

Bulletin

VOLUME 36, ISSUE 8

AUGUST 2008

INSIDE THIS

Editorial 3
Comments

Master 3 Calendar

Member 6
Benefits
Group

President's 7
Message

SCDA To 9
Screen Kids
At
EdVenture

Executive 10
Director's
Notes

Tech Talk 12

Common 13
OSHA
Violations

PUBLISHED BY
THE SOUTH
CAROLINA
DENTAL
ASSOCIATION

16th District Candidate Runs for ADA President-Elect By Phil Smith

Dr. Ron Tankersley, a Virginia Oral Surgeon, is running for the President-Elect position of the American Dental Association. Dr. Tankersley has been an active participant and supporter of the 16th District Caucus. He has served on the ADA Board of Trustees, and is seeking election for this office. The campaign committee has a number of SC dentists helping with promotion, survey and eventually presentation during the Caucus meetings in San Antonio.

"Dentists across the country share the same goals. We want to preserve market-based private practice, safeguard the doctor-patient relationship, keep the dentist the leader of the dental team, and maintain the ability of patients to choose their dentist." Ron Tankersley has had a unique opportunity to view the changes and trends that have surrounded dental policy. He has been a Virginia Dental Board examiner, a Trustee and Caucus Chairman, and a member of the Joint Commission for Healthcare Taskforce. He believes that basic common sense care must prevail. As an educator, he also favors support of our dental schools and research to direct scientifically based care for our patients. "Our dental team must be without equal and the credibility of the ADA must be fiercely protected."

Ron is a past leader of the Virginia Society of Oral and Maxillofacial Surgeons, and past president of that organization's Southeastern Society. His heart is entrenched in dentistry, and his soul is committed to ethical practice. He is a member of the American College of Dentists and a past Chair of Virginia's Ethics and Judicial Affairs Committee. "Only a small percentage of dentists engage in ethical misconduct. But, there is an increasing public awareness of the problem. This challenge puts our privilege of being a self-regulating profession at risk."

"Dental practices across the country are providing the most sophisticated dentistry in history and we are the last major health profession to be primarily market-based. Our ability to provide the



Dr. Ron Tankersley

level of cost-effective oral health care most appropriate for patient's needs make us the world leader in dental care." Dr. Tankersley will actively promote unity and trust among the profession, and strive to represent dentistry's message by deeds and example. Although many espouse being at the table when decisions about dentistry are made, Ron Tankersley comes to the table with all of the experience and clarity to influence our professional direction. National medical insurance is a possibility as our nation approaches the election, and it is critical that ADA represent the dentist in the field. "We take pride in being America's leading advocate for oral health. But others challenge our credibility in that role. This challenge puts our ability to effectively promote the safest and most appropriate solutions for providing quality dental care to the well served and the underserved."

Mark Your Calendars!

 The House of Delegates will meet on Friday, December 5 at Virginia Wingard Memorial UMC in Columbia Dr. Ron Tankersley and the 16th District would like your support, in deeds and action. Begin by encouraging dental friends in other districts to support our candidate. Seek commitments from delegates, and continue the momentum on behalf of Dr. Ron Tankersley for President-Elect of the ADA.









Change the world, one smile at a time.

Care for kids who need it most and we'll take care of you.

- Guaranteed base salary plus production bonus
- Avoid the hassles of owning your own practice
- No buy-in required or lab fees
- Make a difference in the lives of kids who need it most
- Opportunities available in: Sumter, Greenville and Anderson call us to find out about other great opportunities

Kool Smiles Offers:

- ✓ Guranteed base salary
- ✓ Production based bonus plan available, up to an add'l \$70K
- ✓ Health, dental & vision insurance
 ✓ Company paid malpractice
- ✓ Paid vacation & holidays
- ✓ Continuing education
- ✓ Accumulate over \$1million through our innovative Wealth Management Program

- √ Visa & permanent residency sponsorship with legal fees
- ✓ Company paid life insurance
- insurance
- ✓ Company paid long term/ short term disability
- ✓ State of the art equipment in all offices

Call today for more information about Full and Part time positions, please contact:

Ryan Murdock at (770) 916-7044 or email your CV to rmurdock@ncdrllc.com



www.koolsmilespc.com

GA. IN . MA . VA . AR . SC . TX . MS . AZ . DC . MD . NM . KY . WA

Master Calendar

Aug. 8 Countdown To Kindergarten—EdVenture

Aug. 15 **SCDA Member Benefits Group Board Meeting—** SCDA Office, 9am-1pm

Sept. 18-16th District Caucus— 21 Williamsburg, VA

Sept. 19 Central District Meeting—Columbia Marriott, 8 am-4 pm

Sept. 26-Southern Leadership Conference—Atlanta, GA

Sept. 26 X Annual CE Course— Embassy Suites Hotel & Charleston Convention Center, 8:30 am-5 pm

> Please visit www.scda.org for more events.

South Carolina Dental Association Bulletin

Vol. 36, No. 8 August 2008

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

Jennifer M. Haworth

Designer

SCDA Toll Free in SC (800) 327-2598

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 emailed: philes48@aol.com, mailed to the SCDA office, or faxed to (803)359-3004.

SuperDental Heroes, part 2

Last month I presented an article sharing insight for three of South Carolina dentistry's leaders. All of these dentists made substantial contributions to developing the organization of SCDA as we know it. This month I would like to recognize three more "giants" of our profession.

Dr. Carl Wessinger was a dentist who practiced in Clinton. He was active in the SCDA and had worked his way up through the various offices in dentistry. During the time of his career, he served as treasurer of the SCDA. This was before officers "worked through the chairs" and became president. Dr. Wessinger actually was the treasurer for five years and was positioned to become president. However, there had developed a concern with the State Board of Dentistry and its relation with SCDA. So to that end. Dr. Wessinger agreed to move onto the State Board.



Dr. Phil Smith **Editor**

It was partly due to his effort, and the entry of other dentists, that the two organizations became unified. And in that unity, South Carolina dentistry evolved to another level.

Dr. Wessinger served on Council for the ADA and was a Delegate, but his "claim to fame" was the establishment of the SCDA Newsletter, now the BUL-LETIN. My editorial hat salutes his foresight!

Dr. Arthur L. Haisten is one of those personalities that many of us are familiar with, and yet, may not know. He was the Dean of the Dental school while many of us were there. Dr. Haisten was one of the first Public Health dentists in South Carolina. He had served in the military and private practice, and then returned to the state after completing his specialty study. In the early years of the MUSC dental school he was part of the Department of Community Dentistry. Dr. Haisten was elected Dean of the dental college after Dean Sherry's departure in 1975. There had been some turmoil at the school prior to his term, and Dean Haisten was able to bring a new level of academic excellence that benefited the school. By his manner and commitment, a sense of stability returned to the school.

Dean Haisten could be described as the "students' Dean". He served behind the scenes and assisted students who were in personal financial need. He helped many the struggling student with financial assistance from his personal funds to repair a car or make a rent payment. He was active in establishing a viable Alumni Association. He served as the leader of the dental school for 13 years. There is currently an Arthur L. Haisten Scholarship Fund that still provides emergency funds to students in distress.

Dr. George P. Hoffmann may best be recognized as the namesake for the "Hoffmann Award" given by the SCDA Board of Governors to a dentist who has contributed to SC dentistry. And it is not a coincidence that this honor is the highest accolade given to a dentist by our organization.

Dr. Hoffmann was a general dentist in Greenville, and served as President of the SCDA in 1967-1968. He was a past president of the Greenville County Dental Society, a member of the ADA Council on Federal Dental Services, and a Fellow in the American College of Dentists. He was very active in the development of dental insurance programs in South Carolina. Being opposed to assorted insurance provider vehicles, he helped to develop the concept of dental supported insurance programs. To that end he was a promoter of the first Delta Dental In-



surance program to enter the state. His focus was to recognize that private practice and acceptable insurance could co-exist. He was vocal about the establishment of "nameless dental clinics" that sold cheap care and had few permanent dentists (a regretful trend begun in the early 1970s).

In the mid-fifties there was a heated debate about fluoridation in the Greenville water system The mayor was a staunch anti-fluoridation advocate because it was poison, and could possibly be used against the county in a military strike. (This was the cold war era). Dr. Hoffmann went on TV and supported fluoride and its benefits, and explained that there was not enough fluoride in the state to overdose Greenville's population. Needless to say, the debate was resolved and teeth were saved in Greenville!

He had a very long view when it came to the organizational needs of the SCDA. He advised that a Dental Service Corporation, organized as a non-profit corporation, be established for the administration of prepaid dental programs. He also advised that the SCDA Central Office be established at a central location. At the time Dr. Hoffmann suggested about 800 square feet until our future needs are determined.

These dentists were important contributors to the SCDA. They had perspective, credential, and a desire to make dentistry better for the future. They helped to develop a profession in South Carolina that is second to none! The Building blocks of these six dentists can be seen as the framework for a strong dental association today.

In 1969, the centennial anniversary of the SCDA, there were 544 active dental members in South Carolina. The mean age of the membership was 46 years, 7 months.

Today there are 1747 dentists. The current mean age is 54, and the average age is 52.

A Letter from Dr. Carter Brown:

I would like to public thank those who have given donations of equipment and supplies for the Senior Students Rotations at Greenville Tech.

The Dental Heroes who have given thus far are:

Dr. John White 4 high speed handpieces
Dr. Loring Ross High Speed Handpieces

Dr. Craig Rhyne Handpieces

Dr. Robert Lofgren High Speed Handpieces

Atlanta Dental Stainless Steel Instrument Cassettes, sup-

plies

Kulzer Composite material and bonding agent

Patterson Dental A case of Impression Material

Sherer Dental Lab 300 Diamond burrs

Special thanks to:

Ken Eckelson from Hayes Handpiece Repair for bringing all the handpieces up to new condition at no charge.

South Carolina Dental Lab Association for a cash contribution to help fill in the gaps.

Other donated items from various sources: 3 curing lights, 100 hand instruments for amalgam and composite.

I want to personally thank these individuals and groups for their support. As you can see this is an effort by many groups and individuals. We also need more.

We need materials and instruments for pulpotomies and SS Crowns and Amalgams, plus any surgical instruments.

- Carbide burrs
- matrix retainers and bands and medicaments
- Syringes and anesthetic
- Disposables.

If you want to volunteer to help, contact David Watson at docwatson@bellsouth.net

Till Next Time, Phil





"Managing your technology, so you can manage your patients."

Rising Technology Solutions, LLC

Dedicated to the Dental Office Environment

Call Us: 864-641-4209

- Managed Security Solutions
- Disaster Recovery Backup
- HIPAA Compliance Solutions
- Phone Support
- Network Support
- Ongoing Maintenance

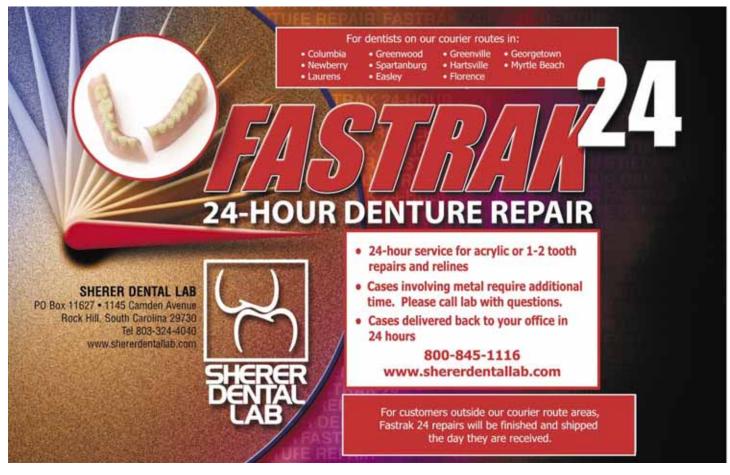
- Software Support
- Vendor Assistance
- Unlimited Support Options

Microsoft GOLD CERTIFIED Partner





Microsofta Small Business Specialist



SCDA Member Benefits Group Corner

By Mark K. Brown

ARE YOU GETTING THE MOST RETURN FOR YOUR PRECIOUS METALS?

Precious metal prices are high, so now is a great time to refine!

D-MMEX EasyRefine (endorsed by the SCDA in addition to 11 other state dental associations) reports that precious metal prices have continued to stay high through all of 2008. The refining service now being used on 4 continents welcomes 50-60 new doctors each week as well as many repeat clients who have tried and tested the program since its launch in 2004.

For all participating SCDA members, D-MMEX will continue to offer a **5**% **bonus on the total value** of all failed crowns and bridgework sent in using the EasyRefine kit.

Visit the website at www.easyrefine.com or call 800-741-3174 for your kit. You'll receive your check within 10 business days.

You owe it to yourself to refine with D-MMEX EasyRefine and see what your professional colleagues have been experiencing for years.

Mention that you're an SCDA member to ensure you receive your 5% bonus.

△ DELTA DENTAL

Good for Your Patients



Nearly three out of every four practicing dentists in America have joined one or more of Delta Dental's networks. Why do so many dentists choose to participate? Delta Dental focuses on getting patients into your office on a regular basis — for their benefit and yours.

Tamara B. Heffner

Professional Relations Representative
Delta Dental in South Carolina
200 Center Point Circle, Suite 150 • Columbia, SC 29210
803-731-2495 ext. 4120 • 800-529-3268 • Fax: 803-731-0273
E-mail: tamara.beffner@deltadentalsc.com

www.deltadentalsc.com

Trusted by over 35,000 clients

TimePlus® Payroll

We add to your success.

Payroll Services

Time & Attendance

Employee Self Services

Human Resources

Enterprise Solutions

(866) 535-0294

www.timeplus.com

President's Message







Dr. Jim Mercer President

"...increased Medicaid funding does improve access and has a direct impact on caries experience and increasing preventative and restorative treatment."

Your South Carolina Dental Association has been busy since I wrote my July column. I would like to update you on a couple of items. I recently attended a meeting where the speaker was discussing intergenerational differences. His presentation contrasted the baby boomers with Gen X and Gen Y in the workplace. I recently had a chance to explore these differences with the MUSC Freshmen Dental School class. I was invited to talk about organized dentistry and professionalism. For the most part the freshman students have never used a rotary phone ("dialed a phone number"). A record player and albums are antiques and they have never known fewer than 100 television channels. One difference that my 15 year old daughter can relate to is that a cell phone is a birth right and they have always been connected online with email, text messaging, Facebook, MySpace and voicemail. A difference that hit home for me was procrastination in writing a term paper, going to the library and finding all the books checked out and having to type papers on a typewriter. Today students have instant access to online information and can pound out a paper using a computer with spell checking. Our SCDA Strategic Planning Task Force and Committee on the New Dentist are well aware of these differences and are adapting to our new member differences and needs. The one thing the MUSC Freshman Dental class and all of us have in common is the Profession of Dentistry. I can tell you from my brief time with the freshman class that I am encouraged by my experience. They asked many questions about how they can become involved as students with our events such as GKAS, CDHM, and other volunteer events. I look forward to their graduation.

Due to the hard work of a number of our members in the upstate, the Senior MUSC Dental Students will be rotating through Greenville Tech and will have the opportunity to work with patients and local Dentists. Donations and supplies are still needed for this project. See http://www.scda.org/displaycommon.cfm?an=1&subarticlenbr=446 on our website for more information.

As a reflection of our efforts to build more bridges with MUSC, I am happy to tell you that our new MUSC liaison to the Board, Dr. Ted McGill, attended our August BOG Meeting as well as Dr. Mark Berry and two students -Will Temple and Anna Sanford. They provided valuable input to the Board and I look forward to their involvement in future Board Meetings.

The SCDA was recently notified that we won the 2008 Samuel D. Harris National Children's Dental Health Month State Program Award. The SCDA has either been the First Place winner or a Merit winner 14 of the last 16 years. That is incredible and I want to give a special recognition to Dr. Rocky Napier who organized and directed this effort for the last several years and was very instrumental in the SCDA receiving this 2008 award. He had help from the SCDA NCDHM Committee, the SCDA GKAS Committee, Phil Latham, the SCDA staff, and the entire SCDA membership. He and I cannot thank Dr. Carter Brown enough for his work with the display at the Charleston Children's Museum and with assistance securing funding for the new SC DHEC puppet show; Dr. Kevin Williams and the SCDA Committee on Diversity for our "Hometown Heroes' display; and Drs. Dana Parker and Phil Smith with the GKAS statewide events and videos. Once again our collaborating organizations carried a very heavy load for us and we need to make certain they are all much appreciated. Thanks to EdVenuture and its entire management and staff; SC DHEC Oral Health Division - Chris Veschusio, Dr. Rick McDaniel, and the entire staff; the State Department of Education (Lynn Hammonds); and Head Start (Mary Lynn Diggs) and all of its centers statewide. We also extend sincere thanks to Georgia Famuliner and Communicare with its NPR broadcasts and other projects; John Scollon and the Marionette Theatre - now with its two oral health related puppet shows; Crest-Oral B (Lisa Morris and Peggy Hamlin with over 5000 toothbrushes); the Children's Free Dental Clinic (Diane Bouknight); and Greenville Technical College (Dr. Dana Parker and her staff and students), as well as many, many others. Rocky and I hope we have not overlooked anyone and I thank all of you for supporting and promoting a "Cavity Free Community" in South Carolina.

Your SCDA reviewed some of the data from the recently completed Oral Health Needs Assessment of over 5000 South Carolina Children. The results are very exciting and it also lays out some of our challenges ahead regarding the improvement of oral health and access to care. The report has to undergo some further internal review by state agencies and then we will be able to share more with you. I can tell you the assessment data backs up our long standing assertion that increased Medicaid funding does improve access and has a direct impact on caries experience and increasing preventative and restorative treatment. It is South Carolina specific data that will help us with a number of

Finally, with your SCDA's involvement with the SC Oral Health Coalition and our increased visibility as the leading oral health advocate for South Carolina come increased requests (sometimes on relatively short notice) for volunteers for events such as the Back to School Bash at the State Fair Grounds and Countdown to Kindergarten at EdVenture. We have asked the SCDA Public Relations Committee to look into ways we can more effectively recruit volunteers for these short one-time commitments.

Please read Phil Latham's Article in this Bulletin to review recent SCDA Board actions. I welcome your suggestions and comments at imercer@sc.rr.com.

Until next time continue your Heritage of Commitment and Make A Difference. lim

a new tool at your fingertips:

Our new website, www.cu-cpa.com, is dedicated to your financial success, and we want it to be a tool for you. For more than two decades, we have worked with top dental financial strategists and have developed an approach to financial security that integrates your practice and personal financial goals. With issues ranging from practice management strategies to wealth and risk planning to transitions and start-ups, we're ready to help.



Coleman & Ureda, P.A.
CERTIFIED PUBLIC ACCOUNTANTS
DENTAL FINANCIAL STRATEGISTS

Representatives for the Carolinas

ADCPA

ACCOUNTS DISTRICTORS

WWW.adcpa.org

Learn more about our integrated approach. Visit us at www.cu-cpa.com to see what we can do for you.

240 Stoneridge Dr, Ste. 300 • Columbia, South Carolina, 29210 803.454.0310 • 1.800.680.4171



In the construction business, Bobbitt means true Design-Build. That means every phase of your dental office project, from design to engineering to construction, is overseen by a seasoned team of experts. Experts working together under the same roof, effectively managing schedules and costs. That's how we've gotten remarkable results for over 60 years, and how we'll work for you.



803.731.5550 / www.bobbitt.com

DENTAL 360° PRACTICE MANAGEMENT AND FINANCIAL STRATEGY

Maximize your practice's potential. Call Dental 360 today.

6 Monckton Boulevard Columbia, SC 29206

Office - 803.743.9600

Fax - 803.743.9616

www.dent360.com

SCDA To Screen Kids At EdVenture



For the past few years, the SCDA has teamed with EdVenture Children's Museum to promote activities. This summer, the South Carolina Dental Association will participate in the **Countdown to Kindergarten** Program which will be held on Friday, August 8, 2008 from 5 pm till 8:00 pm.

Last year more than 1200 children, families and teachers attended this event. A dozen dentists and support staff helped screen children as they prepared for the start of school. The protocol would be a simple oral evaluation, and documentation for the parents to take to their dentist. This is also a great public relations opportunity for good oral health.

We need your help to populate our booth to help see children. Please call Christy at the SCDA at 800-327-2598 or by e-mail at meadorc@scda.org.

Executive Director's Notes

PUBLIC RELATIONS

Recently the SCDA entered into a contract with the ADA and Carolina PR. This was part of an ADA House of Delegates resolution passed in 2007 in which South Carolina was chosen as one of the states for the ADA to assist with public relations. Carolina PR is a local group that has participated in many SCDA related events. I ask that if you are aware of any dental related event going on in you area, please let me know so that I may pass along the information to Carolina PR.



Mr. Phil Latham Executive Director

UPCOMING PROGRAM

On Friday, September 26, 2008, Dr. Carlos Salinas will be conducting the 10th Annual "Dental Diagnosis and Treatment of Individuals with Special Health Care Needs" course. This course is free of charge for all South Carolina dentists and their teams. You can access the registration information on the front page of the SCDA website www.scda.org called X Annual CE Course.

CONGRATULATIONS

SCDA has done it again. The ADA recently notified the SCDA that it won the 2008 Samuel D. Harris National Children's Dental Health Month State Program Award. I want to recognize Dr. Rocky Napier who was very instrumental in SCDA receiving this award.

THANKS ROCKY FOR ALL YOU DO FOR SCDA!

SCDA BOARD ACTIONS

The SCDA Board of Governors held its meeting this past Friday, August 1, 2008 and here are some of the highlights of the meeting:

- The Board received a report for Carolina PR and its planned efforts for the coming months.
- The Board received reports from Dr. Dana Parker on GKAS, Dr. Beth Poag on a program called "Rage against the Haze" which is aimed to stop tobacco use among youths and Dr. Jill Colson, SCDA's New Dentist Committee Chair.
- The Board voted to help support the upcoming 10th Annual Special Needs CE course to be conducted by Dr. Carlos Salinas in September.
- The Board voted to mail a letter to the SCDA membership regarding some recent proposed radiation regulations by DHEC.
- The Board voted to establish a Task Force on access to look at the possibility of hosting an access project similar to what many other states have recently done. Look for more information on this in the coming communications
- The Board voted to halt printed copies of speaker handouts at the SCDA convention to save on staff time and money. Handouts will be placed on the SCDA website a few weeks prior to the convention and will remain for a few weeks after the convention.
- The Board received a detailed report from MUSC representatives and ASDA representatives.

"South Carolina was chosen as one of the states for the ADA to assist with public relations."



Not all dental practices are the same.

You know that - so do we.

We know that every business transaction is different.
Buying or selling your practice is one of the most
important professional decisions you'll make.
Call Southeast Transitions for expert guidance.

We can help!



through practice sales

Bill Adams DDS, FAGD, President and CEO

Pete Newcomb . 678-482-7305 | Tom Stowe, CPA . 704-887-3452

www.southeasttransitions.com



Transform your Dental Office

We Specialize in Total Operatory Restoration

Reupholstery of dental chairs and stools Repainting of dental lights, x-ray units,

chairs and more!

Mobile Service

WE WORK WEEKENDS WHEN YOU DON'T

Upgrade your Dental Chair from Functional to Luxury with our Dream Chair Package

Luxurious Ultraleather, Nytek, and Therapeutic Memory Foam

DON'T REPLACE...RESTORE

Quality Service Since 1971



Referrals On Request

We speak Dentist.

Insurance protection for dentists is all we do. Operated by dentists, Fortress Insurance provides affordable professional liability coverage designed for the unique needs of dentists. Your premium is not inflated by other high risk medical professions. Aggressive claims defense and valuable risk management are the hallmarks of Fortress. For more information, visit our website www.dds4dds.com or contact our local agent Chip Cappelmann at The General Agency in Charleston, 843-766-9091 or toll free 800-922-5036.





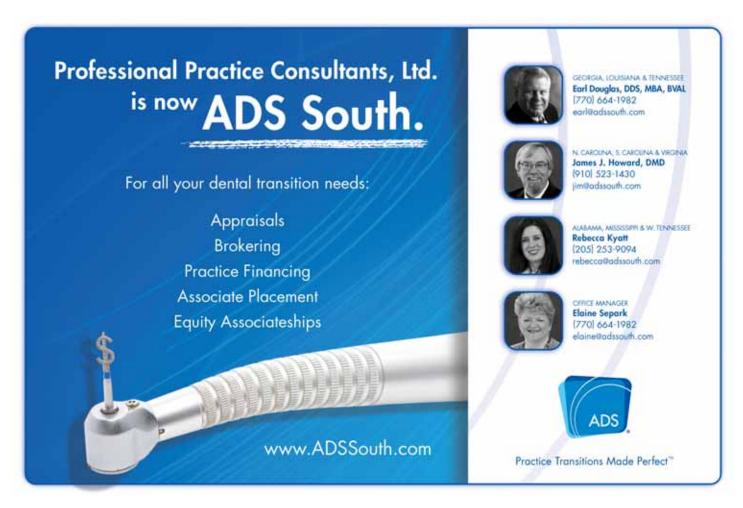
Tech Talk

By Christy J. Meador

New Items on the Website- Have you been to the SCDA website lately? If not, you need too! There is so much updated information! For example: 2008-2009 information is on our website now! Do you know when your <u>District meeting</u> is? Want to promote your next meeting? Go to "<u>Calendar of Events</u>" Do you know if you are a delegate or alternate? Who is on our board? Who is on committees or task forces? This information can be found under the "<u>About the SCDA</u>" tab on the website.

<u>Did you know...Dental Fun Facts</u>-Did you ever wonder the going rate for the Tooth Fairy? According to Securian Dental Plans, the Tooth Fair is currently paying out \$2 per tooth. The American actors with the best teeth are Brad Pitt and Julia Roberts. Almost three quarters of Americans would rather go grocery shopping than floss their teeth.

Remember, this is **YOUR** web site. **Know a dentist, who has gotten married, ran a marathon, had a baby, went on a mission trip?** Then send me articles, photos, events or any other information for our website. You can email at meadorc@scda.org. You can see all of the photos by visiting www.scda.org and clicking on the Photogallery button.



Common OSHA Violations

By Renee Russell

Following OSHA (Occupational Safety and Health Administration) guidelines can be a time consuming job, but knowing you have protected yourself, your patients, and your fellow co-workers from disease transmission is highly rewarding. Furthermore, the dentist/employer can achieve peace of mind knowing their practice is in compliance.

Common OSHA violations in South Carolina dental offices include failure to maintain a Written Exposure Control Plan, failure to provide biohazard communication, improper use of PPE (personal protective equipment), overfilling sharps container, and not properly disposing of regulated waste. OSHA requires dental offices to provide a post exposure protocol for dental health care personnel (DHCP). An exposure incident is defined as "a specific eye, mouth or other mucous membrane, non-intact skin or parenteral contact with blood or other potentially infectious material." The incident is reported to the Safety Officer immediately. The employee performs basic first aid of the exposure area. Keep in mind, OSHA requires dentists to provide a first aid kit and an eyewash station. The type of incident, date and time of exposure, how the incident occurred and the type of device should all be documented and filed in the employee's confidential employee medical record that remains on file for 30 years past the final employment date. A Written Exposure Plan lists the medical facility used for job-related injuries including exposure incidents. Failure to dispose of regulated waste and the use of biohazard labels are common violations. OSHA defines "regulated waste" as liquid or semi-liquid blood or other potentially infectious materials; contaminated items that would release blood or other potentially infectious materials in a liquid or semi-liquid state if compressed; items that are caked with dried blood or other potentially infectious materials and are capable of releasing these materials during handling; contaminated sharps; and pathological and microbiological wastes containing blood or other potentially infectious materials.² Examples include any material that is blood or saliva soaked such as cotton rolls, gauze, extracted teeth, and surgically removed tissues. All of these items need to be placed in a regulated waste container that is marked as "biohazard." Also, please label the laundry hamper.

Inspect the sharps containers to ensure that sharps do not exceed the fill line. Regulated waste is removed from the dental office using a waste hauler or a mail-in service that is approved by the state. Maintain documentation in your quality control records. Regulated waste should not go in the trash bin as this is a violation.

Personal protective equipment is "specialized clothing or devices worn by workers for protection against a hazard; in dentistry this includes gloves, masks, gown and protective eyewear but not general work clothes (such as uniforms, pants, shirts, or blouses) that are not intended to protect against a hazard." PPE is easy to misuse, resulting in violations. For example, when anticipating splash or splatter, full PPE is recommended. The mask must cover your nose during treatment. It is easy to become hot or feel claustrophobic and pull the mask down leaving your nose exposed. This creates a potential for an exposure incident. Eyewear should have OSHA-approved side shields to prevent splatter from coming into contact with your eyes. Prescription glasses should also have side shields. Other forms of eyewear are face shields and goggles.

Exposed skin is protected using gowns or lab jackets during patient care. Scrubs are not PPE! There are many different types of gowns including disposable and cloth lab jackets. The employer is required to maintain PPE and thus lab jackets are laundered onsite or through a laundry service.

Failure to use utility gloves is another common violation. Utility gloves should be worn when handling all sharps. This includes contaminated instruments. Instruments should be carried from the operatory to the lab in a closed leak proof container. Keep the utility gloves on when placing the instruments in the ultrasonic and when mixing certain chemicals.

In planning CE courses and training programs, keep in mind OSHA's requirements. According to the Bloodborne Pathogens Standard, employers must provide employees who have occupational exposure with training at no cost to the employee and during working hours. This includes dentists (who are paid as employees), hygienists, dental assistants, scrub technicians, and administrative team members who have clinical duties. This also includes dentists who are incorporated as they are considered employees of their corporations. Additionally, if janitorial service workers are paid as employees, they too may fall under this criterion.⁴

Recently, OSHA clarified that acceptable time lapse for "annual" training. Wherever OSHA standards require that the employee training be conducted "at least annually," such as bloodborne pathogens training, OSHA interprets that to mean that employees must be provided with retraining at least once every twelve months (ie., a time frame not to exceed 365 days).⁵

In summary, compliance with OSHA including training and policy development may be a time consuming task; however, achieving a safe and healthful workplace is highly rewarding.

Renee Russell, RDH, BHS: Renee serves as a Site Specialist and Safety Trainer for Modern Practice Solutions, LLC. She graduated from The Medical University of South Carolina with a Bachelor of Health Science Degree in 2006. Please visit www.modernpracticesol.com or email Renee at reneerussell@ftc-i.net.

¹ From Policy to Practice: OSAP's Guide to the Guidelines, 2004-2007, pg.151

²OSHA, Bloodborne Pathogens Standard, 1910.1030 (b) (1)

³ From Policy to Practice: OSAP's Guide to the Guidelines, 2004-2007, pg. 154

⁴Wann, Olivia, "OSHA Training for Dental Offices," Tennessee Dental Association Newsletter, December 2007, p. 6

⁵ OSHA, Standard Interpretations January 24, 2007 –Acceptable time lapse for "annual training" available at www.osha.gov accessed on 06-23-08



Jennifer C. McMaster, D.M.D.

has associated with

Gabriel B. Ingraham, III, D.M.D.

Kershaw, South Carolina

Christopher C. Newman, D.M.D.

has associated with

Theodore D. Ravenel, D.M.D.

Columbia, South Carolina

AFTCO is pleased to have represented all parties in these transactions.

Free practice appraisals, \$2500 value!



"AFTCO did a very thorough job in locating an associate for our practice. My AFTCO analysts left no stone unturned, took their time and handled the entire process in a very caring and professional manner. Both parties had areas they wanted covered in the contractual agreement. Items were addressed appropriately, placing the purchasing doctor and myself in a long-term, win/win situation. I am very grateful to the entire AFTCO team for their effort and assistance. They made a potentially complicated venture very simple and easy."

Gabriel B. Ingraham, Ill, D.M.D.

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



X Annual Continuing Education Course "Dental Program for the Diagnosis and Treatment of Patients with Special Health Care Needs"

SAVETHE DATE

Friday, September 26, 2008

Registration: 8:30 a.m. Program: 9:00 a.m. to 5:00 p.m.

Embassy Suite Hotel/Convention Center
5055 International Boulevard
North Charleston, South Carolina

7.5 Hours of Continuing Education Credits

Sponsored by: Medical University of South Carolina College of Dental Medicine

Course Faculty

Matt Holder, M.D.

Global Medical Advisor
For Special Olympics Intercultural
American Academy of Development
Medicine and Dentistry
Louisville, Kentucky

Ronald A. Bell, D.D.S.

MUSC, Pediatric Dentistry-Orthodontics Charleston, South Carolina

Chris Verschusio, RDH

SCDHEC Division of Oral Health Columbia, South Carolina

Carlos F. Salinas, D.M.D.

Course Director MUSC, Pediatric Dentistry-Orthodontics Charleston, South Carolina

Karen Raposo, RDH

George W. Taylor, Dr. P.H., D.M.D, M.P.H.

University of Michigan School of Dentistry Cariology Restorative Sciences & Endodontics Ann Arbor, Michigan

James Hartfield, D.M.D., Ph.D.

University of Kentucky College of Dentistry Lexington, Kentucky

For more information contact: 843-792-9613

Medical University of South Carolina College of Dental Medicine

X Annual Continuing Education Course "Dental Program for the Diagnosis and Treatment of Children with Special Health Care Needs"

Friday, September 26, 2008 8:30 am to 5:00 pm Embassy Suite Hotel and Charleston Convention Center 5055 International Drive North Charleston, SC 29418

Registration Form

Name:				
Degree:				
Address:				
City:				
Email Address:				
Yes I would also lik	e to sponsor my Dental Hygienis	rt:		
Name:				
Degree:	Special	ty:		
Yes I would also lik	e to sponsor my Dental Assistan	t:		
Name:				
Degree:	Special	ty:		
Registration for all participants is Please make check payable to: M			s nominal fee of \$70.00	per participant.
Only mailed registrations with capacity level, registration will cl		be on a first come, first	st served basis and as soo	on as we reach the
Total number of participants	x \$70.00	= \$	enclosed.	
	Please mail	this form to:		

Dr. Carlos F. Salinas Medical University of SC College of Dental Medicine 173 Ashley Avenue, BSB 128 P.O. Box 250507 Charleston, SC 29425

Classified Ads

Palmetto Dental Personnel Inc. is owned and operated by a dental professional with over 20 years experience and has exclusively provided professional staff for Columbia and the surrounding Midlands areas for 18 years. PDP has dental hygienist, assistants and front office personnel available for temporary and permanent positions. Contact Gail Brannen at 1-800-438-7470, fax 912-234-5544, email

gbrannen@palmettodentalpersonnel.com or visit us at www.palmettodentalpersonnel.com.

PRACTICES FOR SALE: CHARLESTON AREA #8068 Gross \$322,934, 2.5 days, 3 operatories, 1,300 sq. ft. office space; CHARLESTON AREA #8438 Gross \$284,914, 4 days, 2 operatories, 850 sq. ft. office space; CHARLESTON DISTRESS SALE! #8514 Gross \$736,612, 4 days, 5 operatories, 2,100 sq. ft. office space; LEXINGTON #8366 Gross \$995,676, 4 days, 7 operatories, 3,600 sq. ft. office space; NORTH OF CHARLESTON #8187 Gross \$365,643, 5 days, 4 operatories, 2,000 sq. ft. office space; GP practice for sale for \$200,000! Two additional operatories plumbed. ASSOCIATESHIPS: CHARLESTON #8372; GREENVILLE-ANDERSON AREA #8458; MYRTLE BEACH AND CONWAY #8278; NORTH CHARLESTON #8194 Call Dr. Jim Howard, Professional Practice Consultants, Ltd., 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.

Huge Inventory of Used Adec Dental Equipment. Adec Dental Package Includes the Following: Adec Priority 1005 Dental Chair (Hydraulic), Adec Left / Right Swing Delivery System, Two Handpiece Positions, One with Five Hole Fiber Optics, One Syringe, Vacuum Package with HVE, SE & Syringe, Pelton & Crane LFII light. www.hrcdental.com. I Equipment package \$2750.00, 5 Equipment packages \$10750.00. See website for up to date pricing. This equipment package can convert from left to right side operation in seconds. Discounts for Multi package purchases. Installation & shipping available. All equipment is guaranteed to be in good working condition. Additional Options: New Doctor's stool, New Assistances stool, New Stool set, New Upholstery for chair (Chair will look new), New 6 pin fiber optic (I handpiece), Water bottle system. HRC Dental INC. Contact Sam Slay 919-369-4247. samslay @ aol.com.

General dentist with 15 years experience desires coastal practice with buy-in or buy-out opportunity. Having taken over 150 hours per year of CE, can readily transistion into any practice, restoritive dentistry through full mouth reconstruction. Email GROSSDMD@AOL.COM or call 412-913-7301.

Pediatric Dental Suite in Irmo SC is available for lease. The current pediatric dentist has built a very strong practice for the last 3 years. This gorgeous space is available with

attractive rent and very little cost to upfit. This is a perfect opportunity for a new practitioner or as a satellite location. Contact Bill Hawley at 803-407-6233.

General Practice & equipment/furniture/supplies for sale in prime location of Greenville (Pelham Rd.). 3 equipped operatories with 4th hygiene room plumbed. Planmeca panorex w/ autocassette. Doctore paritally disabled, presently works 26 hrs/wk and refers out most extractions, endodontics, periodontics and prosthodontics. Great potential for growth, especially for graduate of general practice residency program. 1400+ sq. Ft. Building on .35 acre for lease or sale.. Present owner prefers to stay and work PT afternoons only. Salary or percentage of production/ collections negotiable. Staff of 1 intact, works 32 hrs/wk and willing to stay at present salary and benefits. For more information call Dr. Roger Cherry's office at 864-232-9452

or cell 864-350-4867.

Wanted: Dental Offices who want to significantly cut their IT Costs, have a single point of contact, and eliminate the frustration of computer and network problems. Rising Technology Solutions is proud to announce a new support program (DentCare) designed strictly for the dental industry so they no longer have to worry about their network security, reliability, and stability again, or who to call for technology related problems. Rising Technology Solutions is the first technology consulting firm to be devoted to the dental industry that is vendor neutral, HIPAA certified, and understands how to make the technology work for you. Servicing the Upstate of South Carolina let Rising Technology Solutions be your one source for all your technology needs and let us work on your behalf with your vendors. Call RTS at 864-641-4209 to schedule an appointment..

Very well established practice in a desirable area of Columbia. Producing almost \$1 M, netting nearly 50%. 6 ops, 5 equipped. Excellent staff. Seller flexible on transition. For more details on this opportunity please contact Tom at 704-887-3452 or tom@southeasttransitions.com.

Beautiful, high-end, updated 7 op practice in Spartanburg. Gross \$1.3M working only 3 1/2 days/wk. Seller relocating. Real Estate also for sale. For more details on this opportunity please contact Tom at 704-887-3452 or tom@southeasttransitions.com.

Excellent opportunity in the heart of Spartanburg. Well established, fast paced practice. Grossing \$1.6M. Owner willing to work for the buyer to ensure a smooth transition. For more details please contact Tom at 704-887-3452 or tom@southeasttransitions.com.

General Dentist - seeking employment; hospital based GPR trained; 24 years experience; strong interest in endo & oral surgery; no pedo or medicaid. If this can assist your practice

please contact Dr. Jack Kilgore at <u>usmile2@sc.rr.com</u> or 803-699-9697.

Help Wanted

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.

Wanted: General Dentist as associate in Growing Lowcountry practice. Call 843-549-2121.

Dental Assistant Needed - F/T with x-ray certification and experience. Must be exceptional team person with a focus on warmth & caring and expert communication. Salary and benefits based on experience and motivation of applicant. Fax resume to 843-651-6571, email to beachassistant@aol.com or mail to Murrells Inlet Dentistry, 4405 Hwy. 17 By Pass - Murrells Inlet, SC 29576.

Seeking experienced, FT registered Hygienist. In addition to oral procedures, must maintain aseptic work area, be organized & self-motivated, coordinate patient flow with front & back offices, educate staff on dental hygiene & other issues while promoting a safe, minimal stress environment. Must follow universal precautions and all OSHA & HIPAA requirements. Top salary, full benefits, 401K & more. 2 years of experience required. Contact Floretta Sutton at803-255-0200 or aharper@esourceshr.com.

S.C. Dept. of Corrections is looking for full-time or part-time dentists. Contract or State employee. Please contact Dr. Doug McPherson at 803-896-8559 if interested.

Dental Assistant needed - PT with X-ray & Nitrous certification. Exciting position in busy Mt. Pleasant office. Fax resume to 843-881-7499 or email to droldham@bellehalldentistry.com.

ACC Consultants is looking for dentists wanting weekend work in the state of South Carolina. ACC is looking for dentists to travel to military facilities and perform basic dental exams on military personnel. Please contact Jana Cruickshank if

Rates:

- Classified advertising is \$35 on a per issue basis.
- There is no charge for Help Wanted/Job Wanted (Job Bank) ads for members. The public can place ads for \$35 on a per issue basis.
- For no additional charge, ads are posted to the SCDA website during the month(s) of publication.

All ad copies and cancellations must be received by the 5th of the month prior to the publication (starting July 2007, no later than 7 business days prior to publication), which will occur on the first of the month, with remittances accompanying the ads.

interested 505-323-1300 ext. 17 or email jana@accdental.com.

•••

Florence associate opening in well established, modern, clean practice with loyal, long-term staff. We need FT/PT associate to participate like a solo/owner doctor without the administrative burdens. We are a family practice with a cosmetic emphasis. We offer either a salaried or commission package with health insurance available. Call I-800-thanksu and visit www.carolinasmile.com today!

•••

General Dentist needed for mature and rapidly growing practice in Columbia, SC. Four Day work week, modern equipment and highly motivated staff. One year experience required. Send resume to PO Box 11007, Columbia, SC 29211.

•••

Rock Hill—Part time associate needed for a busy, growing family practice. Call 803-980-7645 or fax resume to 803-980-7655.

•••

Full-time or Part-time General Dentist Position Available in Greenville, SC. Our dental practice offers a wide range of dental services to the upstate of SC, specializing in treating patients with exigent dental needs and in developing treatment plans and offering dental education. We offer a clean and modern office setting that is equipped to provide the best quality care available. We offer a competitive salary and do not require a contract. Call 864-561-7082 for more information.

•••

Wanted: General Dentist needed in Columbia, SC for 1 or 2 days a week to perform all facets of dentistry including endo and oral surgery. Please contact Kathy at 803-313-3691.

•••

Lexington—well established group General practice needs associate. Buy-in opportunity immediately or in the future if desired. Clean, modern office with digital x-rays. One year experience required. Send resume to PO Box 11007, Columbia, SC 29211.

•••

Full time associate dental position available immediately in Columbia. Excellent benefit and compensation package available with equity position a possibility immediately or in future. Beautiful new office with modern equipment. Call 803-788-0351.

••

Greenville/Anderson area General Practice is offering the opportunity to hone and expand your hard earned skills and talents while forging meaningful relationships with kindhearted small town folk. This 40+ year old practice requires a sincere decathlon dentist comfortable with the entire scope of restorative dentistry: a clever diagnostician, quick but meticulous clinician, boldness toward complex root canals, dentures and surgical extractions; yet, still adroit to refer the truly risky cases. This is still the greatest profession

which can provide a gratifying and prosperous career spent serving our fellow man; while allowing generous time away for family. If interested, come visit and observe the wonderful staff in our newly remodeled office. Contact Chuck Lancaster at 864-225-9373 or rion99@bellsouth.net.

•••

Part time or full time associate needed to work Beaufort & Ridgeland office. Fax resume to 843-726-5711 or email arlthprl@hargray.com.

•••

Oral Surgeon and Orthodontist needed Fridays for a very busy group practice in Columbia. Send resumes to PO Box 11007, Columbia SC 29210.

••

Dental hygenist wanted temporarily. Full or part time July 08-Oct08. Practice expanding. Potential of full time employment with benefits. Mail resume to PO Box 2260, Ridgeland SC 29936; fax to 843-726-5711 or email to

arlthprl@hargray.com.

AUGUSTA, GA.: Full time associate needed for busy, upscale practice located adjacent to Augusta National. Purchase option is also available. Practice will gross almost \$900,000 for 2008. Call 843-991-0344 for information.

•••

DENTIST WANTED - Charleston practice has opportunity available for evening and weekend dentist with shared expenses.

Unlimited potential! Total flexibility! Call 843-814-2528 for details.

•••

DENTIST FOR PARTNERSHIP/OWNERSHIP TRACK IN THE ANDERSON AREA: An ideal position for a new dental graduate or after completion of a residency/military. Candidate will concentrate on patients and treatment planning while we run the business end. After a 2 to 3 year commitment, there will be an opportunity for buyout/partnership. Excellent opportunity with no overhead concerns. Please contact 864-992-7018 or kim@digitalwebzone.com.

•

Associate wanted for successful, well-established general dentistry practice in Columbia, SC. Great opportunity for quality oriented person with future to buy in interest. Please call 803-771-4525 or fax resume to 80.-799-9442.

Dentist needed full or part time in Murrells Inlet, Georgetown and Andrews area. Experience required. Fax curriculum vitae to 843-215-0650.

•••

WANTED: Dental Assistant (full time) in Pawleys Island. Seeking an experienced assistant with a warm, caring personality and excellent communication skills. Salary and benefits based on experience and abilities. Emphasis on professional and personal

development through continuing education courses. If you are career-minded, personally stable, and heath-centered in lifestyle, email your resume to pawleysendo@hotmail.com or mail to Resume, PO Box 4776, Pawleys Island SC 29585.

••

Assistant needed at Lake Wylie - Come join our new state-of-the-art practice. Candidate must be xray certified, enthusiastic, and experience is a must. Salary and benefits based on experience. Call Dr. Vargas at 803-810-2211 or send resume to 244 Latitude Lane, Ste 103; Clover SC 29710 or email to dryanessanyargas@yahoo.com.

•••

Receptionist/Patient Coordinator Needed - Experience is a must. Candidate should have excellent communication skills with patients, insurance, and members of the healthcare team. Applicant must be knowlegeable with the workings of third party payers. Call Dr. Vargas at 803-810-2211 or send resume to 244 Latitude Lane, Ste. 103; Clover SC 29710 or email to dryanessanvargas @ yahoo.com.

ob Wanted

Dentist available for locum tenens. Available weekly or monthly. General Dentistry. 20 years plus private practice, 8 years contract dentistry. Private practice, city and county dental clinics. Dr. Garland L. Slagle 843-837-4126.

•••

Enthusiastic recent graduate with excellent interpersonal skills seeks an associate position in the Charleston area. Cnadidate is currently completing a General Practice Residency and has experience in operative dentistry, fixed and removable prosthodontics, endodontics, pediatrics, implants, oral surgery and anesthesia. Excellent candidate for a position requiring responsibility, motivation, and challenge. Contact: associateDMD@gmail.com or 404-402-0540.

••• σ amnlo

General Dentist - seeking employment; hospital based GPR trained; 24 years experience; strong interest in endo & oral surgery; no pedo or medicaid. If this can assist your practice please contact Dr. Jack Kilgore at usmile2@sc.rr.com or 803-699-9697.

Job Bank ads can be kept confidential if so desired. If you are interested in receiving information from or submitting information to 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

Contact: SCDA Bulletin, ATTN: Communications Coordinator, 120 Stonemark Lane, Columbia, SC 29210; call 800-327-2598; fax 803-750-1644; email haworthj@scda.org