid because you have exhausted your financial resources, the nursing home cannot kick you out. It also technically cannot reduce the quality of care. However, homes frequently transfer Medicaid patients to different rooms (say from a single to a double) or even to a different facility.

This column is produced by the Financial Planning Association, the membership organization for the financial planning community, and is provided by: *Richard P. Pauli, CFP®*, a local member in good standing of the FPA. To discuss your Long Term Care Insurance needs, you may reach Rich by phone at: 518-383-1238 Ext. 21 or email at: rppauli@finsvcs.com

Hudson Mohawk Chapter of the American College of Dentists Hosts Table Clinics

The Hudson Mohawk Section of the American College of Dentists once again sponsored a table clinic competition for the HVCC dental hygiene students. The competition was held at the 2003 Autumn Extravaganza on September 19th. We congratulate the following award winners:

- 1st Place: Michele Moore and Tammy Tschirhart; Dianodent, \$100.00 Award
- 2nd Place: Joyce McCambell; Caries Vaccine, \$75.00 Award
- 3rd Place: Jason Messier and Sherry Feather; Pain Management in Dental Hygiene, \$50.00 Award

This year's judges were: Drs. Lawrence Busino, Alvin DeSiena, Steven Essig, Geoffrey Gamache, Michael Kane, Christopher Walsh and Mark Weinberger. Dr. Robert Hill coordinated the event.

The table clinic competition is a good way to stress the importance of research and education.

CLASSIFIED AD - OCTOBER 2004

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Dental Positions Available

General Dentist: Binghamton, NY, A full-time quality general dentist is needed. Personable team player and fee-for-service practice, excellent compensation package available. 607-754-2273, fax resume to 607-754-9526 or email Progedtal@aol.com

General Dentist: Fridays for busy Clifton Park practice. GPR a plus. Must be proficient in restorative, pedo, perio, molar endo. No crown/bridge/RPD/implant cases. Fax C.V. to 518-383-9235

Dentist/Associate: 2 days to start, leading to fulltime busy Albany general practice. Call 518-434-3038

Capital District: Full time general dentist needed for group practice 20 minutes south of Albany. Excellent income with 401K. A great opportunity awaits. Call 518-421-1852 (leave a message) or fax resume in confidence to 518-966-4538

Associate: Wanted full-time associate for busy Clifton Park practice. Computerized, modern office. Restorative, molar endo, pedo, perio. Great location and patients. Fax resume to 518-383-9235

Part Time: Part-time general dentist wanted to fill in for maternity leave. Family oriented practice, excellent staff, GREAT place to work! Please call 518-456-6171, fax resume to 518-456-5284 or e-mail DCTRJMD@cs.com

Part-Time: Fort Edward Dental Clinic. Please Call 518-747-4977

Dentist Wanted: Center Health Care dental program seeks enthusiastic team oriented individuals for part-time positions. Candidates should have strong clinical skills, residency or equivalent training desired. Contact Joanne Aloisi at 518-437-5731 or send resume to Center for the Disabled Dental Department, 314 South Manning Blvd, Albany, NY 12208 or by fax 518-437-5931

Hygienist-Assistant Positions Available

Hygienist: Seeking Hygienist for 2.5 days per week in my general family dentistry office in Troy. Days and salary are negotiable. Contact 518-274-6800 to schedule an interview

Capital District: Progressive group practice seeks hygienist FT/PT; 20 minutes south of Albany. Practice in modern office with friendly supportive staff. Will exceed any current salary for right applicant, 401K; Call 518-421-1852 (leave a message)

Dental Assistant: Part time Fridays and possibly Thursday s' (Kingston NY area). Competitive compensation. Fax resume to 845-687-7296 Attn Dr. St. Hill or call 845-687-0600

Practices for Sale or Rent

50 year dental practice available immediately. 3-unit practice, for rent or sale. Contact Dr. Krimmer 518-482-9315

Practice for sale: 5-6 operatories, lab, private office, parking for 12. Contact Dr. Robert Mass 518-489-8541

Seeking to Own Practice

Capital District: Experienced general dentist looking to purchase existing practice within the capital region. Would consider a part-time practice if the opportunity was right. Looking for a quick, smooth transition. Please call 518-573-4666 if interested

Equipment for Sale

GENDEX 1000 X-Ray tubehead and support. Royal chair with MMPCO delivery unit. Ceiling mounted DARAY light. Complete Porter central N2O system with 2 MXR flowmeters. Call 518-237-0047

Welcome New Members

- Tracey Tajima is a 2001 Graduate from University of Los Angeles. Practicing at 402 Troy-Schenectady Road, Latham
- Geoffrey Gamache is a 2002 graduate of SUNY at Buffalo. Practicing at One Eastview Drive in Averill Park
- Bret Gelder is a 2003 graduate of SUNY Buffalo with a MD and Certificate in Oral and Maxillofacial Surgery. Practicing at 417 New Karner Road in Albany.
- Henry Essig is a retired member transferred from New York County. Father of Steve Essig.
- Alexander Milne 1999 graduate of Columbia University with a certificate in Endodontics. Practicing at 31 Quarry Street in Kingston.
- Dan Rothstein transfer from Ninth District. 1980 graduate of Columbia University and earned his MBA in 1987. Practicing at 464 New Forge Road in Ancram.
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Third District Dental Society
Officers for 2003 —2004

President

David M. Delaney, DMD

President elect

Mark J. Pettrone, DMD

Vice President

Steven L. Essig, DDS

Treasurer

John H. Essepian, DDS

Secretary

Vladimir Cubano, DMD

Editor

Howard J. Bresin, DMD

Executive Director

Kathleen M. Moore



Check your Calendar

Executive Committee - Monday, November 3rd at
Memorial Hospital, Conklin Conference Room on
Northern Blvd. in Albany

NYSDA Board of Governors

NYC December 1st - 3rd, 2003

Mohegan Sun in Connecticut - May 13 - 15, 2004

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

2004 Autumn Extravaganza - October 8, 2004