

# NEWSLETTER



Spring/Summer 2014 Vol 4 No 2

## Letter from the President



For several of us there were only six short days between the 2014 Saratoga Dental Congress and the NYSDA House of

Delegates meeting. During that brief respite, I found myself reflecting upon the SDC: reviewing some of the successful changes that were present in this year's event, and taking notes on the modifications that could be made to make next year's meeting even better. Here are some thoughts.

I was fortunate enough to spend three evenings in the company of our wonderful SDC speakers: Dr. Hal Crossley, Dr. Timothy Followell, Dr. Joe Camp and Mr. John Rosemond. Each night our conversations gravitated toward the same topic. What does it truly mean to "Focus on Youth?" And what changes could be made, both to us as a dental society and to us as individual practitioners to ensure that our young patients have the tools that they require to emerge as healthy and responsible adults in this age of increased technology and decreased interpersonal experiences.

From a dental-health perspective, we need to understand that dental caries is currently the number one chronic disease affecting US children. This statistic is costly for our country and should be embarrassing to us as a profession. As we all know, dental decay is treatable and *preventable*. Surely we can do better than we are now. Although there is help on the horizon through research on new prevention modalities such as vaccines and saliva testing, at this point the most effective way for us as dental professionals to combat this disease is through the widespread implementation of the **age-one dental visit**. We need to educate the public that *all* children should be seen by a dentist by their first birthday, and we need to make sure that we have the providers available to accomplish this goal.

From a social perspective, we need to empower our young people to accept *responsibility*. I am noticing a national trend toward entitlement and away from personal accountability. Let's try to educate and encourage those young folks that we encounter to take personal responsibility for their health and lifestyle and to make wise choices about diet, drugs and alcohol. Many of us are in a unique

position of seeing our young patients at least semi-annually and often for fairly extended periods of time. We can use these opportunities with our "captive audiences" to guide and educate.

Guidance and education have historically rested in the hands of the older (and presumably wiser) members of any society. With exponentially increased technology, *(continued on pg 4)*

## In This Issue:

- News Updates.....pg 2
- New Members.....pg 2
- Saratoga Dental Congress.....pg 3
- Letter from the Pres (con't) ..pg 4
- CE Awards.....pg 4
- Thank you Nancy Hess.....pg 5
- ADA 2014.....pg 5
- NYSDA HOD meeting.....pg 6
- Board Meeting Highlights.....pg 6
- Dental Benefit Issues.....pg 7
- Obituaries.....pg 7

# Fourth District Dental Society of New York

## NEWSLETTER

Vol.4, No.1 Winter 2014

### Fourth District Dental Society of the State of New York

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Dr. Maybelle Hwang Dr. James Galati

This newsletter is the official publication of the Fourth District Dental Society. It is published three times a year: Fall, Winter, Spring/Summer. Unless officially adopted by the Fourth District Dental Society and so indicated, opinions expressed in this publication are not necessarily the views of the association.

Please contact the Fourth District office with any changes to your home or office address, phone number, or email.

## News Updates

### Annual Golf Outing - Semi-Annual Business Meeting

The annual CE course and golf outing will take place on **Friday, September 12<sup>th</sup>, 2014** at the Hiland Golf Course in Queensbury. There will be a CE course from 8-12 and scramble format golf outing from 1-6 pm. Golfers will receive a boxed lunch prior to golf and there will be raffle prizes and a dinner buffet immediately following golf. The Semi-Annual Business Meeting will be held in conjunction with this event from 11:45am-noon. All members are encouraged to attend. Please look for more information soon.

### Fall Meeting

Please consider joining us for the annual Fall Meeting on **September 13<sup>th</sup> and 14<sup>th</sup>** at the Culinary Institute of American in Hyde Park. The meeting will begin at noon on Saturday to accommodate participants of the golf tournament whom would like to attend. Please watch for more information to follow via email.

### New Dentist Meeting / Women's Dentist Meeting

Please save the dates, **November 6<sup>th</sup>, 2014** for the annual New Dentist Meeting and **December 4<sup>th</sup>, 2014** for the Women's Dentist Meeting. Topics and locations for these events are still being developed. Please look for registration information soon.

### Oral Cancer Screening at the Track

Please save the date, **Wednesday, August 6<sup>th</sup>, 2014**, for the annual Oral Cancer Screening at the Saratoga Race Track. Please consider volunteering at this event and contact Lynn Martin at the District Office for additional information.

## Welcome New Members:

**Dr. Lawrence Cepelak** - *General Dentistry*  
University of North Carolina - Chapel Hill  
Private Practice - Ticonderoga

**Dr. Harinderpal Chahal** - *Oral Surgery*  
SUNY Buffalo School of Dental Medicine  
OMFS - Woodhull Medical Center  
Adirondack Oral and Maxillofacial Surgical Associates

## Retired Members:

**Dr. Vikas Bapat**  
**Dr. Michael Braff**  
**Dr. Robert DeLuke**  
**Dr. Barry Loffredo**  
**Dr. Ronald Pierce**  
**Dr. Anthony Pomato**

# Saratoga Dental Congress

The 2014 Saratoga Dental Congress was held at the Saratoga Springs City Center on May 22nd and 23rd. Thank you to all who attended and helped to make this event such a success. Speakers Dr. Harold Crossley, Dr. Tim Followell, Mr. John Rosemond, and Dr. Joe Camp spoke on various topics including substance abuse, autism, child behavior management, and dental trauma. They were both informative and entertaining and were well received by all attendees. We would again like to thank everyone on the SDC Committee for all of their hard work organizing the event. We would also like to thank our vendors for their continued support.



## Congratulations Raffle Winners:

Yankee/Red Sox Tickets- Sean Hudson  
 Passes to World Awareness Children's  
 Museum, Glens Falls - Dr. Mary Regal  
 iPad Mini - Rita Theisen, RDH  
 Longfellow's \$50 Gift Card - Dr. Gary Iuliano  
 Jacob & Anthony's \$50 Gift Card -  
 Dr. Adrienne Korkosz  
 Prime Saratoga \$100 Gift Card- Donna Welch  
 Old Bryan Inn \$50 Gift Card - Geri Feeder

**Congratulations to the winner of our  
 Scavenger Hunt and Kindle: Michelle  
 Barcomb**

**Thank you to our sponsors:**

<b>Brassler</b>	<b>Henry Schein Dental</b>
<b>MLMIC</b>	<b>Pauli Financial Group</b>
<b>Benco Dental</b>	<b>Patterson Dental</b>



(Left to Right) Laurie Gould, RDH, Kathleen Blaisel RDH, Pat Rydzy, RDH, Betty Carey, RDH, Sue Liebig, RDH



Dr. Gleason and Dr. Baim



Dr. Baim and the 'Good Humor Man'



Dr. Battiste, Dr. Battiste, Dr. Farren



Dr. McCambley, Dr. Bauman, Dr. Wetzel, and Dr. Galati



At Left: Dr. Frank B. Strauss, Dr. Joe Camp, and Dr. Richard Hoskinson

## Letter from the President - continued from page 1

the youth of our country are receiving more and more of their information (and misinformation!) from sources such as the Internet. This is a double-edged sword. While there is an abundance of information available, there is less face-to-face contact and less of a forum for personal discussion, guidance and debate...and building of wisdom.

The same issues hold true within our own Dental Society. Each year, fewer members choose to be a part of organized dentistry. And younger dentists, in particular, are less likely to join the tripartite and attend local dental society meetings. There is a growing trend toward completing continuing education requirements on-line. Sadly, this equates to less opportunities for our younger dentists to learn from the wealth of experience and knowledge held by our older practitioners. This topic was addressed repeatedly at the NYSDA House of Delegates meeting. What can be done about this unfortunate trend in our profession? I feel that our dental society needs to have a “*Focus on Young Practitioners!*” Those of us who are in the “second half” of our careers need to make a concerted effort to get newer and younger dentists involved in our organization. The information that needs to be imparted to our young colleagues is not technical in nature, but instead deals with more practical and ethical concerns. As I mentioned in the winter newsletter, please consider inviting a new member to a local meeting, a board meeting, a CE course or simply out to lunch one afternoon. We have had about 25 young dentists join the Fourth District during the past 24 months, and their names are available from Lynn, our new ED. Of course, there are many other young dentists in our area that we would like to invite to become members.

Please feel free to contact me with any reflections you have on these same matters, or on any other ideas or suggestions. Or consider having me join you for lunch with a young dentist! Have a wonderful summer!

-Loren C. Bain, D.D.S.

## Continuing Education Award Recipients

Congratulations to these individuals for attaining their Continuing Education Recognition Awards for achievement this year. The levels of recognition are 100 CE credit hours, 300 hours, 500 hours, and every 500 hours thereafter. The credits must have been earned from the date of membership through the end of 2013. Thank you for your continued dedication to your education and our profession.

2000 Hours:	300 Hours:	
Dr. Christian Mathiesen	Dr. Sinan Abdullah Dr. Deepak Bakhru	Dr. Raymod Kisiel Dr. Marcus Raffuel
1000 Hours:	Dr. Bradley Bush Dr. Eric Cottrell Dr. Kyle Cotugno Dr. Craig Heins Dr. Alfred Hollis	Dr. Jonathan Schutze Dr. Sabita Smail Dr. Scott Soule Dr. Chang Sung Dr. Amy White
500 Hours:	100 Hours:	
Dr. Michael Braff Dr. David Coppola Dr. John Crary Dr. Jeanne Grosso Dr. Timothy Kelling Dr. Michael Koslowsky Dr. Ryan Osinski Dr. John Prondecki Dr. Todd Vaccaro	Dr. Alphonso Edgecombe Dr. Seth Farren Dr. Kelly Herbs Dr. Jacob Merryman Dr. Kevin O’Keefe Dr. Erin Page Dr. Glen Park	Dr. Andy Singh Dr. Allison Smitkin Dr. Bertrand Sorel Dr. David Stasko Dr. Rebecca Szymczak Evans Dr. Ryan Wolpert

## Farewell and Thank you to Ms. Nancy Hess

Nancy Hess, our wonderful Executive Director, has retired. Eight years ago we hired Nancy after reviewing a pool of over 50 candidates. Our selection proved to be excellent. Nancy began as assistant executive director and eventually grew into not only that job but then became the Executive Director of our district. Her organizational skills helped to streamline the District office and many of our procedures, and she helped make the Saratoga Congress the well-run and wonderful meeting that it has become. Most importantly, her warm personality and her ability to reach out to members has helped our membership stay strong and given everyone a great sense of community within the district. We all wish Nancy well as she and Jim move to Boston to be closer to their growing family. We will miss her and we sincerely thank her for all that she has done for all of us.

*-Dr. G. Kirk Gleason*



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## ADA 2014 - America's Dental Meeting

*- Dr. James Galati*

I invite you to register for this year's ADA meeting and market place exhibition to be held October 9-12<sup>th</sup> in beautiful San Antonio, Texas. Registration for the meeting is now open ([link on ADA.org](http://link.on.ADA.org)). You'll find more than 260 continuing education courses (half of which have no fee) to choose from over the 4 day meeting including over 60 hands on workshops, live patient courses, and cadaver courses given by some of the top clinicians in the country. The meeting will also have an expanded exhibit hall which will showcase more than 600 suppliers of dental products and services, many offering interactive learning in their booths. The exhibit hall floor will also offer attendees expanded hours and numerous CE opportunities including the laser pavilion, New Speaker stage, CAD/CAM 3D imaging systems with live patients, the Pride Institute of Technology picks, the Health and Wellness Center, and much more.

New features that will be available at this year's ADA meeting include a Specialty Pavilion offering courses by dental specialists, an International Pavilion providing CE course in several languages, and a New Dentists (those in their first 10 years of practice) discount on specific CE courses selected by the New Dentist Committee. In addition, the American Association of Women Dentists (AAWD) will be holding their annual meeting in conjunction with the ADA meeting. This partnership will allow the ADA meeting to offer more courses for all

women attending as well as have a special women dentist CE tract.

The ADA and the Council on ADA sessions are excited to welcome the 43rd President of the United States, President George W. Bush, as the opening session Distinguished Speaker on Thursday morning October 9<sup>th</sup>.

As you can see from the information above I believe that the 2014 ADA meeting in San Antonio will be outstanding. I am honored to have been elected General Chairman of the meeting this year and will work tirelessly with the entire Council on ADA Sessions and our excellent ADA staff members to make sure this year's ADA meeting is one of the best ever. Please register early so you can get the hotel and CE courses you desire as we are expecting this year's meeting to be very well attended. The ADA offers discounts on many hotels, flights and rental cars ([link on ADA.org](http://link.on.ADA.org)). San Antonio was also named one of the top destinations in the U.S. by TripAdvisor users. Don't miss historical and cultural highlights like the Alamo and the restaurants and shops along the festive Riverwalk.

Please consider joining in on all the fun and excitement this meeting has to offer. I look forward to seeing everyone in beautiful and historic San Antonio!

# Fourth District at the NYSDA House of Delegates Meeting



Dr. Gleason and Dr. Charles H. Norman, III, ADA president



Dr. Sandmann, Dr. Hwang, and Dr. Dweck

## 4th District Representation:

NYSDA Delegates	Alternate Delegates
Dr. Mark Bauman	Dr. Doug Sandmann
Dr. Jim Galati	Dr. Loren Baim
Dr. Maybelle Hwang	Dr. Steven Dweck
Dr. Wayne Harrison	Dr. Pierpaolo Preceruti



Lynn Martin and Dr. Baim



Right:  
Dr. Galati



Dr. Harrison



Dr. Bauman presenting the NYSDF Foundation, Excellence in Community Service Award to Dr. Bruce Tandy, CTMoM Co-Chair, for his involvement in Mission of Mercy.

## Board Meeting Highlights

**March 12, 2014**

- Attendance at the CE meetings is down a little, possible because of the additional course offering this year. It may need to be re-evaluated in the future and again drop down to only 3 courses in 2016.
- Charging for classified ads on the website was discussed. It was decided to keep these ads free as a member benefit. Non-members and commercial property listings will be charged \$25 fee and a 6-month time period will be instituted. Hygienists looking for a job in the 4th Districts will still be able to post without a fee.
- ADA Delegates were appointed: Dr. Wetzel and Dr. Bauman. NYSDA Delegates appointed: Drs. Bauman, Galati, Hwang, and Harrison. Alternate Delegates appointed: Drs. Baim and Sandmann with 2 positions open. The 2 positions will be offered to Dr. Steven Dweck and Dr. Pierpaolo Preceruti.

**April 23, 2014**

- Dr. Joseph Denning will take over from Dr. Seth Farren as the New Dentist Chair.
- Membership will vote on the dues increase at the SDC Business meeting, the first in 20 years. Dr. Baim created a letter to announce the increase which will be included in the registration packet. An email notice will also be sent in advance.
- The MPG grants from the ADA have again been awarded to the district for the New Dentist Meeting and the Women Dentist Meeting.
- Associate member fees were discussed. The Board decided on \$125 (the current component dues) which will increase by \$30 if the dues increase is passed.
- Dr. Hwang showed the newly-revised NYSDA booklet entitled 'Starting out - A Guide for Dentists.' This is available through NYSDA.
- Dental Benefits - Dr Korkosz: Reviewed the new AETNA policy of electronic filing for reimbursement. The electronic filing deadline is May 1st.

NYSDA's Council on Dental Benefit Programs is trying to determine whether companies are "down-coding" dental claims. "Down-coding" refers to situations where a third party payer changes a code submitted by the treating doctor and authorizes benefits for a less expensive treatment procedure than the one actually performed. It is illegal for insurance companies to change the treatment codes submitted on dental claim forms.

"Down-coding" is not the same as benefits paid for a "less expensive alternative treatment" (LEAT). LEAT benefits are contractually defined. It is both customary and legal for dental benefit plans to provide benefits for a "less expensive alternative treatment" for procedures that are not covered by patients' policies. For example, a dental plan that does not provide a benefit for a crown may reimburse patients for their treatment at the same rate allowable for a four-surface restoration. The substitution of an alternative benefit is noted on the patient's Explanation of Benefits (EOB) and the EOB also must include the actual procedure and code submitted by the treating dentist. In the case of "down-coding", the claim adjudication reflects an insurer's implication that the claim does not reflect the actual service provided by the treating dentist.

While reimbursement based on a LEAT clause is legal, it is increasingly problematic. Some doctors who have signed participating provider contracts can find themselves in a troubling situation. If they are unaware of the coverage in their patients' actual plans, they may be disgruntled when they receive less payment as a result of a LEAT clause. For example, knowing that the fee schedule in her contract includes a fee for a crown, a dentist may expect to receive payment for a crown, rather than

a four-surface restoration. But, the inclusion of fees for specific procedures does not assure that these procedures will be covered by any patient's policy. Benefit company fee schedules typically include fees for a variety of treatment services that the company does not insure or reimburse.

Bear in mind, when dealing with insurance plans in New York and many other states, insurers cannot require dentists to accept a discounted fee for treatment procedures that are not covered by a patient's insurance policy. If there is a LEAT clause in the patient's policy relating to a procedure, that procedure is a "covered service" because the plan does pay a benefit – just not the same amount the doctor may have been expecting. This situation can be avoided by requesting copies of all company policies (cited in the contract) when negotiating a contract prior to signing.

NYSDA staff assists members in resolving claim disputes and countering improperly adjudicated claims. In addition to addressing individual questions and problems, NYSDA looks for patterns of abuse that can be addressed through contact with individual dental benefit companies, New York State agencies, the courts or legislative remedies. The Council specifically would like to review EOBs received by member dentists that demonstrate instances of illegal down-coding.

If you are having a dispute with a dental benefit company, an example of a "down-coded" service, or an attempt by an insurance company to evade restrictions on discounting non-covered services, submit the related documentation to the NYSDA Office of Health Affairs, 518-465-3219 (fax) or [jdonnelly@nysdental.org](mailto:jdonnelly@nysdental.org), for assistance.

## **Obituaries**

*-from The Post Star*

**Dr. Reginald John Carroll**, 91, died on April 20, 2014, at Indian River Rehabilitation and Nursing Center in Granville. Dr. Carroll was born Feb. 20, 1923, in Whitehall, the son of Timothy and Mae Saunders Carroll. Dr. Carroll was a 1941 graduate of Whitehall High School. He studied at Union College in Schenectady. He served in the U.S. Army during World War II and graduated from Tufts College Dental School in Boston. Dr. Carroll practiced dentistry in Whitehall from 1947 to 1985, when he retired. As a lifelong resident of Whitehall, he belonged to Our Lady of Angels Catholic Church, and served on the Whitehall Board of Education. For many years, he organized the K of C Free Throw Contest for the children of Whitehall. He was a life member of the American Dental Association, New York State Dental Association Fourth District, Whitehall Post No. 83 American Legion, Whitehall Council No. 276 Knights of Columbus and Ticonderoga Fourth Degree Council No. 756 Knights of Columbus. Dr. Carroll was predeceased by a brother, Robert; and a sister, Patricia. He is survived by his wife of 68 years, Angela Siraco; and three daughters, along with several nieces and nephews.



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## Fourth District Newsletter



AMERICA'S DENTAL MEETING

October 9-14 • San Antonio

Education: October 9-12 • Exhibition: October 9-11

House of Delegates: October 10-14