

Bulletin



FEBRUARY 2006

PUBLISHED BY THE SOUTH CAROLINA DENTAL ASSOCIATION

www.scda.org

VOLUME 34 · NUMBER 2

I 'M JUST THINKING 'BOUT COOLIN' OUT"

by Michael Miller

The SCDA will hold its annual meeting in Myrtle Beach, South Carolina. As in years past, the Embassy Suites/Kingston Plantation resort is our location for informative and exciting events.

Although CE courses will begin Thursday morning, the SCDA Opening Luncheon will formally welcome you to the convention. The luncheon will give an opportunity to recognize our Award Winners for the year, as well as meet Jacob Will (Mustafa), a native of Hartsville, South Carolina who has entertained internationally as a bass-baritone. Mr. Will has played in the American Premiere of the *Messa per Rossini* where he made his Philharmonic debut as soloist and has appeared with the Berlin Radio Symphony Orchestra. He has performed in roles such as *Rairnondo in Lucia di Lammermoor*, *Mustafa in L'Italiana in A/geri*, and *Colline in La Boheme* as well as production with NY City Opera, Vancouver Opera, Bavarian Slate Opera, and the San Francisco Opera. I am sure you will be entertained by his extraordinary voice.

Exhibits open Thursday night followed by a 6:00 p.m. Welcome Reception. While you are dining on delightfully prepared food you will get in the mood to party while listening to the talented Mullins High School Steel Drum Band. Following the reception we are taking the fun next door to the Palmetto's

Pavilion with a night of music performed by The East Coast Party Band, one of the most popular dance bands in the Southeast. Known as an "old-fashioned" soul band covering classics by the likes of Marvin Gaye, Stevie Wonder, The Temptations and the The Four Tops. (All eight members have full time careers in other fields, which means the Party Band comes alive on weekends. The Party Band is renowned for its energetic performances helping any party/event become a success.)

The weekend will wrap with our President's Reception Saturday night. Group Dynamics will provide us with a fun-filled night of casino and horse racing with the added twist of a puzzle! This goes along with our meeting theme "Finding the Solution to the Future in Dentistry in South Carolina". Music is included for those who want to dance." No doubt this will be fun-filled exciting events. Hope to see you there.



East Coast Party Band

HOUSE APPROVES CHANGES IN PEER REVIEW

by Phil Smith



Dr. Jim Mercer and Attorney Steve Hamm

Many of you know that the SCDA House of Delegates met on January 21. Considering the emotion behind the issue of peer review, the meeting was very structured, meaningful and respectful. And from the crucible of conflict, came resolution and consensus.

The need for a fresh review of our peer review system developed from a number of recent developments. We learned the JUA had concerns about cases where apparent "good will" payments were awarded to patients that suggested the dentist involved had not provided an appropriate standard of care. In addition, there were cases where patients, after going through the peer review process, refused to accept the final decision and then filed legal actions. In those cases, the lawyer for the patient attempted to claim that the peer review decision confirmed improper treatment by the dentist.

A successful peer review program must rely on the cooperation of all parties to the dispute in order to reach a satisfactory resolution. Unfortunately, we were confronted

continued on page 4

In This Issue. . .

Master Calendar	3
Editorial Comments	3
President's Message	5
Executive Director's Notes	7

Insuring South Carolina Smiles.



Delta Dental has been committed to service, quality and value since 1954. Today more than ever, dentists need to keep up with an industry that's constantly changing. Delta Dental works with three out of every four dentists through our fee-for-service plan to stay ahead of the curve with current information on billing and coding procedures, health care reform and regulation, new methods of reimbursement and other health care trends. And our specialization in the dental health field allows us to create the most value in dental plans for employers and their employees.

Difference.

The difference at Delta Dental is that we offer employer-sponsored plans to companies with ten or more employees. This has allowed us to create a unique cost management program that will provide remarkable savings for you and your employees.



200 Center Point Circle Suite 150
Columbia, SC 29210
(803) 731-0273 Toll Free: (800) 529-3268
Fax: (803) 731-0273 Web: www.deltadentalsc.com

Service.

Service with a smile. That's how we like to approach our customer service. As a recognized leader in the industry, we are always within reach, by phone, online or via email. You can get eligibility and benefits information over the phone 24/7 by calling our automated attendant at 1-800-335-8266 or you can email our customer service department to receive a same-day response.

Benefits.

There are benefits to specialization. At Delta Dental, we only handle insurance for dental health care. This allows us to create the most economical dental plans for you and your employees.



To find out more about Delta Dental Insurance, call toll free: 800-529-3268 or visit our Web site at www.deltadentalsc.com.
Delta Dental. Insuring South Carolina Smiles.

February 17, 2006

Piedmont District Spring Meeting

to be held at the Marriott Greenville, registration is at 8:30 a.m., Lecture is 9-12 and Business meeting is 12:00 p.m.

March 3, 2006

Central District Spring Meeting

Location to be announced, Topic is Esthetics and Function, Dr. Jim Fondriest-7 CE hours

March 3, 2006

Coastal District Spring Meeting

to be held at the Omar Shrine Center in Mt. Pleasant. Seminar from 9-3:30, lunch from 12-1. For more information, please contact Dr. Kunkle II at 843-761-8065.

March 10, 2006

Regular Board Meeting

meeting will begin at 9:30 a.m. at the SCDA Office.

March 15, 2006

Maximum You - Minimum Stress

Dutch Dinner (steak night) 5:30 p.m. - 7:00 p.m.
Registration 6:30 p.m. - 7:00 p.m. Program 7:00 p.m. - 8:00 p.m. Location: Traditions in Parris Island, SC
Instructor: Dr. Gary Stough. Sponsored by Lowcountry Area Health Health Education Center and Lowcountry Dental Study Club. Fee: \$30.00 for entire year or \$5.00 per class. Target Audience: Dentists and Dental Hygienists. Credit: AGD credit provided, 1 hour. Please contact LT Chris Meunier at 843-228-3500.

March 31, 2006

Pee Dee District Meeting

to be held at the Florence Country Club. Registration is at 8:30, meeting at 9:00. The speaker will be Henry Martin, CDA from Restorative Arts Dental Lab. He will speak on Treatment Planning the Implant Restorative Case, Waxups through Surgical.

SOUTH CAROLINA DENTAL ASSOCIATION BULLETIN

Vol. 34, No. 2February 2006

Philip E. Smith, DMD, FAGD, ACD, ICDEditor

James H. "Hal" Zorn, Jr.Managing Editor

Christy CampbellBusiness Manager

PrintSouth Printing, Inc.Printer

SCDA Toll Free in SC (800) 327-2598

E ditorial C O M M E N T S

Comments appearing in this section are the renderings of the Editor or credited authors and do not necessarily reflect the opinions or policies of the SCDA. Letters are invited. Brevity is appreciated, and the Editor reserves the right to edit all communications. Letters may be mailed to the SCDA office, or FAXed to (803) 359-3004.

Mary's Legacy by Dr. Matthew Messina

In this age of consumerism, we are expending an enormous amount of time and effort to determine "what our patients want from us." We seem to minimize "what they need from us."

--

Mary (not her real name) came in for her perio maintenance therapy appointment last week. She is an average patient, about 50 years old. We see her fairly regularly (preferably every three months), she has fair oral hygiene, and she smokes heavily, so her periodontal condition is slipping as she ages. Our attempts to encourage smoking cessation have been met with a deaf ear.

On Mary's last visit, my hygienist Denise took a cotton 2 x 2, pulled out her tongue, and there it was: a small pink-white patch about 2 mm x 3 mm under the base of her tongue where it meets the floor of the mouth. So small that we could have missed it, except that we had been looking for it.

When I was last at the Pankey Institute, our class spent a few hours with Dr. Robert Marx, oral surgeon at the University of Miami and one of the leading authorities on oral cancer in the country. His three hours of lecture were mostly devoted to the latest in implant therapy, stretching my concept of what is possible for our patients.

However, as an aside in the last 15 minutes, he said something that has changed our practice. For his patients who smoke, he gives them an unlit cigarette and asks them to show him how they smoke. When patients ask why, he tells

them that it shows him where to look for their oral cancer. It seems that Dr. Marx's research leads him to believe that if you draw a line through the long axis of the cigarette, it will point to the most likely area for an oral cancer to develop.

Americans usually hold their cigarettes between their index and middle finger. Mary, you see, is right handed, so I was looking on the left posterior side of her tongue and in her cheek.

While I haven't adopted Dr. Marx's rather confrontational style with my patients (after all, giving them an unlit cigarette is rather harsh), I try to be aware of their dominant hand. I still look everywhere, but I look more diligently in the certain target areas. The American Cancer Society estimates in 2005 were that there would be 29,370 new cases of oral and pharyngeal cancers detected, and that these would lead to 7,320 deaths in the U.S. alone.

I told Mary what we had found and that I was concerned: She, as expected, wanted to ignore the area, in hopes it would go away. I succeeded in getting her to agree to the less invasive brush biopsy. The biopsy result came back positive, as I had feared.

She is now beginning the process of scalpel biopsy and definitive treatment. Right now, she's angry with me for finding something and forcing her to confront her fears and have it treated. My hope is that she will eventually come around and thank us for caring enough to look.

My practice is what the management gurus call a "relationship based" dental office. This means that we take the time to truly get to know our patients in order to better meet their needs. What this allows

continued on page 9

HOUSE APPROVES CHANGES IN PEER REVIEW

continued from page 1

with a number of cases where a member dentist, after going through the entire process, refused to comply with the final decision in the case. Such actions call into question the credibility of our association and member dentists.

As the vote by the SCDA House of Delegates demonstrates, our members continue to honor the concept of monitoring our profession by providing patients with an opportunity to resolve disputes on a voluntary basis without the need for judicial involvement. The House of Delegates voted to establish a modified mediation

committee made up of 16 members, four from each district. "This committee shall provide for a system to attempt to resolve disagreements between member dentists/patients/third parties. The method used will be 'mediation' as provided for under the ADA's Guidelines for Mediation."

It was a good day for our association and for the patients we serve. We all need to take action to fully participate in any mediation that may come up in our practices in the future.

EDITORIAL COMMENTS

continued from page 1

me to do is to take the time to build relationship capital, so that we have it there to spend to urge patients to do something for their own good, even though they would rather not.

Being your dentist means that I have to tell you the truth, which sometimes means that I have to tell you news that you don't want to hear.

The fun in dental practice may be in the hugs and smiles after seating the big veneer case, but the most important thing that I do this year may be the little white patch that we almost

missed or almost ignored, because it meant telling the patient something unpleasant.

Working harder to influence her behavior to potentially save her life may not be giving her what she wants, but it is providing what she needs me to be: her dentist and friend.

Reprinted with permission, *ODA Today*, publication of the Ohio Dental Association, August 2005, Dr. Matthew J. Messina, executive editor.



2006 Hilton Head Island Seminar Schedule

- Reduce practice and life stress
- Learn seldom discussed financial strategies
- Courses developed primarily for dentist and spouse

Heritage Golf Classic • April 13 - 16, 2006

- MAXIMIZE POTENTIAL WITH MINIMAL PRACTICE STRESS, 4 HRS. CE
Gary E. Stough DMD, Friday, April 14
- THE NINE MONEY TRAPS, 4 HRS. CE
Diane B. Stough CWI CSA, Saturday, April 15
- Heritage Golf Classic four day pass \$125 each (Limit 4) _____

June Beach Break • June 9 - 10, 2006

- ASSET PROTECTION, 4 HRS. CE
Diane B. Stough CWI CSA, Friday, June 9
- STRESS-LESS STAFF, 4 HRS. CE
Gary E. Stough DMD, Saturday, June 10

Food Fest • September 15 - 16, 2006

- STRESS-LESS PRACTICE TRANSITIONS, 4 HRS. CE
Gary E. Stough DMD, Friday, September 15
- PASSPORT TO RETIREMENT, 4 HRS. CE
Diane B. Stough CWI CSA, Saturday, September 16
- Food Fest Tickets (Included Free) Saturday, September 16

Seminar Cost

- Both courses: \$395
- Single course: \$245
- Add your spouse: \$125 per course

Continental Breakfast and Registration: 7:30 a.m.
Course Schedule: 8:00 a.m. - 12:00 noon

Your Name _____
Address _____
City/State/Zip _____
Phone _____ FAX _____
Spouse Name (if attending) _____

Make checks payable to: SeaSide Seminars & mail to address below, or...
Please charge my: MC VISA Discover
Acct. # _____ EXP. _____
Signature _____



To register online, for course information, local hotel accommodations and central TeeTime reservations:
Visit www.seasideseminars.com

Fax forms to (706)-776-6576 or mail forms and checks to:
SeaSide Seminars, 95 Matthews Dr., Suite E-7 MB 180, Hilton Head Island, SC 29926
1-888-659-5088



Finding The Solution To The Future of Dentistry In South Carolina

P resident's M E S S A G E

Having just finished the weekend of a scheduled SCDA Board of Governors meeting and House of Delegates/General membership meeting my mind is running in overdrive. In regard to the HOD/General membership meeting, we had a decent attendance from our delegates and alternates, but I must say that it was disappointing to see the miniscule number of general members present. I state this with all due respect because I realize how busy all of us have become but as you know from reading recent issues of the Bulletin the major issue to be discussed was a bylaws change relating to peer review. The proposal, by the way, did pass and is the subject of another column in this issue so I won't discuss the details here; except to say if something this important doesn't induce our membership to turn out, what will?

The crux of this discussion centers upon Governance, which I and others have discussed in previous columns. As leaders we are forced to ask ourselves what will motivate members to participate in the process and conversely, what is it that discourages them from participating? We truly do not know the answers to these questions and many others that naturally derive from these, which is why we are proceeding with development of a strategic plan as I mentioned last month. The Board of Governors met with Dr. Robert

Oldendick on January 20th to identify important issues concerning organized dentistry and the SCDA. Dr. Oldendick has planned to attend the upcoming Piedmont and Coastal district meetings to solicit similar information from focus groups at these meetings. Those of you who are members in these districts may receive a call from either Dr. Stan Sheftall or Dr. Jeff Laro asking for your participation. If contacted please participate as we need input from as many of you as possible. The information that Dr. Oldendick obtains from the focus groups along with the information obtained from the Board will be used to develop a comprehensive survey, which will be mailed to the entire membership sometime in April or May.

Those of you that were present for the HOD/General membership meeting on January 21st saw the debut of the new SCDA Website. Impressive to say the least!! It is easy to navigate, easy to update and is a reliable source of current and useful information. We now also have the capability to host online committee meetings in a secure forum. I believe we have only scratched the surface with our new website and the capabilities are only limited by our imagination. I want to remind all of you again that development of our new website was the direct result of the formation of the Task Force on the Future of Dentistry,

(continued on page 6)



Lynn Wallace
President

*I believe we have only
scratched the surface
with our new website.*

PRESIDENT'S MESSAGE

(continued from page 5)

which is also known as the Young Dentist Task Force. Kudos to Dr. Betsy Jabbour and Ms. Christy Campbell!! I am looking forward to their next project.

For some time many of you have asked about the feasibility of reinstating the Medicaid molar endo, post/core, and emergency exam codes which were eliminated from coverage in 2001. Dr. Jim Mercer, Chair of the Medicaid Task Force, had a recent meeting with officials from DHHS and argued for reinstatement of the above codes and reported progress as his audience was receptive and willing to listen to his reasoning that through edits money has been saved and that addition of the codes was justified. Hopefully, we will be able to report in the near future that these codes have in fact been reinstated. This is just another example of the determination of your leaders who are working on your behalf.

Speaking of leadership and members working on your behalf, please check out the ever increasing array of benefits that Stonemark Services Corporation has to offer our membership. For those of you who may not know or have simply forgotten, Stonemark is the wholly owned subsidiary of the SCDA and profits generated flow back to the SCDA. In fact, \$160,000 was contributed to the SCDA in 2005 alone. If you are in need of workers compensation insurance, property & casualty insurance, business overhead insurance, home and auto insurance, medical insurance, malpractice insurance please call Mark Brown at the SCDA office to assist you with these needs and a full description of all the other products offered by Stonemark. I believe you will discover very competitive quotes. The dollars contributed by Stonemark to the SCDA help keep your dues to a reasonable level; therefore, it is in our best interest to do as much business as we can with Stonemark. Those of you who have malpractice insurance through JUA should consider transferring your agent of record to Stonemark, if you have an agent elsewhere, as the premiums are the same and the commissions generated will then go to Stonemark.

Aside from the above mentioned peer review issue that the HOD discussed at the January Meeting, the HOD also approved a Bylaws change making an ASDA (American Student Dental Association) representative an ex-officio member of the Board of Governors. During Hal Fair's

presidency we began inviting an ASDA representative to sit in on our Board meetings. Their input has been invaluable as communication has flowed in both directions further enhancing our relationship with our soon to be colleagues. Because of the success of the last year the Board recommended that we make their presence on the board official and the House agreed with the recommendation. I look forward to our continued relationship with the ASDA students and their eventual move into our membership ranks. Speaking of membership, the SCDA currently has 1676 members giving us a market share of 88%, compared to a national average of approximately 73%.

Until next time,

Lynn Wallace

RESTORE-ALL INC.

MOBILE SERVICE WE COME TO YOU!!
REUPHOLSTERY * EQUIPMENT PAINTING *
UPHOLSTERY KITS



NO DOWN TIME!!

(We work weekends)

QUALITY SERVICE SINCE 1971
800-349-7379 PHONE / FAX
Referrals upon request

Executive Director's **N O T E S**

When I arrived as your executive director June 1, 1988, South Carolina, North Carolina and Virginia had been the new ADA 16th Trustee District for about a year and a half and I met Dr. Jim Gaines, the first trustee of the new district.

I have appreciated very much Dr. Gaines' leadership over the intervening 18 years, particularly his directness in our dealings and his accessibility. His has given me much needed insight into the mind of the dentists of this state – some with tongue-in-cheek.

One such time was immediately after our lawsuit against the S.C. Tax Commission (now the S.C. Department of Revenue) for trying to impose a sales/use tax on prosthetic devices used in dentistry was ruled in our favor. The Tax Commission had to refund monies collected for a period of time and abstain from collecting further sales/use taxes on devices which we mutually agreed upon.

The SCDA sent out notice of this decision and explained what the members could expect. Dr. Gaines called as soon as he received notice of the good news and with tongue-in-cheek, asked if any of his fellow dentists had called yet and asked, "But, what has the SCDA done for me today?"

Dr. Gaines has held about every important position that can be attained on the component, constituent and American Dental Association levels. He has served as president of each and he is fiercely protective of the tripartite system and the profession of dentistry.

He guided the instant maturing of the 16th ADA District and was the first of three 16th District trustees in a row to attain the presidency of the American Dental Association! Further, Dr. Gaines was the dean of this elite group which, to

a great extent, looked to the future and the in-depth needs of the profession.

While ADA President, Dr. Gaines organized the Political Grass Roots Program, established the ADA Health Foundation (which is now the ADA Foundation), altered the ADA credit card program and activated what is now the ADA Business Enterprises, Inc.

Dr. Gaines toyed with retirement about four years ago when he sold his practice and started working in another's practice. He found that he could enjoy time with his wife, Nan, and their children. I knew he was serious about "switching gears" when he bought a canoe and even learned to get in and paddle it without mishap.

I must admire the fact that Dr. Gaines continued being involved in organized dentistry and looking out for the profession, but in almost a behind the scenes sort of way. He has represented the ADA in traveling to international, professional events and he represents the SCDA on the JUA Board. His continuing interest in insurance coverage for the profession comes from his years of work in this area with the SCDA and as a member and vice chairman of the ADA Council on Insurance.

The transition over the last four years to full retirement has apparently worked well for both Dr. Gaines and Nan. The children and grandchildren have benefited from this new, refocused RETIRED dentist, also.

Nan has set aside one small room in their home that is devoted exclusively to Dr. Gaines' pursuits and interests. This provides space for Dr. Gaines to display the George P. Hoffmann Jr. Distinguished Dentist Award, the Order of the Palmetto, the University of Louisville Distinguished

(continued on page 8)



Hal Zorn
Executive Director

The unanticipated outcome shall be inadmissible as evidence and shall not constitute an admission of liability or an admission against interest

EXECUTIVE DIRECTOR'S NOTES

(continued from page 7)

Alumni Award and numerous other awards from all levels of dentistry internationally.

I wish Dr. Gaines well in his retirement and ask only that he continue his willingness to be brought from behind the scenes occasionally to help out his fellow dentists.

If you want to wish him well, get his opinion on something or set up a high handicap golf game or fishing or canoeing trip, he can be reached at Gainesjimh@aol.com.

“I’m Sorry”

Senators Brad Hutto and Greg Gregory have introduced S.1059 which has been referred to the Senate Judiciary Committee. This basically is the “I’m Sorry” bill that I mentioned several months ago in my column.

The bill description is: “This bill provides that in any claim or civil action brought by or on behalf of a patient allegedly experiencing an unanticipated outcome of medical care, any and all statements, affirmations, gestures, activities, or conduct expressing benevolence, regret, apology, sympathy, commiseration, condolence, compassion, mistake, error, or a general sense of benevolence which are made by a health care provider, an employee or agent of a health care provider, or by a health care institution to the patient, a relative of the patient, or a representative of the patient and which are made during a designated meeting to discuss the unanticipated outcome shall be inadmissible as evidence and shall not constitute an admission of liability or an admission against interest.”

I believe this is a bill the SCDA will support strongly and can be positive in reducing potential professional liability.

New World

It has been exciting to see Christy Campbell of the SCDA staff develop the new website. Her enthusiasm has been contagious, as has Dr. Betsy Jabbour’s, chairman of the Task Force on the Future of Dentistry, who has worked along with her task force on the website design.

Although I am electronically challenged, I look forward to seeing the membership work toward full utilization of the new website’s capabilities and even to the point where the membership demands continuous updates of the site – both from a technological and content standpoints.

The new crowd – the Phil Lathams, Christy Campbells, Mark Browns, Jessica Browns and Deanna Slomzenskis – of this world have the capability of being light years ahead of us over 60s group in potential for progress because of the

electronic tools they are full capable of utilizing.

Maybe even I’ll pick up some of these capabilities. We’ll see.

End Result Unclear

One of the dental offices in Richland County received a registration form several weeks ago relating to hazardous materials. The county was wanting to get the office to register in order to identify for emergency workers the locations of all hazardous materials within the structure and the registration fee could be quite high.

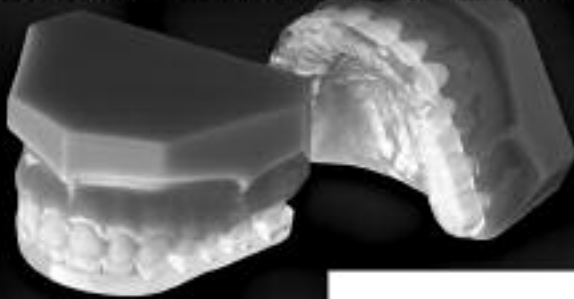
When researching the matter, I ran into several individuals who basically speculated that the county had come up with a not-so-tried, and not-so-proven method of increasing revenues. On the other hand, I can see the need for records to be utilized by emergency personnel when they enter buildings where quantities of hazardous and dangerous materials are stored or utilized.

The apparent problem in this case was some government official had labeled nitrous oxide as a flammable gas. Research showed that the classification the government official was using was Class 2.1, which is the designation for flammable gas. The only problem is nitrous oxide is Class 2.2 which is non-flammable.

In addition, most dentists’ offices have a maximum of two (2) 50 pound tanks of nitrous oxide. The reportable quantity for this class is four 50 pound tanks. The key, in my opinion, is the term “reportable quantities and most dentist offices do not meet the threshold for reportable quantities for any substances they have on hand.

We may hear more on this subject in the future.

BRUXGUARD OCCLUSAL SPLINTS



Protect from bruxing and clenching
Prevent restoration damage
Provide patient comfort



SHERER DENTAL LAB
PO Box 11627
1145 Camden Avenue
Rock Hill, South Carolina 29730
Toll free 800-845-1116 • Tel 803-324-4040
www.shererdentalab.com

Extremely Hard—Yet Slightly Flexible

The Bruxguard material is a clear thermoplastic-acrylic hybrid that feels just like a conventional hard processed acrylic, but without the usual uncomfortable feel associated with the hard appliances.

Highly accurate

Our Bruxguard splints are hand crafted from start to finish by a small team of technicians to ensure consistent, predictable results. All cases are surveyed for optimal retention, and fabricated on semifixated articulators for occlusal accuracy.

Fast Seating Time

Because of the accuracy of the material, seating time is generally less than 15 minutes.

CLIP AND SAVE!
With this coupon, receive

25% OFF

your next **BRUXGUARD**
Occlusal Splint

TEMPORARY COVERAGE



Celebrating 10 Years!
1996-2006

NOW RECRUITING
Provider-Dentists
NO COST or OBLIGATION

NO CHARGE QUOTE
to the Host-Dentist
SHORT-NOTICE OK!

800-600-0963

see Candidates and HOT JOBS at www.doctorsperdiem.com

STONEMARK

by Mark Brown



Stonemark Services has recently worked out endorsement deals with two companies to benefit association members with discounts on payroll processing and emergency evacuation.

For payroll processing, Stonemark endorsed American Business Payroll (ABP). ABP processes payroll in all 50 States and their home office is located in West Columbia, SC. There are multiple ways that you can use their services from signing up on the internet to faxing the appropriate information to them. ABP can handle all facets of payroll processing including paychecks, W-2's, taxes, etc.

Members of the SCDA will receive a 10% discount off of ABP's already reasonable prices through this endorsement. If your CPA is presently doing the payroll for your office, I would suggest you contact ABP at (800) 689-3599. You will most likely learn that you are paying too much.

Stonemark has also worked out a deal with Medjet Assist for emergency evacuations. If you are traveling 150 miles or further from your home and are involved in an accident, Medjet will send a private jet that is medically equipped, to pick you up and fly you to the hospital of your choice. The annual premium discounted to SCDA members is \$175 for individuals and \$275 for families of up to seven. To sign up, contact Sallie Stearns at (404) 961-5526.

**C
O
R
N
E
R**

CONGRATULATIONS!



Ollie L. Stukes, DMD

South Carolina

for placing in the top 10 AFTCO transition analysts of the year for the past twelve years.



Carolyn Todd
Massachusetts

Lisa Zarkoski
Pennsylvania

Jeff Thornberg
Virginia



Over 150 practice transition programs customized to meet your needs.

Eric Jensen
Arizona

Richard Lyschik
Texas

Raj Shah
Kansas

- Practice Sales
- Practice Mergers
- Equity Associateships
- Pre-Sale Program
- Stockholder Program

Kim Iannotte
New Jersey

Roger Lee
Alabama

Jim Pardee
Georgia

Beth Stukes Dean
Donald R. Nelson, DDS
Jim Gaines, DMD
Ollie L. Stukes, DMD

800-232-3828
www.aftconet.com

South Carolina Dentists Can Benefit From Fortress Strength



Our strength is our specialization.

We only insure dentists. That means your rates accurately reflect your practice, not the losses of high-risk physicians, surgeons and hospitals.

Our strength is our people.

Trained to respond to dentists' unique needs, you can rely upon our aggressive claims management, equitable underwriting and effective risk management.

Our strength is our commitment.

We are dedicated to protecting you, your practice and your reputation. You can depend on Fortress for aggressive claims management and effective risk management.

Fortress Insurance Company

A professional liability insurance company, created by dentists for dentists, to protect you, your practice and your reputation.

Fortress Offers:

- ★ Occurrence and Claims-made Policies
- ★ Multiple Liability Levels
- ★ Innovative Premium Discounts
- ★ Attractive Policy Features
- ★ Interest-Free Payment Plans
- ★ And Much More

NO TWO INSURANCE COMPANIES ARE THE SAME

Isn't it time for you to benefit from the strength of Fortress?

"Our Only Business is Protecting Dentists."



THE GENERAL AGENCY

1527 Hwy. 7 • P.O. Drawer 30459 • Charleston, SC 29417

843-766-9091

Toll Free 1-800-922-5036



Carroll

Dental Laboratory, Inc.

FULL SERVICE



Crown & Bridge – Partials & Dentures – Ortho Appliances



Cosmetic Dentistry

Metal Free

- Cerpress SI™
- Procera®
- Cercon™
- In-Ceram® – Singles/Bridges
- Sculpture FibreKor™ (Polymer Ceramic)



Conventional Crown & Bridge

- Captek™
- Singles/Roundhouses
- Porcelain Butt Margins



Full Metal Crown/Bridge*

- Single/Bridges (inlay/onlay)
- Open Face & Special Designs



Implants

- 3i® Implants
- ASTRA
- Calcitek®
- Nobel Biocare™
- Centerpulse
- Lifecore
- Straumann ITI
- Innova



Partials/Dentures

Partials (Vitalium 2000 Metal)

- Conventional (your design or ours)
- Valplast®
- EsthetiClasp™
- Precision Attachments (all types)



Dentures

- Premium/Economy
- Overdentures (all types)
- Custom Trays
- Bite Rims
- Hard/Soft Night Guards



Miscellaneous

- Lazer Welding
- TheraSnore (Sleep Apnea Kit – no lab involvement)
- Tecstone/Yellow Buff
- Shade Guides (All Brands)

Price list available upon request.

Personal assigned technician per doctor!

Schedule

Production days within the laboratory.

Crown & Bridge

Crown & Bridge	5 Days
6 Unit bridge & above	5 Days
Cerpress™	5 Days
Procera®	5 Days
Sculpture®	5 Days
Crown under Partial	1 Day

RUSH cases per request.

Partial & Dentures

Denture(s) completed from set-up	5 Days
Denture(s) with no set-up	5 Days
Valplast®	5 Days
Custom Tray(s)	2 Days
Bite Rim(s)	2 Days
Partial(s) (frame only)	8 Days
Repair(s)	1 Day
Night Guard (soft/hard)	5 Days
PEDO (band & loop, etc.)	5 Days

"Raising a Standard of Excellence"

e-mail: carrolldentallab@earthlink.net

website: carrolldentallab.net

800-359-2455

single-source supplier

See how
Patterson Dental
has grown to be
the leader in providing
cost-saving efficiencies
for successful
dental practices
everywhere.



20 ways Patterson can benefit your practice

1. Sales Support

We're much more than a distributor. We're a team of knowledgeable and dedicated sales representatives who can provide you with expert advice on new products and procedures.

2. Inventory Control Systems

Order 24/7 via our electronic order entry system. And with bar code tags, placing an order has never been faster or easier.

3. Faster Delivery

On a national average, Patterson ships over 97 percent of all orders within 24 to 48 hours.



4. Largest Inventory

Choose from over 82,500 competitively priced items in our full line of dental products.

5. Customer Service

Backing up our sales representatives is a team of customer service representatives whose total responsibility is to expedite your order and assist you in any way possible.



9. Software

With Patterson's powerful order-entry software called eImagine™, and multi-talented practice management and clinical software from EagleSoft™, you'll benefit from timesaving technology and expert support — freeing more time for your patients.

10. Equipment Selection

Patterson has a wide selection of brand-name equipment from such top names as A-dec, Gendek, KaVo, Midwest, Planmeca, Proma, Royal, Sirona, Star and many more.

11. Office Design

Patterson equipment specialists, utilizing computer-aided design, can assist you in new office construction or remodeling and expanding your present office.

12. Financing

Patterson's in-house financing department can tailor-fit a lease or finance program around your specific needs.

13. Equipment Installation

Our experienced design and service teams work closely with all parties before, during and after installation to assure you the highest quality work.

14. Practice Management

We offer EagleSoft™, the most comprehensive practice management software in the dental industry, backed by a satisfaction guaranteed policy.



15. 24-Hour Handpiece Repair

Patterson offers 24-hour high-speed handpiece repair from its National Service Center.

20. Special Promotions

Patterson offers special values on select merchandise in bimonthly promotions. In addition, *Patterson Today*, our triannual magazine, includes a catalog that offers excellent values on top name equipment, as well as informative stories on office design and special Patterson customer programs.

19. Satisfaction Guaranteed

We guarantee all the products we sell and stand behind all manufacturers' warranties.

18. An Innovative Leader

Patterson was the first distributor to introduce new computer-based products to the dental industry. Whatever the product breakthrough, be assured Patterson will have it first.

17. Front Office Supplies

Turn to Patterson Office Supplies for all your front office needs. Patterson Office Supplies provides you with a complete selection of front office products.

16. One.Plus

When you purchase EagleSoft™ software, you get 0% interest for 3 years and no payments for 90 days. And, you could qualify for a 30-percent rebate.

**PATTERSON
DENTAL**

Greenville Branch
864-676-9333
866-354-3326

Columbia Branch
803-754-8754
800-845-8833

Charleston Branch
843-849-6266
800-237-6187

P6023 (5/05)

SCHOLARSHIPS AWARDED BY SCDA FOUNDATION

by Mona Ellis

With the awarding of 11 scholarships to dental auxiliary students for 2005-2006 academic year, the SCDA Foundation is just under the 200 mark in the number of scholarships it has awarded since being organized in the late 1980s.

The program was proposed by former President Pete Crotts and Dr. Mona Ellis has served as chairman since its inception.

The SCDA Foundation funded scholarships are based

on financial need and can be used to pay for books and tuition. All scholarships awarded are based on the recommendation of the faculty at the individual colleges. Each scholarship is for \$400.

Scholarship nominees were not submitted from Aiken Technical College, Spartanburg Technical College and York Technical College.

The recipients for the 2005-2006 academic year include:



Brittany Bowen
Tri-County Technical College
Assiting



Crystal Brigman
Horry-Georgetown Technical College
Hygiene



Ashley Collins
Trident Technical College
Hygiene



Megan Gilliam
Greenville Technical College
Hygiene



Chiquita Hill
Midlands Technical College
Assiting



Stephanie Lawson
Greenville Technical College
Assiting



Carey Ann McKowen
Florence-Darlington
Technical College
Hygiene



Wendy McLaughlin
Midlands Technical College
Hygiene



Frances Shea Rankin
Trident Technical College
Assiting



Jennifer Rexrode
Horry-Georgetown Technical College
Assiting



Melissa Ann Stone
Florence-Darlington
Technical College
Assiting

Great products with great service.

We are known for our commitment to providing the right solutions and superior Customer service.

- Practice Improvement Financing
- Practice Sales and Acquisitions
 - New Practice Start-Ups
 - Practice Equity Loans*
 - Equipment Financing

Endorsed by:



Call today
800-491-3623
Source code: 8U3H3
Monday - Friday
8 a.m. - 8 p.m. Eastern Time



www.mbna.com

All programs are subject to credit approval and loan amounts are subject to creditworthiness. Some restrictions may apply. MBNA, the MBNA logo, the tree symbol, and MBNA America are service marks of MBNA America Bank, N.A.

*MBNA may prohibit use of a practice finance account to pay off or pay down another MBNA account.

© 2005 MBNA America (Delaware), N.A.



**Professional Practice
Consultants, Ltd.**

Specializing in Appraisals, Sales, Mergers,
Associateships, and Pre-Sale Planning for Dentists

Earl M. Douglas, DDS, MBA

Experience counts.

It's as simple as that.

800-321-4540

Visit our website at
www.ppcsouth.com

Call for information on our
practice sale listings.



CLASSIFIED ADS

GREENVILLE DENTAL OFFICE FOR LEASE. 2700 sq. ft. dental office for lease. 6 operatories, 2 private offices, 2 reception rooms, large lab with kitchen. Beautifully renovated Williamsburg Architecture. Single occupancy building. Contact Dr. Joseph Moon at (864) 297-6700.

Flexible, low-stress lifestyle -- Work when and where you choose without obligation. Excellent compensation. Nation's most experienced LOCUM TENENS SERVICE (Temporary Professional Service) for dentists. Contact FOREST IRONS & ASSOCIATES, INC. at 800-433-2603 or www.forestirons.com.

Greenville Dental Office for Lease. 1600 Sq. Ft. Ortho Office for over 30 years. 1300 Sq. Ft. Dental Office for over 35 years. Just off 291, Pleasentburg Dr. at East North St. area. Space is rented at \$10.50 sq. ft. Contact Dr. Herb Varn at 1-864-419-8102.

For Sale: Siemens Orthopas 3 Panorex Price Negotiable Contact Dr. Kenneth W. Carson at (803) 432-4202.

PRACTICES FOR SALE: CHARLESTON AREA #8068 Gross \$236,959; 2.5 days, 3 operatories; 1,300 sq. ft. NEAR CHARLESTON #8187 Gross \$366, 277; 5 days, 4 operatories; 2,000 sq. ft. LAKE HARTWELL AREA #8248 Gross \$297,857; 3.5 days, 4 operatories; 1,535 sq. ft. ORAL & MAXILLOFACIAL SURGERY #8223 Gross \$625, 793; 3.5 days, 3 operatories, 2,000 sq. ft. ASSOCIATESHIPS: MYRTLE BEACH #6559 State of the art facility. Very busy practice. MYRTLE BEACH AND CONWAY #8278 Full time associate positions available for general dentist. NORTH CHARLESTON #8194 Associate needed for busy GP. Call Dr. Earl Douglas, Professional Practice Consultants, Ltd. at 800-321-4540 or Dr. Jim Howard at 910-523-1430 for more information. We specialize in appraisals, sales, mergers and associateships. We provide financing for buyers and pay cash to sellers.

X-RAY SAFETY CERTIFICATION for dental assistants. This CD-ROM course fully complies with South Carolina Law 39-12(8) requiring "completion of a Board approved radiation safety course" to expose radiographs. Send \$134.99 per registrant with examinee name to: Dr. Rick Waters, 385 Pinewood Circle, Athens, Georgia 30606. Securely order online at : www.acteva.com/go/laser

Temporary Coverage or Permanent Placement seeking semi retired dentists for vacation relief, short-term disability, maternity leaves. Name your fee! No strings or obligation. Associates wanted for permanent placement, nationwide. Recent grads welcomed. To provide or RECEIVE coverage, call 800-600-0963 or visit DOCTORSPERDIEM.com.

For Sale: Dental/Medical building in Greenville, SC - 4000 sq.ft. Excellent condition in prime location. Complete renovation in past 5 years. Includes: 10 operatories with equipment, 2 sterilization rooms, lab and dark room, 4 offices, 3 bathrooms, staff lounge, ample storage and enclosed garage. Contact Bruce B. Aughtry at (800) 487-5241.

HELP WANTED

Full-time or Part-time General Dentist position available in Rock Hill, SC. Must have compassion for children as well as adults. One year experience (optional) positive attitude, and able to work in different location. Please fax C.V. to 803-325-8179

Palmetto Dental Personnel is owned and operated by a dental professional with over 20 years experience and has exclusively provided professional dental staff for Midlands and surrounding areas for 15 years. PDP has hygienist, assistants and receptionist available for temporary and permanent placement. Contact Gail Brannen at 1-800-438-7470 anytime.

Columbia Health Care Services has been providing medical and dental personnel since 1981. We have clinical and clerical personnel in the following areas: Columbia, West Columbia, Lexington, Anderson, Greenville, Florence, Charleston, Seneca, and Orangeburg. Whether you have a temporary or permanent need call the medical staffing experts today at 1-800-922-0092 ext. 524.

Near Charlotte - Full or part-time associate needed immediately for busy family oriented dental practice. Please call 843-991-0344 after 5:00 p.m.

Seeking a compassionate Dentist to work in Columbia or Charleston who could use 17 weeks off each year and a starting salary of \$120,000 plus an annual bonus. We are a caring removable prosthetics practice offering a great benefits package. Please call 1-800-948-7005 and ask for Dr. Fields or Chris.

ASSOCIATE DENTIST WANTED FOR GROWING PRACTICE IN GREENVILLE/SPARTANBURG, SOUTH CAROLINA - Established practice looking for a full-time general dentist interested in high quality dentistry, as well as a fun paced environment. We offer a state of the art office with pleasant working conditions. We have a very experienced team. Knowledge and skill in children's dentistry desired. Spanish skills a plus. Generous compensation package based upon experience. Please fax resume to Dr. Kevin L. Williams at (864) 433-8394, email resume to drkwilliams@aol.com or contact Dr. Kevin Williams at (864) 582-3266.

Dentist: Excellent opportunity for immediate associate with interest to buy one half of this state of the art practice. 9 operatories, digital x-rays, cosmetic imaging and multi-operators intra oral camera system with Casey DVD. Contact Baker Dental in Rock Hill, SC. (803) 328-3891.

Dentists wanted for the S.C. Dept of Corrections. FT or PT. State employee or contract. Positions open throughout the state. Please contact Dr. Doug McPherson at (803) 896-8559 or (803) 896-2054 for further information.

ROCK HILL/LANCASTER SC: Full-time or Part-time Dentist needed for evening hours. High compensation rate based on production with buy/leverage-in partnership potential. Call 803-287-9057 for details.

DENTISTS: Excellent Salary, Advancement Opportunities and Benefits. (Paid Vacation, 100% Health, Malpractice, Disability, CE and Dues) Join our team of professional providing quality dental care for children and young adults in first-class abilities in Greenville, Spartanburg, Florence, Columbia, SC and Savannah GA. Send resume to Jacob at (719)546-3334 fax, or email Jacob@newdentaljob.com more info call toll free (877)367-0960.

JOBS WANTED

Enthusiastic, hard working dental hygienist seeking full-time position in general dentist office in Columbia area. CPR certified, nitrous oxide, and infiltration anesthesia certified. Looking for fun, friendly and team oriented practice. Excellent compensation and benefits package. Please call Christy at the SCDA office if interested at 800-327-2598.

PLEASE NOTE THAT THE JOBS WANTED / HELP WANTED column is a free membership service of SCDA. Please call us if you are looking for a job or looking for someone to fill a job. The SCDA office also maintains a JOB BANK file and all ads can be kept confidential if so desired. If you are interested in receiving or submitting information into the JOB BANK, please call the SCDA office. If you have registered with us previously and have found work or filled your position, please let us know so that we can take your name out of our files 1-800-327-2598.

South Carolina Dental Association
120 Stonemark Lane
Columbia, South Carolina 29210

PRSRT STD MAIL
U.S. POSTAGE
PAID
PERMIT NO. 233
Columbia, S.C.

HAVE YOU EXPERIENCED

Lava™ Crowns and Bridges

With over 25,000 Lava™ units delivered since 2002 New Image
is the leading resource for quality prosthetic restorations.

Start experiencing Lava today and receive
\$100 off your first case
Call Marjie Machado at 800.233.6785 or 404.558.3697
(Offer good for new accounts only)



P.O. Box 105208 • Atlanta, GA 30348 • Tel: 800.233.6785 • www.newimagedl.com

Authorized Lava™ Milling Center 

3M, ESPE and LAVA are trademarks of 3M or 3M ESPE AG. Used under license in Canada.