

## **Report of the 2005 Annual Membership Meeting**

As another annual membership meeting comes to a close, we look back at how this meeting has grown in the past few years. Our attendance has increased from 209 to 350 attendees at our all day program. In 1998 we had one lone sponsor and this year 5 generous financial sponsors and 2 speaker sponsors who funded some fantastic presenters and programs. The exhibit hall has grown from 29 to 51 spaces. The 1997 meeting featured 1 clinical, hygiene and office course. This year attendees could attend 1 of 2 clinical, a hygiene, a AM & PM staff oriented program, a practice transition and a CPR course to choose from. Our luncheon has been changed from a luncheon buffet to a beautifully plated and served menu.

Not only has this meeting grown in popularity within the Third District, it is also gaining the attention of members from other districts as a meeting they "must attend". It is a huge part of our non-dues income, thus keeping our membership dues stable each year.

You have elected Dr. Steven L. Essig as your President for 2005-2006. He had done a outstanding job selecting some very entertaining and informative speakers for this years' annual meeting. Dr. Essig also serves on Dental Health, Health Planning and Hospital Dentistry as Committee Chair and is an ADA Delegate. As president he will also be an active part in several committees.

### **2005-2006 OFFICERS INSTALLED**

President: Steven L. Essig, DDS  
 President elect: Douglas B. Smail, DDS  
 Vice President: Vladimir Cubano, DDS  
 Treasurer: John Essepian, DDS  
 Secretary: Christopher R. Walsh, DDS

### **COMMITTEE CHAIRS ELECTED**

Several committee chairs have been elected to serve the membership:

Continuing Education: Bennett Lax  
 District Claims: Joseph Diacovo  
 Peer Review & Quality Assurance: James DeBonis  
 ADA Delegate: Mark Weinberger  
 ADA Alternate Delegate: Christopher Walsh - 2yrs.  
 ADA Alternate Delegate: Judith Purcell -1 yr.

NYSDA Governor: John Essepian

The following committee chair positions have 1 year appointments approved by Dr. Steve Essig:  
 Chemical Dependency: Lawrence Duda  
 Constitution & Bylaws: Andrew Wood  
 Governmental Relations: Robert Hill, II

### **THANK YOU OUTGOING COMMITTEE CHAIRS**

Several committee chairs, ADA Delegate and NYSDA Governor have come to the end of their terms and were presented with a framed Certificate of Appreciation:  
 Chemical Dependency: Lawrence Duda  
 Continuing Education: Michael Kane  
 Constitution & Bylaws: Andrew Wood  
 District Claims: Thomas Finken  
 Peer Review & Quality Assurance: Monica Mottolese  
 ADA Delegate: Andrew Wood  
 NYSDA Governor: Mark Weinberger

Congratulations to these remarkable people. Their dedication and untiring efforts have been a tremendous contribution to this society.

### **WILLIAM B. SMITH AWARD**

Was presented to **Monica Mottolese, DDS** who was not able to be with us, but will receive her most deserving award.

### **FELTMAN-HUNN MEDAL OF MERIT**

Was presented to **Lawrence Busino, DDS**

### **EDWARD DOWNES-GERARD RIPP AWARD**

Was presented to **Robert Hill, II, DDS**

### **PRESIDENTS AWARD**

Was presented to outgoing President **Mark Pettrone, DMD** in appreciation of his outstanding job this year.

**SAVE THE DATE**  
**2006 ANNUAL MEMBERSHIP MEETING**

2 days

Thursday September 28th (half day and evening)

Friday September 29th will follow the current theme.

## Executive Committee Minutes for May 2, 2005

**Call to Order** - President Elect Dr. Steven Essig.

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. Reminder for all to "sign in".

**President's Report** - Dr. Mark Pettrone

General membership meeting registration was 48 members and 6 non-members as of today. Meeting was held May 18th at the Holiday Inn Express on Route 9 in Latham.

**Report of the Secretary** - Dr. Christopher Walsh  
Minutes from the April 4th meeting accepted.

**Executive Director's Report** - Kathleen Moore

Kathy assisted NYSDA with dues collection guidelines before the board of governors meeting. Dues checks from NYSDA will start in January come to the district once a month.

**DUES:** we have 6 unpaid members. Dr. Pettrone had contacted each of the 9 from the last report, 3 have reinstated their membership.

**New Members** (in Dr. Conway's absence)

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

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

All applicants were accepted for membership.

**Reports of Committees and NYSDA Councils:**

**Council on Ethics** - Dr. Edwards

Resolution drafted mandating an Ethics class was presented to the Board of Governors. Reasons: to explain code of ethics to members and to raise the prestige of dentists in the public eye. There is an Ethics manual and an ADA and NYSDA Code of Ethics. It would be a one time course. Dr. Mark Weinberger suggested that the state might want to make the course non-mandated for easier reciprocity between states.

Dr. Doug Smail asked how many cases a year? About 200.

Dr. Larry Busino suggested only NYSDA membership mandatory to ease reciprocity.

Dr. Pettrone suggested an online course.

Dr. Judy Purcell suggested ethics course via dental schools.

Dr. David Delaney suggested a brochure and agreed that mandate for NYSDA only.

**Education and Licensure** - Dr. Pettrone

PGYI - ADA and Dental Examiners not seeing eye to eye on the issue.

**Old Business** -

Dr. Chris Walsh: Dental Van to be staffed by St. Peter's hospital. The Executive committee wants to make clear that it is run properly. Dr. Walsh will keep membership posted.

**New Business**

Dr. Pettrone: Hallmarks of Excellence - NYSDA award for districts. Request to submit the districts web page. Request accepted. Kathy Moore will submit page.

Dental Hygienists Association has not sent Kathy the requested materials to sponsor their annual meeting in November after several attempts and inquires were made to sponsor their program.

Directories are delivered and will be in the mail. The profit from advertising this year is \$2529.00. New print company Magenta Graphics improved the paper quality and came in \$400.00 less than last year. Many thanks to them.

Small Smiles Dentistry of Albany, LLC is located 1839 Central Ave in Albany. Dr. Ruddy Padulo is the owner of the facility. This is there third center in New York and 30 centers throughout the United States. They accept children from 6 months to 20 years of age.

Dr. Hall: announced an implant seminar at St. Claire's on May 10.

LOOKING FOR VOLUNTEERS on Mondays for about 2 hours to due dental screens for kids. Dr. Smail spoke to Lt. Governor Mary Donahue at Miles for Smiles kick off and she did not realize that Albany was not fluoridated. He is writing her a letter on it.

Dr. Michael Kane: Reminded everyone that the last Continuing Education course till fall is this Friday on Precision Attachments.

**Adjournment**

Meeting adjourned at 8:30 pm.



Have you had a  
Change of Address,  
Phone/Fax  
Or Email?

**Be sure to contact the Third District office  
To make changes to your contact and  
directory listing.**

## Board of Governors Report: June 9-11, 2005

The Semi-annual meeting of the Board of Governors of NYSDA was held in Amherst New York June 9-11 2005. The meeting was conducted in the usual professional and efficient manner by NYSDA's President Dr. Larry Volland.

The following is a synopsis of the issues discussed and acted upon which I feel are of interest to the membership.

Amendment 102-2004 (Resolution 14-M-04) intended to reform the governing structure of NYSDA by replacing the current NYSDA Board of Governors with a House of Delegates and a Board of Trustees. The amendment did not receive the required 2/3 vote. The amendment failed by 231 votes. Total votes was 1605 844 Yes 761 No. The Third District voted 61 in favor and 15 opposed.

President elect Dr. Alfonso Perna brought resolution 25-J-05 before the board.

Resolved: That NYSDA amend Chapter VI of its bylaws as follows: The Executive Committee shall be composed of the elected officers, the Immediate Past President, the Chair of the Committee on Finance, Budget and Audit, two Governors nominated by the President Elect from components not otherwise represented and elected by the Board of Governors, and additional Governors from components not otherwise represented, nominated by the Officers and elected by the Board of Governors at the Annual Meeting. If the Secretary-Treasurer or the Chair of the Committee on Finance, Budget and Audit are from components already represented on the Committee, they shall be ex-officio members without the right to vote. The Executive Director shall be an ex-officio member without the right to vote. The President shall be the chair of this committee. Meetings shall be called by the President, or any four of its members. A quorum shall consist of eight (8) members with the right to vote..

This resolution certainly has merit. It allows for representation of all the districts at the Executive Committee level every year. Resolution was adopted by the BOG and a vote of the membership will be taken after the November BOG meeting.

Resolution 7-J-05 was adopted that will allow NYSDA submit for approval to the State Education Department as an alternative pathway for licensure as a certified dental assistant a course of study to consist of a minimum of 1,000 hours of work experience under the direct personal

supervision of a dentist and the successful completion of the DANB CDA examination; and be in compliance with the Education Law.

This resolution would provide for a more user friendly certification alternative pathway.

The 2005 Jarvie Burkhart Award be presented to Dr Robert Westcott. Congratulations to the Fourth District's Executive Director for a lifelong commitment to the profession.

The 2005 Distinguished Service Award be presented to Dr Francis J. Murphy. Congratulations to him.

The 2007 Semi-Annual Meeting received it's approval to be held in Puerto Rico. President elect Dr. Steven Goundardes of the Second District submitted this resolution which drew active discussion. Apparently NYSDA has had meeting there in the past with a successful turn out. Interestingly it will probably be more cost effect having it in Puerto Rico vs. New York City.

Approximately midway through my tenure as your governor, I would like to thank the membership for their trust and allowing me to serve in this position. I feel there is a learning curve which thanks to Mark Weinberger has been pleasantly accomplished. I thoroughly enjoyed being on the board and look forward to the next four years.

*Respectfully submitted,  
Lawrence J. Busino, DDS*

### 2006 Dues Collection

**NYSDA is now responsible for the annual dues collection process.**

**Be sure to remit to the NYSDA to the address provided your 2006 dues.**

The issue of Ethics, and the lack of by some dentists, has come to our attention from local, state, and national sources. Remember that dentists are voted highest in credibility and character in most surveys that are conducted. To lose this public stature would be a great loss, and very, very difficult to regain. Next month there will be an article from the NYSDA on the issue.

Respectfully submitted,  
Mark Pettrone, DMD, Immediate Past President

## **I Have Had Enough! By: Gordon J. Christensen, DDS, MSD, PhD**

World renowned dental lecturer and educator, sounds off about the dental professions' ethics

### **Where has the professionalism of my “profession” gone? I have seen a major degeneration in the ethics of the dental profession over the past several years.**

Until recently, I have had the opinion that dental professionals and those companies involved with them were working for the good of the public; that service was a major purpose for a profession—not money; that advertising in professional publications was observed carefully by editors to weed out any hint of dishonesty; that the “peer reviewed” dental literature contained only scientifically acceptable, non-commercially oriented information; that the public trusted the dental profession; and that dentists treat their patients like they would like to be treated themselves. **WOW, have I been misinformed!**

On the positive side, as I start this written tirade, dentistry has made unbelievable progress during my career so far. As I look back at the profession when I became a dentist, the ability of dentists to serve patients was only partially developed when compared to today. The introduction of high-speed tooth cutting, implants, tooth-colored restorative materials, porcelain-fused-to-metal restorations, staff involvement in clinical procedures, advanced surgical procedures, and great strides in preventive dentistry have made dentistry fulfill my three favorite words for patient care—dentistry is now **faster, easier, and better** than it was when I became a dentist. However, in my opinion, the ethics of the dental profession have taken a real “dive” during the same time. At the beginning of my career, dentists and dentistry used to be ranked by pollsters at the top of the list of professions the public trusted. Now, in numerous surveys of public respect, we are reported to be far down on the trust scale.

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**Solution:** I suggest that editors of journals and magazines recruit thoroughly informed, honest consultants, who have had actual clinical experience with the concept being studied, to screen the advertisements, weeding out the misleading or overtly dishonest ads. Additionally, dentists need to be wary of advertising from companies known to exaggerate product characteristics or to misrepresent the advantages of their products in ads. Companies should realize that honest advertising is clearly evident to informed readers, and similarly dishonest ads are soon disproved by clinical results. When clinical research and experience do not confirm the claims in the ads, dentists lose confidence in believing any future ads from the company involved.

### **ARTICLES IN JOURNALS**

A recent research paper published on the most commonly used esthetic dentistry procedure in a prestigious “peer reviewed” journal, and showing positive characteristics for the product evaluated, was funded by the company selling the system. In some situations, this may be legitimate, but in this case, studies from other researchers published in the same issue with the commercially supported paper would certainly have made the results more credible. Most companies are doing their best to be honest and sincere, but the few who flagrantly try to promote their products by “bought research” soon become identified by practitioners.

A popular, well accepted technique was denounced in another research paper in a “peer reviewed” journal. Immediately, dentist participants in continuing education courses asked why the clinically successful technique, which most of them were using, didn’t do better in the research. After reviewing the paper, it was found that a third-party payment company, with obvious vested interests to reduce the use of the

popular concept, had funded the research.

You have read many scientific projects that test a group of commercially available products, and find one product to be the best. It should not be a surprise to find that the product from the company funding the study had the most positive results.

Unfortunately, dental education and dental educators have always been underfunded. Dental manufacturers provide much of the funding for university-based dental research. Although not impossible, it is difficult for a dental faculty member to remain totally unbiased, when accomplishing a research project, if all or a major portion of his/her salary comes from the research grant. Additionally, when a company-funded project does not come out to favor a given product, it is well known that publication of the ill fated project can be delayed or stopped by the funding company. The recent tobacco research fiasco is manifestation of this problem on a larger scale. Such information is lost to the public of practitioners until someone else happens to study the same question.

Peer review of research in dentistry, with a few exceptions, is not a guarantee that a published paper has legitimate conclusions. In my opinion, peer review in dentistry is in need of major revision, bringing in many more practicing clinicians along with their academic counterparts, and using more than a few persons as reviewers on controversial topics.

**Solution:** Dentists – wake up! How many companies can produce an unbiased research project? I know a few, but there are many that are questionable. Editors – publish more than one paper on the same subject when a company-funded project is published in your journals, recruit peer reviewers who have expertise in the specific subjects of the papers, and expand your review teams to include more “real world” practitioners who know clinical dentistry. Companies – just be honest. We practitioners soon discover dishonest research by simply observing our clinical results, and you and the patients will be the losers.

### **EVALUATION OF PRODUCTS**

Most dental journals and magazines have product endorsements in them from companies or individuals that have been paid to evaluate the products they are endorsing. If independent companies want to evaluate dental products and report on them, honesty in the results would be increased if these evaluations were accomplished without fees paid to the evaluating company by the manufacturer that produced the product. The evaluating companies should obtain their income from publication of their data, or other means. The lay group, Consumer Reports, is a prototype for such evaluations. This company does not allow publication of their data for commercial purposes, but it is readily available from the company. Some dental companies use information from published papers in their product advertisements. With the permission of the author/researcher, and if the information is used in fairness to other similar products in the study, such inclusions in ads appear to be appropriate. Reference to the published paper should be included.

**Solution:** Again, dentists beware! Analyze the source of endorsements carefully. When the endorsement in an advertisement looks questionable, money has probably changed hands. Companies, be honest! Your good products sell by word of mouth about clinical success. Honest, conservative ads are appreciated, and you are respected when practitioners read them.

### **SPEAKERS ON THE LECTURE CIRCUIT**

After spending roughly 40,000 hours on the circuit, I can probably comment on this one with some experience. Can you smell a paid-off speaker? If you can't, you are pretty naive. Although for most of the larger meetings, speakers have to sign a statement that they are not being paid by companies producing products contained in their lectures, there are many devious ways to get around that challenge. How about paying spouses or other relatives, funding children in college, donating to favorite charities in the speaker's name (this is okay if the money is donated in the company name and the speaker does not get a tax deduction), using company condos, cabins, or planes, paid vacations, and many other manufacturer perks? It is relatively easy to observe when a speaker favors one company or another in lectures. It is obvious when the speaker is selling his or her own dental product to the exclusion of other products in the course.

**Solution:** Do not attend lectures of speakers who appear to be on the “take”. These speakers soon expose their financial commitments by their overt favor of products, companies, or commercial techniques. I have seen hundreds of speakers come on the circuit and burn out within a couple of years. Suggest reliable speakers to your colleagues, especially younger dentists.

### **SUMMARY**

I apologize for making some of you nervous, and perhaps even resentful, but I HAVE HAD ENOUGH! I do not like the new unethical face of my profession, where incessant seeking of more money has replaced service to the public, honesty, and self-respect. Numerous areas of major ethical concern in dentistry are identified in this article. The ongoing, if not accelerating, degeneration of professional ethics in dentistry is clearly evident to even casual observers. Improvements in professional ethics are necessary to regain our self-respect and the respect of the people we serve. All of us need to improve, including practitioners, speakers, dental schools accomplishing research, manufacturers, editors, and evaluating groups. It is time to return to honesty and to dealing with our fellow men and women in the way we would want to be treated ourselves. I do not think it is too late.



# 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  
All rights reserved - Not for commercial use*

## DENTAL POSITIONS AVAILABLE

**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](http://www.thecenterforadvanceddentistry.com) for more info. Contact us via our web or call 845-691-5600

**Dentist:** Full time/Part time general dentist needed for a busy Colonie office. Excellent opportunity with competitive compensation package. Call 518-869-7167

**Dentist Part-Time:** Looking for energetic and highly trained individual for a growing dental practice. Call Dr. Warren Geisler at 518-527-6615

**Pediatric Dentist:** Seton Health is seeking a Pediatric Dentist to join our dental practice in Troy. Part time (2 full days p/wk & one afternoon bi-wkly), must be board certified/eligible DDS or DMD. Please call Dr. Hall 518-268-5750

**Associateship:** for friendly well-established, quality oriented dental practice focused on comprehensive care. 4 seasons resort area, 2 hours from Manhattan. Contact Jodi at 845-794-4545 or fax CV to 845-791-7925

**Woodstock, NY:** General Dentist part-time leading to full-time for a very busy fee-for-service high quality practice in the beautiful Catskill Mountains. Two hours from NYC. Well versed in oral surgery, perio surgery, and molar endo. G.P.R. and/or two year experience. Salary and commission. Perfect opportunity for motivated, self-confident individual. Fax Resume to 845-679-3235.

**Sullivan & Ulster County-P/T Dentist:** Great career opportunity to join a successful children's dental program. Competitive salary and benefits. Call 845-434-0376 Ex 110 & fax resume to 845-434-0377

**Associate Dentist:** Full or Part Time (minimum of 2 days) for a family practice in which we provide cosmetic as well as preventative and restorative treatment. The office is busy but with a very dedicated support staff to make the work flow smooth. Please contact Patty at 518-346-6420

**Associate:** Seeking F/T General Dentist, DDS or DMD for professional private practice. One year GPR required. Send resume to Dr. Shrestha, 85 North Street, Danbury, CT 06810

**Associate:** FT/PT needed for busy N. Greenbush dental practice. Call 518-286-3500

**Associate:** Upscale Albany practice. 2 days per wk to start hopefully leaning to long term practice relationship. Contact 518-434-3038

## DENTAL HYGIENIST POSITIONS AVAILABLE

**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). Please mail or fax resume to Edward J. Kampf, DMD, 3 Pine West Plaza, Albany, NY 12205. Fax 518-869-5679

## PRACTICES FOR SALE OR RENT

**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 5<sup>th</sup> plumbed. Large active patient base. Dentist retiring and motivated to sell. Call 518-482-6382 evenings or leave a message

**Practice for Sale:** 45 minutes south of Albany. Package of practice and professional bldg. for sale (flexible terms) Will consider practice sale, with option to buy building at late date. Turnkey operation grossing 416K on three days per week. Fee for service, prevention oriented practice, 24 x 44 -28 y/o prof bldg has 3 ops and is plumbed for 4th, new roof, carpeting and windows, Rentable 2<sup>nd</sup> office downstairs. Lots of off street parking. Contact Dr. Robert Zinderman, 845-339-4974

**Albany County:** 3 operatory dental office, fully computerized. \$300+K gross, well under potential as most specialty work referred out. Please call Baccari Cabral Group, LLC 518-562-9080 or 877-812-2224: [www.bcgdental.com](http://www.bcgdental.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

**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](mailto:ktbraico@aol.com)

**Third District Dental Society  
Officers for 2005 – 2006**

**President: Steven Essig, DDS**

**President elect: Douglas R. Smail, DDS**

**Vice President: Vladimir Cubano, DMD**

**Treasurer: John H. Essepian, DDS**

**Secretary: Christopher Walsh, DDS**

**Immediate Past Pres: Mark Pettrone, DMD**

**Editor: Howard J. Bresin, DMD**

**Executive Director: Kathleen M. Moore**

**Check your Calendar**

**Executive Committee** - Monday, Nov 7, Dec 6 2005,  
Memorial Hospital, Conklin Conference Room,  
Northern Blvd. in Albany. All are welcome.

**Annual Membership Meeting** - September 28 & 28,  
2006

**Study Group** meeting dates posted on the district  
web page [www.third-district.org](http://www.third-district.org)

**ADA Annual Session** October 16-20, Las Vegas, NV

**NYSDA Board of Governors**  
November 18-19, Westin Hotel, NYC  
June 8-11, 2006, Cooperstown NY