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Bulletin

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FEBRUARY 2007

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THE SOUTH
CAROLINA
DENTAL
ASSOCIATION

Welcome To The Beach, 138th Annual Session

By Monica Cayouette

The 138th Annual Session will be one that you and YOUR STAFF will not want to MISS! There is something for every individual in your office and for your spouse! The session will be held May 3-6 at Kingston Plantation in Myrtle Beach.

The session will start off with Dr. John O. Burgess. Dr. Burgess is the Dean for Clinical Research at the University of Alabama at Birmingham. His personal research focuses on clinical evaluation of adhesives, posterior composites, and impression materials. In addition to being an international researcher and lecturer, he is an excellent clinician. He is in such popular demand that

he has been asked by the 2008 convention committee to come back and do a hands-on seminar for the 139th SCDA Annual Session.

We are honored to have this year's annual OSHA update presented by one of the country's foremost authorities on infection control, Dr. John A. Molinari. Dr. Molinari is the co-author of the text "Practical Infection Control in Dentistry". This is the text that sets the standard for infection control in the dental profession today. (This is the text that Dr. Charles Hook referenced in previous years!)

For the business-end of your practice, Ms. Linda

Talley will present two seminars. On Thursday morning her program title will be "Business Finesse: Dealing with sticky situations in the dental practice". Thursday afternoon, Ms. Talley will speak on self-motivating skills. The program title is "Are you a winner or a whiner?".

For the hygienists, Dr. Jon. B. Suzuki will be speaking all day Friday. Dr. Suzuki will be speaking on the "Emerging trends in periodontics: A lecture program for Dentists and Dental Hygienists". Dr. Suzuki is a world renowned Periodontist. He currently teaches at Temple

(continue on page 7)

Guarding Against Prescription Abuse

By Jennifer Baker

Prescription forgeries are attempted every day in South Carolina. Think of how many have been caught. Now try to imagine how many have gone undetected. What if the pharmacy had unknowingly filled a forged prescription which purportedly came from your office? These experiences

often result in discomfort and mistrust in prescribing and filling controlled substances. These fears, perfectly rationalized, may become barriers to patients receiving medication when they have a legitimate need.

RxAlert was implemented by the South Carolina Pharmacy Association with the

goal of promoting awareness and prevention of illegal prescription activities in state pharmacies and medical / dental practices. These illegal activities include prescription forgeries, doctor and pharmacy shopping, and theft of

(Continued page 7)

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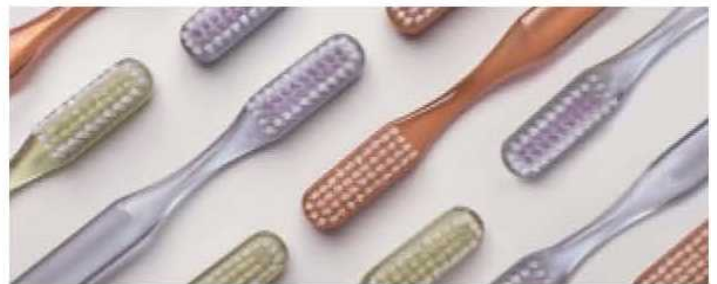
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Master Calendar

- Feb 16** **Piedmont District meeting**, 8 am-12 pm, Greenville Tech Auditorium
- Mar 2** **Coastal District meeting**, 8 am-4 pm, Omar Shrine Center
- Mar 9** **Regular Board meeting**, 9 am-12pm, SCDA Office
- Mar 23** **Central District meeting**, 7:30 am-4:30 pm, Embassy Suites
- Mar 23** **Pee Dee District meeting**, 8 am-4 pm, Florence Country Club
- Apr 20** **Risk Management Seminar**, 8 am-5 pm, MUSC
- Apr 20** **SCDA Member Benefits Group meeting**, 9:30 am-1 pm, SCDA Office

Please visit www.scd.org for more events.

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Editorial Comments

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.

Early Reports For GKAS

The *Annual Give Kids A Smile* Program is one of my special events. It is a project that resonates with caring, giving, and connection to our community. It is an event that has substance, and provides solid dentistry to those in need. I love it!

These past few months have been especially hectic for me as I prepared for the GKAS 2007 weekend. Not to suggest that I somehow organized this alone, I had lots of help in many communities. And although this article was written before our results were submitted, I have great confidence that it will be another resounding success. More facilities will offer treatment, more children will be seen, and that is a good thing.

I would like to take a moment of personal privilege, and share a few accolades with you.

In the changing landscape of annual events, we sometimes need to “re-invent” ourselves. And this year was unique when early in the preparation we learned that Midlands Technical College could not host our restorative phase of GKAS due to the school’s reaccreditation visit. Not to detract from Dr. Hanks and the MTC team, they have held five clinic days at the college to identify hundreds of patients! Well, I reached out to some friends, and four pediatric offices came to our rescue. They provided solid anchors as Robin Van Put and other referred patients to these, and other volunteer offices. Although I risk overlooking a volunteer, I would like to acknowledge Palmetto Smiles, Pediatric Dental Care of Lexington, Dr. Karen Park’s Office, and Carolina Children’s Dentistry for stepping up and providing clinic space. Other private offices all over the state have offered to open their doors, and we will see how the GKAS 2007 Day succeeds.

Some other changes include: Newberry becoming a GKAS community (thanks to Erwin Baker and others), Drs. Chuck Crawford and Loring Ross using a private office model in their towns, and Greenville Technical College enrolling an enthusiastic “late entry” community chair in Dr. Lisa Mullis.

Donations and supplies are always “at a premium”, and Patterson Dental Supply, Sullivan-Schein Dental, and Benco Dental Supply were generous in their support. And speaking of supporting an effort, Nancy Spencer, state director of Delta Dental Insurance, not only gave financial aid but worked at the Richland Clinic. Well Done Nancy!

Dental Insurance on the Recovery List

In a recent issue of the *Kiplinger Letter*, a financial magazine, there was information under the title “Human Resources”. If I may quote: “Offering dental care can save firms money on health insurance. More employers are adding dental policies as evidence mounts that improving oral care helps keep other illnesses under control. A study of diabetes showed that patient’s overall health costs were reduced 9% when they received early periodontal treatment.

Among insurers providing incentives for oral hygiene; Cigna and Aetna. Their health management programs for diabetes, heart disease and pregnancy are covering the full cost of periodontal deep cleanings.”

Perhaps if trends continue, medical insurance will be included in normal dental insurance packages. It’s possible.

Till next time,
Phil

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President's Message

This year is already off to a fast start. I can't believe that the month of January has already come and gone. As I prepare my remarks for this month's newsletter, there are so many thoughts running through my mind that I want to share with you. By the time you receive this newsletter GKAS (Give Kids A Smile) will be history. I believe when the final reports are in we will have another successful year for this event thanks to the tireless efforts of Dr. Phil Smith and the entire GKAS Task Force and the local coordinators around the state.

Also February is Children's Dental Health Month and by the time you read this we should be well on our way in achieving the best Children's Dental Health Month ever thanks again to the monumental role of Dr. Rocky Napier and the entire SCDA CDHM Committee. As you know your SCDA was the 2006 winner of the Samuel Harris National Children's Dental Health Month State Program Award. This marks the eighth award to the SCDA by the Samuel D. Harris Foundation recognizing the association for its continued effort in increasing awareness and promoting optimal oral health in the children of South Carolina.

Thanks again to the CDHM Committee, our participating committees and members, and to many collaborative agencies and organizations across the state. Without you there would be no award.

One of the top priorities of the SCDA is to promote and encourage protection of the oral health of all the citizens of South Carolina. The SCDA works with a number of state governmental organizations and other entities to improve oral health for everyone. One such organization is the South Carolina Department of Health and Environmental Control. A new comprehensive report entitled "South Carolina Takes Action---The Burden of Oral Dis-

ease" has just been released by the South Carolina Department of Health and Environmental Control's Division of Oral Health. This comprehensive report can be found on SC DHEC web site by using the following link <http://www.scdhec.gov/health/mch/oral/index.htm>. Then click on South Carolina Takes Action. I urge everyone to read this report as it provides an overview of the status of oral health in South Carolina.

The report shows that some progress has been made towards improving the oral health of residents in South Carolina but a great deal of work needs to be done to address access to care needs among women, minorities and those living in low-income families. Also the report states that due to the high prevalence of tobacco use in the state, South Carolina has a disproportionately high rate of oral cancer incidence and mortality. Cardiovascular and diabetes disease rates are also disproportionately high in South Carolina and research is showing that these diseases can be exacerbated by oral disease conditions.

With regard to oral cancer, oral/pharyngeal cancer is the 9th most common cancer occurring in South Carolina. From 1996-2001 in South Carolina, a total of 2,897 oral/pharyngeal cancers were diagnosed. The majority (70%) occurred in males, with black males in South Carolina having the highest incidence of oral/pharyngeal cancer of any other race/sex group. South Carolina currently ranks 3rd in the nation in oral/pharyngeal cancer mortality.

Your SCDA is hard at work along with Dr. Terry Day, Associate Professor Department of Otolaryngology Head and Neck Surgery, College of Medicine, MUSC, to change these terrible statistics. Dr. Day is also chairman of the Yul Brynner Head and Neck Can-



Larry Ferguson
President

cer Foundation, Inc. and each year this foundation sponsors an oral and head and neck cancer awareness week. This year the awareness week is April 16-22, 2007. The SCDA and the Yul Brynner Head and Neck Cancer Foundation are asking for your help.

I have elected to do free screenings on Friday April 20th at my office. You can volunteer to do community awareness talks, free screenings, as well as become a member of the Yul Brynner Head and Neck Cancer Foundation. Please go to www.yulbrynnerefoundation.org for more information or call (843) 792-6624. The American Cancer Society recommends regular dental checkups that include an examination of the entire mouth as an important role in the early detection of oral/pharynx cancers and precancerous conditions. The American Cancer Society also recommends that primary care physicians examine the mouth and throat as a part of a routine cancer-related checkup.

Thanks for taking the time to read this article. Please stay involved with us or get involved if you are not. We need all of your help to keep the SCDA strong in South Carolina. Remember "Together We Can Chart the Future of Dentistry in South Carolina."

Executive Director's Notes

The SCDA Board at its Jan. 19, 2007, meeting voted unanimously to elevate Phil Latham to the position of Executive Director effective July 1, 2007. Congratulations to Phil. He will do an excellent job. After almost 19 years of writing monthly columns, I have deferred to Phil and you will find his monthly columns helpful and informative. – Hal Zorn



Phil Latham
Deputy Executive Director

The beginning of each year brings with it a time to review and make sure your office is up to compliance in many areas. Since coming back from the holidays, we have received several phone calls regarding what employee/patient posters are required in the dental office. There are signage requirements from the Federal and State government along with some required radiation posters.

Federal Posters

- Employee Polygraph Protection Notice;
- Equal Employment Opportunity is the Law;
- Family and Medical Leave Act of 1993;
- Federal Minimum Wage Notice;
- Notice to Workers with Disabilities Paid at Special Minimum Wages;
- OSHA – Job Safety and Health Protection;
- USERRA – Uniform Service Employment and Reemployment Rights Act

State Posters

- Equal Opportunity – Discrimination Notice;
- Right to Work Laws;
- Unemployment Insurance, Unemployment Compensation Tax, Unemployment Benefits;
- OSHA – Health and Safety Protection on the Job;
- Wages and Employment for Minors;
- Workers' Compensation

There are numerous websites available where signs can be downloaded or purchased so they can be properly displayed in your office. One site I suggest is

<http://www.laborlawcenter.com/South-Carolina-labor-law-posters.asp>

Radiation Posters

- A poster placed anywhere in the office seen by all patients which states

If you are pregnant, notify the dentist, hygienist or assistant before having x-rays taken.

(This can be obtained from your dental supplier

or make up your own.)

-RHA-20-Notice to Employees

Record Retention

Another area that many have asked questions about deals with record retention.

The actual law from the Dental Practice Act, Section 40-15-83 states that "Dentists shall retain their patient records for at least five years. These minimum recordkeeping periods begin to run from the last date of treatment..."

My recommendation would be to add, in addition to the above, the following guidelines for your record retention: For a minor under a disability, keep the records until the minor reaches age 25 or until his/her disability ends. If the dentist knows that a patient is under a disability, such as insanity or non compos mentis, I would recommend that those records be retained forever.

Blue Cross Blue Shield of South Carolina (BCBSSC)

The SCDA and BCBSSC have worked cooperatively to find and inform you of a solution to the recently discovered problem relative to payments made under the State Employee Insurance Program Dental Plus Plan.

Below is a statement from BCBSSC concerning a resolution to this problem.

"This is a follow up to the issue recently addressed regarding the refunds we, BlueCross BlueShield of South Carolina, requested from the dental community for benefits paid on State Dental Plus claims in error.

"After discussions with the State Employee Insurance Program (EIP), we have agreed to void the refund requests sent to the providers and request the monies from the State employees. Although it is our practice, and will continue to be, to request monies paid in error from the entity receiving our payment (i.e. the provider or

"The SCDA and BCBSSC have worked cooperatively to find... a solution to the recently discovered problem..."

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Bulletin

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University, where he serves as The Director of Graduate Periodontics and also as the Dean for Graduate Education, Research and International Affairs.

For those of you who want to strengthen your knowledge in treatment planning for anterior esthetics (who doesn't?), Dr. J. William Robbins will be speaking on Friday morning. Dr. Robbins is an energetic speaker who you will not want to miss! When you walk out of his seminar, you will have the principles of esthetic diagnosis forever etched in your memory.

Joe Dillon and Sandy Terrien will speak on coordinated topics on Saturday. Mr. Dillon is an inspirational speaker who teaches the keys to producing peak performance worldwide. He presents the fundamentals of high achievement living clearly and directly. Mr. Dillon is a former Marine Corps fitness instruc-

tor, a twice wounded Vietnam combat veteran, and the trainer of 22 Olympic Medal winning athletes. All meeting attendees and spouses are invited to attend this seminar.

Ms. Sandy Terrien will present to the ladies in the afternoon. Ms. Terrien's program will focus on Women's Health and Fitness. She will touch on areas of body fat, energy, and rekindling your sex life.

These are just a few of the highlights of the program. So please look for all the details in your program brochure. We look forward to seeing you, your family, and staff at this year's Annual Session of the SCDA!

***Please note there is a change in the registration process for this year's annual meeting. There must be one form used per attendee.**

Guarding Against Prescription Abuse

(continued from page 1)

medical products and prescription pads. RxAlert is a confidential report distributed Monday through Friday to healthcare providers and law enforcement agencies in a statewide network. Since its inception in 2003, more than 2200 illegal prescription actions have been reported through the RxAlert system. The system currently has a recipient list of more than 1300 pharmacies, practitioners, and law enforcement offices in South Carolina.

In June 2004, RxAlert partnered with RxPatrol, a national clearinghouse for illegal prescription activity, which has increased reporting of illegal prescription movement between surrounding states. RxAlert works closely with DHEC Bureau of Drug Control to increase confidence of prescribers and pharmacies in getting the right medications to the right patients. "RxAlert has provided a very timely and effective mechanism to address the problem of prescription drug abuse and diversion, by providing a means of reporting important information regarding prescription fraud to the pharmacy, medical and law enforce-

ment agencies in South Carolina," said Wilbur L. Harling, Director of the Bureau of Drug Control. "The DHEC Bureau fully supports the SC Pharmacy Association in providing the RxAlert program."

RxAlert is provided free to all prescribers, and those that dispense medications are encouraged to participate in this confidential communication network. To enroll, contact the SCPhA office at 800-864-3699 and ask for a "Request to Receive" form. Information on the form credentials the practitioner and establishes a protocol for receipt of the daily reports. These reports to doctors are meant for internal use only, and must be kept in strict confidence.

The RxAlert program is provided as a service to the medical / dental community and for the benefit of the general public. Prescription crimes harm everybody!

(This article is provided by the SC Pharmacy Association and written by Dr. Jennifer Baker, RPH, Director of Professional Affairs for the SCPhA)

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Dental Auxiliary Scholarships

The SCDA Foundation received nominations for dental auxiliary scholarships. These nominations are based solely on the students financial need and academic performance. One scholarship is available for each dental assisting and dental hygiene program at each of the state's technical colleges. The Dental Auxiliary Scholarship program started in 1989 and an average of a dozen scholarships have been granted each year.

The Foundation made its final decisions and scholarship checks in the amount of \$400 each were mailed to the winners (listed below). Congratulations!



Marcy Armstrong
Greenville Tech
Hygiene



Alexis Brown
Greenville Tech
Assisting



Kelly Carrion
Midlands Tech
Hygiene



Brittany Farrence
Midlands Tech



Dana Hix
Trident Tech
Hygiene



Holly Housand
Trident Tech
Assisting

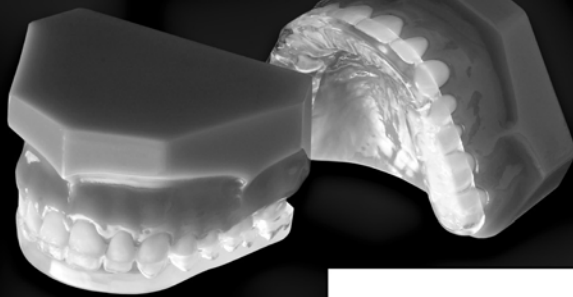


Gail Surawski
Florence-Darlington
Assisting



April Talley
Tri-County Tech
Assisting

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SOUTH CAROLINA
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Executive Director's Notes

(continued from page 6)

member), we feel these were extenuating circumstances and will handle them outside of our normal process.

"If the dentist has sent us the money back or we have automatically offset the amount(s) from prior payments, we will disburse these monies to the provider. Please allow four weeks for us to complete this process.

"If the dentist has requested and received the monies from the patient, please notify us (BCBSSC) so we won't send another request.

"We apologize for the inconvenience this matter has caused and appreciate your patience and cooperation."

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by Mark K. Brown

PROFESSIONAL LIABILITY

The SC JUA and SC PCF now have a new option available to provide professional liability insurance coverage for your PA.

Until now, you had to purchase a separate policy for your PA and pay a separate premium for it. The SC JUA now will allow you to add your PA as an Additional Insured to your individual professional liability policy for no additional cost.

However, since this is "shared-limit" coverage, you and your PA would share the limits of liability on your individual policy. You would also have to add the "staff coverage" endorsement to your individual policy under this option.

Finally, the PCF would provide the same coverage, however your individual policy limits may not exceed 3,000,000/6,000,000.

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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.

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PerfectByte - PRACTICE MANAGEMENT SOFTWARE for Orthodontic & Dental offices. Affordable, Comprehensive/User Friendly Features. Billing, Scheduling, Image Storage/Photo Montage', Customizable Documents & Payment Plan Contracts, Insurance Continuation of Treatment Billing, Recall Module, & more. Dental \$695-\$1295. Orthodontic \$2500. For FREE fully functional trial with 25 patient limit, www.perfectbyte.net or toll free 877-767-7007.

...

Dental lab space for rent. Irmo area near Irmo High School. Approximately 600 square feet. Includes casting room, porcelain room, bath, private office, and general lab space. \$500.00/month. Utilities included. Daytime M-Th (803) 781-5628. Evenings and weekends 803-781-5652.

...

For Sale: Beautiful private brick dental office building in Rock Hill, SC minutes from Charlotte. Equipment ready for 4 ops, 1300 sq. ft. on 1/4 acre lot. Private parking lot partially leased out-additional income. Visit www.carolinasmilecenter.com for view of building. \$350,000. Call 803-327-3240 for information.

...

Dental office in Northeast Columbia available April 2007. This beautifully appointed 3000 sq. ft. office is in Sesqui Station, a professional business center located at 9600 Two Notch Road. Currently a Periodontist

practice, it is ideal for any dental practice. A specialist benefits from two general dentist practices already in Sesqui Station. View the layout and see pictures of Sesqui Station by visiting www.Osprey-Inc.com. Save tens of thousands in up-fit costs with this stunning turn-key dental office.

...

For Lease or Sale: Very nice free standing brick dental office building in Rock Hill, SC. 20 minutes from Charlotte. 4 or 5 ops. Comes nearly fully equipped, Chairs, Lights, x-rays, HVAC, Compressor. Ready for practice, 1500 sq. ft. For more information Call 803-517-5097.

...

Murrells Inlet, SC - Highly visible general, cosmetic practice. Brick building. 7 ops/3,000 sq. ft. Computers in ops; CAESY; IOC; Digital camera; Digital radiography; Perio laser; CERECr. Great staff/growth potential. Will market associate as partner. Mentorship available. Visit www.transdent.com or call Mercer Transitions 800-588-0098.

...

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 800-922-0092 ext. 524.

...

Have you had any patients who have developed osteonecrosis of the jaw (ONJ) while taking Fosamax? Please have them call The Law Offices of David L. Hood at 866-610-4663 for an initial consultation. (Primary office, Georgetown, SC)

Help Wanted

ASSOCIATE OPPORTUNITIES

CHARLESTON #8372 ASSOCIATE—Full time associate needed immediately for busy GP. Call Dr. Jim Howard at 910-523-1430 for more information.

LEXINGTON AREA #8366 ASSOCIATE Full time general dentist needed for associate position in modern office with digital imaging. One of SC's fastest growing areas with excellent, blue ribbon schools. Located within minutes of beautiful recreation at Lake Murray. Call Dr. Jim Howard (910-523-1430) for more information.

MYRTLE BEACH AND CONWAY #8278 ASSOCIATE—Full time associate positions available for general dentist. Call Dr. Jim Howard at 910-523-1430 for information.

NORTH CHARLESTON #8194 ASSOCIATE—Full time associate needed immediately for busy GP. Call Dr. Jim Howard at 910-523-1430 for more information. 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.

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SUCCESSFUL GENERAL PRACTICE SERVING CHILDREN AND YOUNG ADULTS SEEKS ASSOCIATE WITH POTENTIAL PARTNERSHIP BUY-IN. MUST BE PATIENT ORIENTED, HAVE GOOD PEOPLE SKILLS AND EXCELLENT CLINICAL SKILLS. PRACTICE CONVENIENTLY LOCATED IN POPULAR RALEIGH-DURHAM AREA. EXCELLENT COMPENSATION/BENEFITS PACKAGE WITH GUARANTEED SALARY. CONTACT DONNA WATERS 919-815-1361.

...

Dentist-SCDHEC- Region 1 Public Health-Hourly Position: Position available in Region 1 Public Health-Anderson and Oconee county dental clinics. Must be licensed to practice dentistry in South Carolina. Contact Lynn Cunningham at 864-260-5666 for more information.

...

Quality oriented associate/partner needed for Sumter GP office. 2.5 days a week. Buy in/Partnership available after trial period. Call Dr. Catherine Zybak at 803-236-1319.

...

Dentist wanted for possible associate position. Salary & commission. Fast pace General Practice and Denture clinic. On site lab. Great atmosphere. Great Staff. unlimited earning potential. Monday-Thursday work week. Please call 941-726-7122 if interested.

...

Myrtle Beach area — Associate dentist needed for busy family practice with opportunity for buy-out. Great location in resort area. Gross near \$800,000. Resume to P.O. Box 70255 Myrtle Beach, SC 29572.

...

Dental Talent Needed-Columbia Area. Full time, Part time or temporary. Dental assistants, hygienists and front desk. Full time has benefits. Part time and temporary can set your own flexible hours. No fees, no contracts and free training. Fax resumes to 803-750-5613.

...

General Dentist needed in Columbia office for Fridays only. To perform all dental procedures, needs to be proficient in endo, oral surgery, crown, bridge, & prosto. Please contact Evie @ 803-738-2424 to set up an appointment.

...

Seeking a compassionate Dentist to work in Charleston who could use 17 weeks off each year and a starting salary of up to \$150,000 plus an annual bonus. We are a caring removable prosthetics prac-



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Conventional Crown & Bridge

- Captex™ (Anteriors)
- Singles/Roundhouses
- Porcelain Butt Margins

Full Metal Crown/Bridge

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

Implants

- 3i Lifecore
- ASTRA INNOVA
- Straumann ITI Zimmer
- Nobel Biocare™

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Partials/Dentures

Partials (Vitalium 2000 Metal)

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

Dentures

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

Miscellaneous

- Lazer Welding
- Therasnore (Sleep Apnea Kit—
no lab involvement)
- Tecstone/Yellow Buff
- Shade Guides

Ortho

- Fixed Lingual Arch
- Band & Loop Space Maintainer
- Removable Spring Retainers

Ortho Appliances

Schedule

Crown & Bridge

Crown & Bridge	5 Days
LAVA	8 Days
IPS Empress® Esthetics	8 Days
Procera®	5 Days
Sculpture™	5 Days
Crown under Partial	1 Day

Partial & Dentures

Denture(s)	6 Days
Valplast	6 Days
Custom Trays	2 Days
Bite Rims	2 Days
Partials (frame only)	10 Days
Repair(s)	1 Day
Nightguards (soft/hard)	5 Days
PEDO (band & loop, etc.)	5 Days

Price list available upon request.

Personal assigned
technicians per doctor!

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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.

20 ways Patterson can benefit your practice



10. Equipment Selection

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

19. Satisfaction Guaranteed

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

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.

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.

11. Office Design

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

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.

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.

8. Patterson Plussm

Membership gives you a wide selection of special services and discounts, including a guaranteed service response time for emergency repairs.

12. Financing

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

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.

3. Faster Delivery

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

7. Competitive Pricing

In addition to value added services, we offer competitive pricing on all dental supplies.

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.

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.



4. Largest Inventory

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

6. Technical Service Support

Our service technicians are dedicated to providing you with responsive service support. Whether you need routine maintenance or emergency repairs, count on Patterson to keep you running.

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.

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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.




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800-237-8187

P6023 (5/05)

COASTAL DISTRICT DENTAL SOCIETY

SPRING MEETING
FRIDAY MARCH 2, 2007

OMAR SHRINE CENTER
176 PATRIOTS POINT ST.
MT. PLEASANT, SC

BUSINESS MEETING 8-9 am
SEMINAR: 9am-4:00pm
LUNCH: 12-1

**“NEW RESTORATIVE SYSTEMS UPDATE”
SPEAKER: KARL LEINFELDER, DDS, MS**



Please return this form by February 16, 2007
Dr. Craig N. Little
403-A West 4th North St.
Summerville, SC 29483

Please list all staff members attending: _____

CDDS Member Seminar (no lunch)	\$ no charge
CDDS Member Attending Seminar and Luncheon (make separate check to be picked up after meeting)	\$30.00
Auxiliary/Staff Attending Seminar and Luncheon	\$45.00
SCDA Member (non-CDDS) Attending Seminar	\$125.00
Non SCDA Member	\$245.00
	Total \$ _____

Please make checks payable to Coastal District Dental Society

SPRING MEETING
CENTRAL DISTRICT DENTAL SOCIETY
Friday, March 23, 2007

Embassy Suites Hotel Columbia - Greystone, 200 Stoneridge Drive, Columbia, SC
(Across From Riverbanks Zoo)

Dr. Pamela J. Sims
(Pharm. D., Ph.D.)

“Review of Drugs Used in Dentistry”

Morning Session Only - Doctors, Spouses, and Staff

4 C.E.U.'s

Agenda

8:00 am - Registration
8:30 am - Scientific Session
12:00 Noon - Business Meeting
12:30 pm - Lunch

Our Speaker

Dr. Sims is Professor and Chair of the Department of Pharmaceutical and Administrative Sciences in the McWhorter School of Pharmacy at Samford University in Birmingham, Alabama.

NOTES:

There is a \$50.00 registration fee for non-member dentists.

There is a \$15.00 charge for every person attending lunch.

Luncheon reservations are required for all members, non-members, spouses, and staff.

There is no charge for members or non-members' spouses and staff attending scientific session.

Please return this form by March 9, 2007 to:

Dr. Rocky L. Napier, 143 Trafalgar Street, SW, Aiken, SC 29801

Please check: I will attend the Scientific Session.
 I will stay for lunch.
 I will have guest(s) (number of spouses and staff) for lunch.

Please enclose \$15.00 for each lunch.

***** *Please include a separate \$15.00 check for the member dentist.* *****

Please make check(s) payable to the Central District Dental Society.

***** **Member dentists may pick up their \$15.00 checks after lunch or they will be deposited.** *****

NAME: _____

(please print)

(rev. 01/11/07)

“Dental Assistants Recognition Week”

March 5 thru 9, 2007

Please recognize your hard working
Dental Assistants during this week!

“South Carolina
Dental Assistant Association”

Will be presenting a
Continuing Education Seminar.

March 10, 2007

8:30am – 12:30pm.

Midlands Tech, Airport Campus

The title is “Oral and Systemic Health
through the Golden Years”. The speaker is
Stacy McCauley RDH, MS with Philips
Oral Healthcare. Please look for mail out
in your mail!