

**General Meetings and CE 2007-2008**

Program Chairperson  
Dr. Constantine Simos

January 15, 2008

Kenneth S. Kurtz, DDS  
“Biological Consequences of Clinical Intervention”

February 19, 2008

NJDA Officers Night/Induction of Life Members

March 18, 2008

John C. Cranham, DDS  
“Contemporary Restorative Materials”

March 19, 2008 (Full Day Course)

John C. Cranham, DDS  
“The Cosmetic Occlusal Connection”

April 15, 2008

Thomas R. Flynn, DMD  
“Update on Odontogenic Infections and Antimicrobial Therapy”

May 20, 2007

STAFF NIGHT

Please note that the Officer Visitation/  
Life Member Presentation is in  
February this year.

# The Dental Newsletter



[www.MCDSofNJ.org](http://www.MCDSofNJ.org)

A Publication of the Middlesex County Dental Society

*President's Message ... James Courey*



Welcome to dentistry in 2008. It seems the only constant is the presence of change; while some dentists embrace advances and change in the field, others are reluctant. “He who rejects change is the architect of decay,” said by Harold Wilson, one of the more intellectual politicians of the twentieth century.

Change is a primary component of an American tradition of making New Year's resolutions. A New Year's Resolution is a commitment that an individual makes to change an aspect of their personal or professional lives; to do something differently, better. Choosing to eat healthier, quitting smoking and getting fit are common goals. Have you vowed to make this year the year to learn something new? Maybe this is the year you learn how to use the iPod and Blackberry that have been collecting dust on the shelf. Perhaps this is the year you decide to pick up a new hobby like golfing, snowboarding, or

Continued on page 2

**GENERAL MEETING – Tuesday, January 15, 2008**

**THE PINES** Route 27 • Edison, NJ

Registration .....	6:00
Business Meeting and hors d'oeuvres .....	6:30
Dinner & Speaker .....	7:00

**Featured Speaker: Dr. Kenneth S. Kurtz**

**“Biological Consequences of Clinical Intervention”**



Dr. Kurtz is a graduate of the NYU College of Dentistry. After 12 years of general dental practice, he returned for prosthodontic training at Montefiore Medical Center/Albert Einstein College of Medicine and subsequent maxillofacial prosthetic training at the Bronx VAMC/Columbia University School of Dental Medicine. He has coauthored 22 scientific papers and 17 research abstracts, is a peer reviewer for five scholarly journals, and currently serves on the editorial board of the Journal of Prosthodontics. He is a Diplomate of the American Board of Prosthodontics and a Fellow of the American College of Prosthodontists and Greater New York Academy of Prosthodontics. Dr. Kurtz currently is the Associate Director, Graduate Prosthodontics and Assistant Director, Advanced Program in Prosthodontics for International Dentists at NYUCD, Director-Maxillofacial Prosthetics, Graduate Prosthodontics-NYHQ and holds academic appointments at MMC/AECOM in both the Department of Dentistry (Assistant Professor) and Department of Otolaryngology (Instructor) as the Director of Prosthodontic Research in the graduate prosthodontic program.

Partial edentulism is addressed by traditional dental therapeutics in daily clinical practice. Sometimes, conventional tooth-borne fixed partial dentures may no longer be the most appropriate patient treatment. Are tooth supported long span fixed partial dentures biologically appropriate? Clinical case reports will serve as the focus for discussion of current concepts of clinical intervention.

## MCDS Board of Trustees Report

11/13/07

**Attendance:** Clemente, Chustckie, DeSciscio, Fahsbender, Glickman, Kahn, Krantz, Modi, Nandra, Prabhu, Savage, Schambra, Silverstein, Simos, Stein, Vitale, Weiner, Ziemba, Marlene Glickman.

**Acceptance of Minutes**-vote unanimous.

**Treasurer's Report**-Robert Ashmen

See full report on page 3.

**Editor's Report**-Bob Silverstein

Life member bios will need to be submitted immediately so that they may be printed in the next issue.

**Website Editor's Report**-Bob Silverstein

I am still working on getting the Fidelity Bond. The carriers seem to have a problem with us not having an office somewhere. I think that Passaic County has this type of insurance, and I may contact them if my broker doesn't come through in the next few days. I have the online registration for the Cranham course all ready to go, as soon as the bond is in place.

**Program Chairperson's Report**-Constantine Simos

Everything is set for Dr. Hersh's presentation next week. Dr. Cranham's presentations will be promoted in the newsletter starting in January, on-line, and in the Capsule. I will also do a mailing, similar to what we did for Jameson, in January.

**ADA Delegate's Report**-Peter Clemente

- The ADA is focused on access to care and is informing all members that in 2000 there were 35 million people 65 years of age and older in the U.S. representing a 12 % increase since 1990 when there were 31.2 million. By 2030 they are projecting 1 in 5 people will be 65 or older, therefore it is important that office designed to address their needs from glaucoma, arthritis, hearing loss, eye diseases, etc. Have large print on questionnaires to improve ease of reading, remove scatter rugs to reduce risk of falls, have brightly lit areas to assist reading and have chairs with arms in reception room to assist in getting out of the chair. Please check special supplement Oral Longevity™ from GSK Consumer Health, the ADA, and the ADA Foundation. The DVD is provided in hopes it will be copied and distributed to patients. Everyone received one.

- Barbara J. Smith, Phd., R.D.H., M.P.H. has accepted a new position with the ADA which addresses geriatrics and the special needs population.

- The ADA has pinpointed topics that have arisen that have an impact on older adults and dentistry and they are osteoporosis medications and their link to osteonecrosis of the jaw and the new changes in the AHA pre med. recommendation guidelines. Brochures available from ADA: "Antibiotics, Dental Treatment and Your Heart-New Recommendations" and "Osteoporosis Medication and Your Dental Health." Also ask patients if they are on oral bisphosphonates in your medical history.

- Treating patients with coronary stents who are on antiplatelet meds requires communication with patient's cardiologist before changing any timing of med. or dosage!!!

- Reminder that we can't be complacent in an environment where awareness of dental access problems is ballooning. Healthcare in general is the number one policy issue on voter's minds and national elections are around the corner. The ADA, state and local dental societies and individual dentists must continue to seek and create opportunities to make the case that we

winemaking.

Professionally, you may seek a change in your practice. Has it been a while since you learned a new technique, tried a new product, or reached out other dental professionals to share opinions? The Middlesex County Dental Society (MCDS) is a great partner in helping you achieve professional goals with monthly continuing education opportunities and face-time with peers in your community. The New Year's first opportunity for learning will be on January 15, 2008 when my good friend and colleague, Kenneth Kurtz, DDS, will join MCDS to speak about the "Biological Consequences of Clinical Intervention." GPs and specialists alike have something to gain by attending to Dr. Kurtz's presentation.

As for making changes, what I have learned, is that through making professional and personal changes, there is a renewed enthusiasm for work, home, and play. By choosing to do something differently or trying some new approach, you may also realize that you are the architect of an improved you. Happy New Year!

With wishes of health and happiness,  
Jim

### MCDS Newsletter Online

If you would like to receive the newsletter electronically in lieu of receiving a printed copy, please visit our web site. Click on the "Member" link, then the "Of Current Interest" Link. By registering for this, you will be able to view the newsletter about a week before it would get to you in the mail, and this will also be saving us money.



The *Dental Newsletter*

A Publication of the Middlesex County Dental Society

Published at the office of Dr. Robert Silverstein

www.MCDSofNJ.org **login:** mcds

**password:** sy

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Detailed Treasurer's Report  
 October 31, 2007  
 Robert Ashmen, DMD

	10/31/06	9/30/07	10/31/07
Checking	\$4,034.82	\$4,675.13	\$536.59
Savings	\$52,645.36	\$29,888.50	\$14,939.48
CD (5.22%) (matures 12/18/2007)	\$25,000.00	\$25,000.00	\$25,000.00
PayPal	0.00	\$4,162.26	\$4,162.26
<b>TOTAL:</b>	<b>\$78,971.02</b>	<b>\$63,725.89</b>	<b>\$44,638.33</b>

P&L STATEMENT CHECKING ACCOUNT  
 (9/30/07-10/31/07)  
 INCOME

CONT. EDUC. INC	1,480.00
CORP SPON-membership	250.00
CORP SPON-mtngs	1,500.00
CORP SPON-news1	75.00
INTEREST	3.26
MENTOR COMM-INC	1,110.00
<b>TOTAL INCOME</b>	<b>4,418.26</b>

EXPENSES

BOARD MEMBER EXP	187.12
CONT. EDUC. EXP	20,420.02
EXEC COMM DINNER	299.38
EXECUTIVE SECRETARY	1,320.00
MEMORIALS AND GIFTS	64.20
NEWSLETTER	1,051.08
OFFICE SUPPLIES	215.00
<b>TOTAL EXPENSES</b>	<b>23,556.80</b>

TRANSFERS

FROM SAVINGS	15,000.00
<b>OVERALL TOTAL</b>	<b>-4,138.54</b>

P&L SAVINGS ACCOUNT  
 (9/30/07-10/31/07)  
 INCOME

INTEREST	50.98
<b>TOTAL INCOME</b>	<b>50.98</b>

TRANSFERS

TO CHECKING	-15,000.00
<b>OVERALL TOTAL</b>	<b>-14,949.02</b>

P&L PAYPAL MONEY MARKET  
 (9/30/07-10/31/07)

TOTAL INCOME	0.00
TOTAL EXPENSES	0.00
<b>OVERALL TOTAL</b>	<b>0.00</b>

## In Memoriam

Dr. Emil R. Blaukopf

Dr. Blaukopf practiced dentistry in South River for 50 years, and he was a past president of the Middlesex County Dental Society.

## In Memoriam

Dr. John Douglas Lawson, who was honored in January 2007 as a New Life Member of the Association, passed away on October 31, 2007. Dr. Lawson practiced as a principal partner in the North Brunswick Dental Group until his retirement in 1991.

## MCDS Board of Trustees Report

Continued from page 2

have better solutions to help more Americans get professional oral health care.

- **Best Management Practices for Amalgam Waste:** it is statutorily required to have amalgam separators in place within 2 yrs. The ADA is developing a booklet available to be downloaded for free in Jan of 2008 to help patients understand the materials used to create dental fillings and the advantages and the disadvantages of each type of material.
- **Tamper resistant prescription pads** must be used by health care providers writing Medicaid prescriptions by March 31, 08.
- **Voters in Juneau, Alaska** last month voted by a margin of almost 2 to 1 not to reinstate fluoridation of the community's water supply.
- **An article written in the Detroit News** concerning "Superteeth" described the dental version of a walk in medical clinic and is the brainstorm of the founder of Supercuts. With no appointment needed and \$99 for many services, the franchise "appeals to the uninsured in search of affordable dental care" as well as to insured consumers who like the convenient hours, appointment-free service and lower co-payments. Expect more iterations of retail dentistry as retail medical clinics grow.

### NJDPAC Report-Mark Vitale

NJDPAC did very well in this year's elections. Of the 40 State Senate races, NJDPAC contributed to 35 candidates of whom 33 won for a 94% winning average. (5 races NJDPAC contributed to neither candidate). Of the 80 General Assembly races, NJDPAC contributed to 58 candidates of whom 56 won for a 97% winning average. (22 candidates who won received no funding nor did their opponent). NJDPAC's total winning average for all races to which it contributed was 96%. This is a great win.

Moreover, please note that, for the first time in NJ history and possibly the nation, 3 member dentists are serving at the same time in the State Senate, which has only 40 members. NJDPAC continued to assert itself as the top healthcare PAC in NJ.

### Executive Secretary Report- Marlene Glickman

My responsibilities as Executive Secretary are numerous. Here are some of the things that I am responsible for: I answer questions from the general public and offer them assistance in finding a dentist in their area. I receive all the registrations and phone calls about the courses that MCDS presents throughout the year and create the registration information, CE forms and sign-in sheets. I contact new members and life members and create the certificates that we present to them. I facilitate the Dental Shadowing Program, which is a program that enables Rutgers students to shadow dentists in the area. I set up the registration and information for our new Dental Hygiene Club. It is quite rewarding to work with the many dedicated members of the Executive Board, who continually give their time and energy to help benefit all MCDS members.

### NJDA Council Reports

**Dental Benefits**-Mark Vitale, Jeff Chustckie

See full report on page 5.

**Membership**-Tara Savage, Devang Modi

Ms. Tricia DeCotiis and the NJDA staff held their first two UMDNJ Dental School Programs. They met with the freshman class for a lunch and learn on October 17th and the sophomore class on November 7th. They will visit the dental school next on January 16th from 1-2pm for the Junior Past-Presidents Luncheon. The next MCDS study club meeting is scheduled for Thursday, December 6th at 6:30pm at the Clarion Hotel in Edison. MCDS is offering a course at no cost to MCDS and NJDA members entitled "Today's Dental Prac-

Continued on page 4

tice: Acquisition, Management, and Lifestyle.” It will be held on January 24, 2008 at 6pm at the NJDA headquarters.

### Committee Reports

#### Mentor-Ethan Glickman

Our next OSHA program satisfies the OSHA standard on Occupational Exposure to Blood Borne Pathogens, which is required annually for dentists and staff will be given on **November 15, 2007**. Each office person trained will receive certification that they have been properly instructed for this OSHA regulation on Infection Control. **Two CEU credits** will be awarded to those attending this 2-hour seminar. 180 people have signed up to date. This seminar is available to our members for \$15/pp as a member benefit of MCDS. A big “Thank You” to Dr. Joe Fertig for arranging all our room accommodations for the MCDS-OSHA programs at St. Peter’s Medical Center in New Brunswick.

The CENTRAL NEW JERSEY DENTAL HYGIENE STUDY CLUB met for the first time on October 24, 2007.

Sponsored by Middlesex County Dental Society, Twenty-eight Hygienists met at the Clarion Hotel, Rte 27 south, Edison, NJ. Two CEU credits were awarded for the meeting. Robert A. Shekitka, DMD – Immediate Past President, New Jersey Dental Association, Faculty at UMDNJ, spoke about “Ethics and Conduct in Dental Practice.” This CNJDH study club is available to our hygienists as a Dentist-member benefit of MCDS. See the insert in this Newsletter for information on registration.

### Old Business

A motion was proposed by Richard Kahn and seconded by Arpan Nandra to host a reception for MCDS members and NJDA invitees at the Atlantic City Convention next year. A budget of \$1000 for food and beverages was allocated for this event. Motion passed.

The Board unanimously approved the proposed changes to the By-Laws (see below).

A subcommittee comprising Ethan Glickman, Mark Vitale, Jim Courey and Dave Stein was formed to look into comparing costs of running the county meeting at Clarion vs. the Pines Manor. The findings of this committee will be presented to the Board at a subsequent meeting.

### New Business

Constantine Simos will be looking into the cost of mailing CE registration packets to 3000 dentists in the State.

Respectfully Submitted, Maya Prabhu, Secretary

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## Proposed By-Laws Change

This proposal was distributed in writing and read at the November General Meeting. It will be voted upon at the January General Meeting.

Background: The Program Chairperson is appointed by the President-Elect, and this person serves during the President-Elect’s term as President. The Program Chairperson position is an entry level position to the Board, but has the daunting responsibility of arranging the CE for the general meeting. The Board felt that the Society would be better served by re-arranging the CE structure as laid out below. This not only assigns the responsibility for the General Meeting CE to someone on the Board with years of experience, but also, with the decreased responsibility, this makes the entry Board position more attractive.

The By-Laws would be amended as follows: Please note that all proposed deletions are bolded and in brackets [THUS], and all proposed additions are bolded and underlined **THUS**.

Article IV, Section 8. Duties. Paragraph a. President:

- a. President. It shall be the duty of the President:

**15. To serve as the chairperson of the Educational Committee.**

Article IV, Section 8. Duties. Paragraph b. President-Elect:

- b. President-Elect. It shall be the duty of the President-Elect:

9. Appoints the [Program Committee’s chairperson to] **Educational Coordinator who will** serve during the President-Elect’s term as president.

**12. To arrange for the continuing education programs for the General Meetings.**

Article IX, Section 4. Standing Committees. g. Program Committee:

g. [Program] **Educational** Committee. [The chairperson is appointed by the President-Elect. The chairperson is to be approved by the Board of Trustees.] **The Committee will consist of the President (chair), President-Elect, the Continuing Education Committee Chairperson, the Corporate Sponsorship Chairperson, the Mentor Committee Chairperson and the Educational Coordinator. The Educational Coordinator is to be approved by the Board of Trustees. The Educational Coordinator will be responsible for assisting the other members of the committee with the following: A/V equipment, meeting room preparation etc. The Education Coordinator would be responsible for taking charge in setting up Staff Night.**

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## Council on Dental Benefits

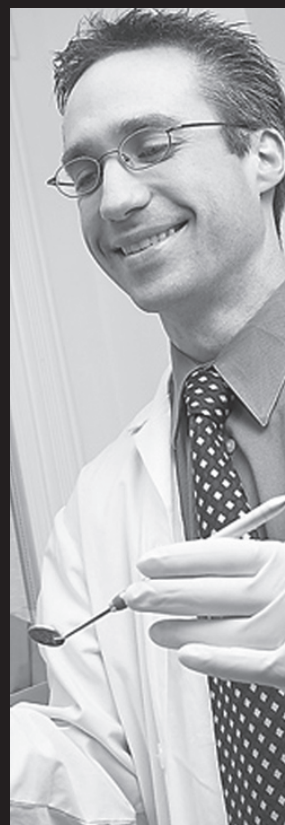
The council met on September 5, 2007 and the following items were reviewed.

- CRP Statistics was reviewed by the council with cumulative statistics from January 1, 2007 through July 31, 2007 indicating a total of 211 complaints submitted to NJDA for the year. On a monthly basis, 28 complaints were received in June, and 13 were received in July. Of that number, NJDA successfully resolved 138, 17 were for data purposes, 3 were not resolvable, and 53 are still pending. Staff provided the council with statistics on the number of CRP's opened per component to date. Monmouth-Ocean, Tri-County and Middlesex submitted the largest number of claims.
- Letter to United Concordia concerning a code definition: The council discussed NJDA's letter to United Concordia (UCCI) on behalf of a member whose claim for incision and drainage of a periodontal abscess was denied because "the reported procedure (D7510) does not appear to meet the CDT procedure code definition". The council discussed this as being a problem, since some members have experienced this issue in the past. Subsequent to the meeting, NJDA received UCCI's written response, which takes the position that since the incision was not made through the mucosa, it is a "minor procedure" that should be billed using the palliative procedure code D9110. After receiving the response, the member involved spoke to the UCCI Dental Director with the result being that the claim in question would be paid, but that technically there should be a specific procedure code for treatment of a periodontal abscess. During e-mail discussions with the council, Dr. Rempell, the ADA Council representative, stated that a new code had been considered by the ADA Coding Committee in the past, but was not approved. Since it is past the deadline for consideration in the CDT 2009, a request for the code will be made in the CDT 2011 edition.
- ADA Report on Dental Tourism and Dental Benefits: The council discussed the report to the ADA Board of Trustees, providing information on the prevalence of U.S. patients traveling out of the country for dental treatment. While dental "tourism" is nowhere near the level of medical "tourism," one Delta source interviewed by ADA indicates that foreign dental claims are increasing (currently 2% per year). The council will continue to follow this issue, as it raises some important questions, including the lack of follow-up care subsequent to patients returning to this country.
- ADA Report on Bundling/Downcoding: The council reviewed the report on ADA's discussion with the National Association of Dental Plans (NADP) on the issue of carrier practices related to bundling/downcoding. The council noted that in many cases, participation agreements between dentists and carriers allow plans to "bundle" procedures that otherwise would be billed separately.
- Resources on Evidence Based Dentistry: The council discussed ADA's announcement of a grant from the National Library of Medicine and the National Institute for Dental and Craniofacial Research, which will allow the ADA to establish the Center for the Advancement of Science in Oral Health, and to develop a separate website devoted to systematic reviews on dental and oral health topics.
- Horizon Implant Codes: Staff briefed the council on what appeared to be an error in Horizon's processing of D6057, implant abutment, and D6059, implant crown. While they appeared to be processing as duplicate services (same descriptor, same approved fee), Horizon asserts that only the descriptor is in error and the fee is correct; i.e., the approved fee for both the implant abutment and implant crown is \$566. Staff verified this with several senior staff at Horizon with the same result, although Dr. McMurray did agree to have this matter reviewed by the Dental Advisory Committee.
- NJ SCHIP (Family Care) Program and Federal Eligibility Rules: The council reviewed a "Key Facts" sheet on the SCHIP program including its history and original intent, which was to reduce the number of uninsured low-income children. Since enactment, several states have received waivers to permit enrollment of adults and middle class families, including New Jersey, which covers families earning up to 350% of poverty level (\$72,274 per year for a family of 4). In New Jersey, the program (FamilyCare) provides essentially the same benefits as Medicaid for most income groups, and uses the same reimbursement schedule as Medicaid. The council also discussed the federal government's efforts to begin enforcing eligibility rules for SCHIP, including the one-year waiting period and income limits. The rules are scheduled to take effect next year, but will not apply to current beneficiaries. The state of New Jersey has sued the federal government to block implementation.

Continued on page 6

## Council on Dental Benefits, continued from page 5

- NJDA Comment on Prompt Pay Proposal: The council reviewed NJDA's formal comment on a proposed amendment to the prompt payment regulations that would appear to allow carriers to request reimbursement from providers on "overpaid" claims within 18 months of the initial payment. The regulation does not specify that the provision is limited to "participating providers" and NJDA contends that, currently as a matter of law, a carrier cannot recoup monies from an innocent third party creditor absent a contract with the provider. NJDA also urged the Department to include dental plans in the proposed interest rate increase to 12% on overdue payments.
- -Second Representative from each component: Mary Moskal presented to NJDA's Board of Trustees the council's idea of having each component appoint an "alternate" representative to the Council on Dental Benefits, since the scope and subject matter is so important. In that way, each component would be assured of coverage if the primary representative could not attend a meeting, and other members could become familiar with the issues. Some Board members thought that there may be components that are having difficulty finding even one volunteer, and stated that other ideas are also being discussed concerning the composition of councils. The Board will be exploring this idea further at its Board Retreat.
- NJ Regional Health Information Organization: The council discussed the New Jersey Department of Banking and Insurance's (DoBI) feasibility study on the development of a Regional Health Information Organization. This effort is intended to make electronic health records available to health care givers throughout the continuum of care. The project is in its infancy and is now focused on medical information.
- DOBI Bulletin on Provider Agreements: The council reviewed a Bulletin issued to managed care organizations cautioning that provider agreements may not be used unless approved by the Department in advance. Once filed with the Department, the agreement may not be modified unless DOBI's approval is given.



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**AFTCO is pleased to announce...**

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has acquired the practice of

**Oscar Grob, D.M.D. &**

**Luis G. Molina, D.M.D.**

*Kenilworth, NJ*

AFTCO is pleased to have represented all parties in this transaction.

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## Dentistry in the News

The ADA recently awarded its seal of acceptance to Wrigley sugar-free gums Orbit, Extra and Eclipse — based on studies funded at least partially by the maker of Wrigley gums, Chicago-based Wm. Wrigley Jr. Co. It's the first time the ADA has allowed its seal to appear on gum after clearing it for thousands of other products since 1930. The ADA said its independent review of the studies confirms those three gums have been shown to help prevent cavities, reduce plaque acid and strengthen teeth. It said studies submitted by Wrigley showed that chewing those gum products for 20 minutes three times a day after meals increases saliva production. Saliva, the ADA said, helps neutralize and wash away plaque acid and bathes the teeth in minerals such as calcium, phosphate and fluoride, which are known to strengthen tooth enamel and help prevent cavities.

The studies focused solely on Wrigley products. Wrigley paid \$36,000 to submit its evaluation material — \$12,000 per product. ADA also said Wrigley spends \$35,000 to \$45,000 in exhibit-booth space at its annual meeting, advertising in its publications and on other sponsorships. The seal appears on toothpaste and other dental products.

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## Gross Receipts Tax

Yet another tax is being proposed in Trenton. This one, however, promises a substantial financial punch to our bank accounts. If enacted, dentists along with other professionals in New Jersey will have to pay the NJ Treasury 3.5% of their quarterly gross receipts; that's gross, NOT net. Now more than ever we need to strengthen our NJDPAC, our strongest resource to fight such legislation. At present only 30% of NJDA members contribute to NJ's largest and strongest health profession's PAC. To stop the Gross Receipts Tax we need a substantial increase in participation. If you're not a member join today. If you are a member increase your contribution. Diamond Club membership costs less than \$1 a day, a bargain compared to what this tax will cost. To join or increase your membership level call Jim Schultz at NJDA 732-821-9400, or Mark Vitale, your NJDPAC representative at 732-494-7575.

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## Congratulations in Order

Congratulations to Dr. D. Michael Hart on receiving the "Lifelong Learning and Service Recognition" Award (L.L.S.R.) from the AGD. To receive this recognition, you must be a Master in the AGD, take additional continuing education courses, and provide volunteer services to Dentistry. There are only 6 dentists in the State of New Jersey with this recognition, and three of them are in the practice of Dr. Hart, incorporated as "Gentle Dental Care, LLC", in Edison, NJ.

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## Save the Date!

Give Kids A Smile day will be held on Friday, February 1, 2008

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## Highlights from the November General Meeting



MCDS President Dr. James Courey (L.) and Program Chairperson Dr. Constantine Simos (R.) welcome November Featured Speaker Dr. Elliot Hersch



Dr. Mitch Weiner (GPR instructor at RWJ) welcomes the residents from RWJ: Dr. Susie Lee, Dr. Evan Abrahams, Dr. Gautam Govitrikar, Dr. Suzanna Lekht, and Dr. Trisha Grantham (L. to R.)



JFK GPR Program Director Dr. Devang Modi welcomes the residents from JFK: Dr. Mihe Park, from UPENN, and Dr. Sanjeev Satwah, from UMDNJ (L. to R.)

# The Middlesex County Dental Society

*PRESENTS*

## **TODAY'S DENTAL PRACTICE Acquisition, Management, Lifestyle**

THURSDAY, JANUARY 24, 2008

6:00—8:30 P.M.

NEW JERSEY DENTAL ASSOCIATION

Route 1 South, North Brunswick, New Jersey

**\*\*Free Buffet Dinner, Tuition & 2 CE Credits for NJDA Members\*\***

### **PROGRAM:**

- |                                     |   |
|-------------------------------------|---|
| <b>Dr. Cavan Brunsdon</b>           | Systems Management of the Paperless Office and Use of Technology.   |
| <b>Dr. Hugh Habas</b>               | Practice Acquisition and the Common Denominators of a Successful Practice.  |
| <b>Dr. Mitch Weiner</b>             | Practice Ownership, Business Miscalculations, Overhead Management, Quality of Lifestyle of Today's Dental Practice. |
| <b>Ms. Kim Iannotte</b><br>of AFTCO | How to Analyze a Dental Practice's Profit and Loss in Order to Assist in the Practice Acquisition Process           |

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### REGISTRATION FORM

**Cut and Mail to: MCDS, PO Box 7026, East Brunswick, NJ 08816  
Phone: (732) 238-1255 Fax: (732) 390-2332**

Dentist Name: \_\_\_\_\_

Address: \_\_\_\_\_

Telephone: \_\_\_\_\_ Fax: \_\_\_\_\_

Email Address: \_\_\_\_\_



# Central New Jersey Dental Hygiene Study Club

Sponsored by Middlesex County Dental Society

## REGISTRATION FORM

**First Meeting:** Wednesday, October 24, 2007

**Meeting dates:** December 12, 2007, February 13, 2008, April 9, 2008 & June 11, 2008.

**Time:** Registration: 6:00 pm Program: 6:30 - 8:30 pm

**Place:** **Clarion Hotel** [next to the Pines Manor]  
2055 Lincoln Highway [Route 27 South] Edison, NJ  
Telephone #732-287-3500

**Tuition:** **\$170 per Hygienist per year**  
salad type dinner for 5 meetings with two CEU credits/meeting

MCDS will be assisting in the formation of a new study club for Middlesex County Hygienists, called the  
"CENTRAL NEW JERSEY DENTAL HYGIENE STUDY CLUB".

That's right, a study club for dental hygienists in the Central NJ area, sponsored by Middlesex County Dental Society. The CNJDH study club is inviting new members to join this Fall 2007.

This is an opportunity for CNJDH study club dental hygienists to take an active role in their professional development and be able to enthusiastically participate in the dental team process of providing our patients with the best quality professional care!

**LEARN:** From qualified, informative & enthusiastic guest speakers arranged & provided by MCDS.

**EARN:** CEU's - just one year's membership will provide the required 10 CEU's needed for licensure/year

The meetings will always be held at the same location and time: 6:30-8:30 PM, Wednesdays at the  
**Clarion Hotel, Rte 27 South, Edison NJ. Two CEU credits will be awarded for each meeting.**

A Round-Table discussion will be held after each speaker's presentation for those who are able to stay after 8:30PM. CNJDH study club members will be able to share their knowledge and experiences while learning from each other.

**Speaker:** Robert A. Shekitka, DMD-Immediate Past President, New Jersey Dental Association, Faculty: UMDNJ.

**Topic:** " Principles of Ethics and Conduct in Dental Practice".

.....  
make CHECKS payable to: MIDDLESEX COUNTY DENTAL SOCIETY

**Hygienist Name:** .....

**Hygienist home phone:** ..... **Cell Phone:** .....

**Hygienist Address:** .....

**Hygienist E-mail:** .....

**Dentist's Name:** .....

**Office phone: #** ..... **Office fax #** .....

**Mail and Return to:**

**MIDDLESEX COUNTY DENTAL SOCIETY P.O. Box 7026 East Brunswick NJ 08816**

**MCDS OFFICE:** (732) 238-1255 **MCDS FAX:** (732) 390-2332

**Membership Committee:** Dottie Jennings RDH, Lucy Achenbach RDH, & Chris Barton RDH,

Faculty: Middlesex Community College-Dental Hygiene Program

Dr. Ethan Glickman, facilitator, Mentor Chairman-Middlesex County Dental Society

Please contact Marlene Glickman, the Exec.Sect'y for MCDS, at # 732-238-1255 for any additional information.

Please register in advance for the CENTRAL NEW JERSEY DENTAL HYGIENE study club.



## *He's not the only doctor to have a dream...*

On a steamy August day in 1963, the Rev. Dr. Martin Luther King, Jr. gave one of the most famous speeches of all time. In his speech, he spoke of a dream of all people being equal and treated as such. The members of the New Jersey Dental Association believe that dream pertains to oral healthcare as well.

More than a million people participated in the March on Washington in an effort to make a difference for those who previously had no voice. On Friday, February 1, 2008, you, too, can make a difference for a child who needs dental care and may not have the means to afford it. Join the more than 1,000 volunteer dental professionals to help fulfill our dream of every child having a healthy, beautiful and lasting smile.



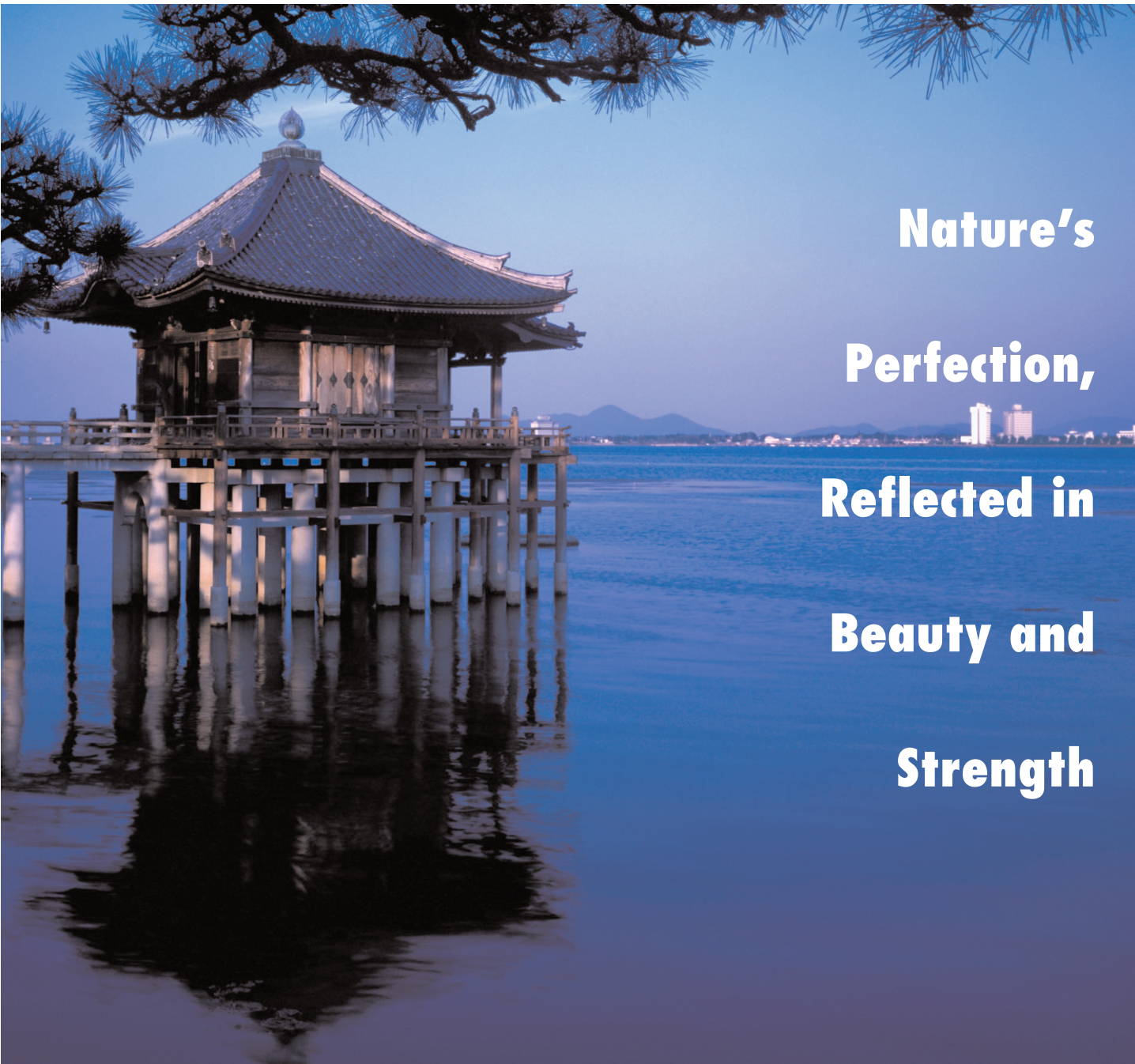
## ***FRIDAY, FEBRUARY 1, 2008***

NJDA will once again need your help to reach as many children as possible in New Jersey who are in need of dental care. You can either volunteer at one of the many public sites throughout the state, or use your own office as a private site. Dentists, auxiliaries, dental students and staff who wish to volunteer have two easy ways to register to participate:

1. Go to [www.njda.org/gkas](http://www.njda.org/gkas) and download a volunteer registration form
2. Call our *Give Kids A Smile* Hotline at (888) 576-9278, leave your name and a fax or email address and we'll send you a registration form

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## St. Peter's Medical Library

Members of the Middlesex County Dental Society are allowed to borrow dental materials from the Medical Library at Saint Peter's University Hospital. A valid ADA ID must be presented in order to borrow materials. Here is a list of some of the materials in the dental collection:

- Excellence in Cosmetic Dentistry-Video Series;
- Gordon Christensen Video Tapes;
- Journal of Oral and Maxillofacial Surgery;
- Oral Surgery, Oral Medicine, Oral Pathology, Oral Radiology, and Endodontics.

Information about the Medical Library, including hours of operation, can be found at [www.stpeterslibrary.com](http://www.stpeterslibrary.com)

## Middlesex County Dental Society Councils and Committees

### – NJDA COUNCIL REPRESENTATIVES –

Peter Clemente ..... ADA Delegate .....985-1666	Tara Savage ..... Membership.....679-2323
Daniel Krantz ..... ADA Alternate Delegate .....469-8083	Nancy Villa ..... NJDA State Trustee .....679-2323
Mark Vitale.....ADPAC.....494-7575	Mitch Weiner ..... NJDA Alt. State Trustee .....297-4900
Mark Vitale.....Dental Benefits .....494-7575	John Fahsbender ..... Peer Review.....356-1313
Robert Ashmen.....Dental Education .....846-6366	Ethan Glickman..... Relief .....572-4244
Mitch Weiner ..... Governmental/Public Affairs.....297-4900	
Ira Rosen.....Judicial Council.....422-7440	

### – MCDS COMMITTEE CHAIRPEOPLE and MEMBERS AT LARGE –

Ira Rosen.....Budget and Finance .....422-7440	Paresh Patel ..... Dental Shadowing .....226-0568
Cavan Brunsdan ..... Children's Dental Health Mo...679-2323	Ethan Glickman..... Mentor .....572-4244
Mark Schambra ..... Continuing Education.....846-6366	Arpan Nandra....Oral Cancer Screening/Education .....257-6500
David Stein.....Corporate Sponsorship .....257-6500	Cavan Brunsdan ..... Special Olympics.....679-2323

See our web site for a complete list of Board Members and their contact information



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 109 Livingston Ave, New Brunswick, NJ 08901

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**MCDS Executive Secretary Marlene Glickman 732-238-1255**

MCDS Newsletter is the official publication of the Middlesex County Dental Society and is published 8 times annually following each Executive Committee meeting. Articles should be submitted to the Content Editor before the deadline for each issue. Publication materials may be deferred to future issues or edited without changing the author's intent, in order to conform with the requirements of the Newsletter. The publication of an advertisement, opinion or statement does not reflect endorsement, approval, or policy of the MCDS and its newsletter unless stated. All correspondence regarding this newsletter should be directed to the Business Editor.

# Middlesex County Dental Society

John C. Cranham, DDS

“The Cosmetic Occlusal Connection”

Wednesday, March 19, 2008 8:30am-4:30pm



Dr. John C. Cranham has a contemporary dental practice in Chesapeake, Virginia, focusing on cosmetic, restorative and implant services. An honors graduate of the Medical College of Virginia in 1988, Dr. Cranham maintains a strong relationship with his alma mater, as an Associate Clinical Professor. Dr. Cranham is an internationally recognized speaker on the Esthetic Principles of Smile Design, Contemporary Occlusal Concepts, Treatment Planning, Restoration Selection, Digital Photography, Laboratory Communication, and Happiness and Fulfillment in Dentistry. He is the Director of Education at the Dawson Center for Advanced Dental Education where he teaches Seminar II with Drs. Dawson and Dupont, along with two three-day hands-on programs (Functional Esthetic Excellence I & II). Additionally Dr. Cranham founded Cranham Dental Seminars which provides a combination of lecture and mobile hands-on programs. As an active educator, he has provided over 500 days of continuing education for dental professionals throughout the world.

This program is designed to help the general practitioner take his or her dentistry to the next level. While many courses focus on the procedural aspect of dental treatment only, this seminar will help you visualize optimum dentistry from an aesthetic and functional perspective. This course is a must for the Dentist who would like to do more elective esthetic, and advanced restorative cases.

In this program you will learn:

- How to select the best camera system that will best fit your practice and use digital photography to visualize optimum dentistry.
- How to choose the correct incisal edge position in any cosmetic/aesthetic case.
- How to know when veneers, all ceramic crowns or metal ceramic crown restorations are the right choice for your patient.
- When and how you can perform laser gingival recontouring, and when boney surgery is required.
- To understand the components and proper function of the gnathostomatic system.
- How to visualize and design an ideal occlusal scheme for each patient.
- To understand the various “treatment positions” and how to choose the best one for each patient.
- The necessary records needed to work up a case for ideal esthetics & function.
- To use and evaluate the latest technology for occlusal evaluation and restorative treatment.
- How and when to safely open the vertical dimension of occlusion.
- How to fabricate exquisite, long lasting provisional restorations, and why this is the most important step in the restorative process!
- How to get your patients to see the opportunities and benefits to long term, optimum dental care, and how to get them to YES.
- How to convert a traditional general practice to one that is thriving with elective esthetic and advanced restorative cases

## Registration Form

\_\_\_\_\_  
Doctor's Name (Last)

\_\_\_\_\_  
(First)

\_\_\_\_\_  
Address

\_\_\_\_\_  
City

\_\_\_\_\_  
State

\_\_\_\_\_  
Zip

\_\_\_\_\_  
Office Telephone Number

\_\_\_\_\_  
Fax Number

Non-Dentist Staff Members:

\_\_\_\_\_  
Name

\_\_\_\_\_  
Name

\_\_\_\_\_  
Name

\_\_\_\_\_  
Name

\_\_\_\_\_  
Name

\_\_\_\_\_  
Name

\_\_\_\_\_  
Name

## Registration Fees: (Please check appropriate boxes)

MCDS Members/Residents: \$80 ea\*

\*(after 2/20/08 this course will be \$95 each)

NJDA Members (non-MCDS): ..... \$115 ea\*\*

\*\* (after 2/20/08 this course will be \$140 each)

NJDA Non-Members: ..... \$240 ea\*\*\*

\*\*\* (after 2/20/08 this course will be \$275 each)

Total number of Non-dentist staff members: (\$60 per staff member per course) \_\_\_\_\_

Total Enclosed: \$ \_\_\_\_\_

ONLINE Registration/Credit Card Payments available on our web site:  
[www.MCDSofNJ.org](http://www.MCDSofNJ.org)

Please copy this form to register additional doctors or staff from your office

Checks Payable to MCDS (Payment must accompany registration)

Mail to: Middlesex County Dental Society, P.O. Box 7026,  
East Brunswick, NJ 08816

**Course to take place at the Pines Manor in Edison, NJ**

Registration starts at 8:00 a.m.,

**Continental Breakfast and Lunch Included**

For further information call 732-238-1255

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