

# Mercer Dental Society



April 2015

[www.mercerdentalsociety.com](http://www.mercerdentalsociety.com)

## Presidents Message

*“Unity is strength... when there is teamwork and collaboration, wonderful things can be achieved”*

*Mattie Stepanek*

Dear members,

As I leave office I can say that it has been quite a year. We've accomplished a lot as a component and continue to strive to help our members get the most from their membership. Between a strong speaker series, a new website, an increase in communications to our members, two happy hours and an upcoming Staff Appreciation Night (Casino Theme at Mercer Oaks on 4/24 - bring your teams and come have some fun... there will be great prizes!) we've had a good year. Not to mention a further up-tick in attendance at many of our meetings.

However, I must say that I am concerned for our organization as well. I don't want to go around saying that the sky is falling down - BUT it sort of is... very slowly... so slowly that you may not notice it at first. Similar to you seeing someone grow up who you are around every day... you may not notice the small changes... but they are occurring.

Well, our membership IS slowly declining. Members who are interested in leadership positions ARE hard to come by at Mercer. Your current leadership is trying to reverse this trend. Other components that surround us are proliferating. And so can we. We need to re-engage ourselves. We, your current leadership, are hoping to have more people involved in leadership so we can accomplish more for the organization and it's members and we can continue to manage our profession as much as possible.

The **good news** is this: our position is a result of our actions, and in-actions... and the only people in control of our actions are... us. So, all we need to do to insure **our future success is this: attend meetings, participate in discussions, make your needs and opinions known to your leaders, and, if it strikes you, get involved in a small or large way in the leadership of the organization.** That's really all that is needed. This will allow us to write our own ticket to where ever we want our organization and profession to go... it just takes some effort. Not much. We aren't building a rocket to the moon... just a pathway to our chosen destination.

With that I ask every one of us to ask yourselves if you can help. If you would like to be involved in a way that **requires only a small commitment, then become a Member-at-Large.** This is an amazing way to help your Society grow and to help your leaders accomplish more. If you want to be more active, then ask to be nominated for one of the few positions still open at the leadership level. If you have questions about any of these positions, just call me on my cell phone and I will fill you in. **My cell is 319-594-1599.**

Also, I urge everyone to speak with their non-member peers and urge them to join our organization. Growing our organizations membership base will only make us stronger. And yes, people have different opinions and there can be friction and disagreements and politics - but this is not a reason to shy away from membership or becoming more involved - there is just too much at stake... We cannot afford to rest on our laurels and be apathetic. We must go outside of our comfort zone to grow.

Well, this is my last letter to you all prior to Dr. Khurram Sheikh taking the helm. I'd like to thank everyone who has helped me along the way as both President Elect and President. To all of our MDS current and former leaders, to Jennifer and Geetu, and to those at NJDA who have supported MDS and our continued efforts to further build our component - thank you all!

Lastly, I am not going anywhere - I plan to always be involved at MDS on some level. This coming year I will do everything I can to help Dr. Sheikh and his officers to continue to build our organization. Again, I urge you all to do the same.

**Thank you all once again for allowing me to represent our organization - it has been an honor. Good luck Dr Sheikh!**

Sincerely,  
Michael



**Michael Scalia**

# MERCER DENTAL SOCIETY CE SCHEDULE 2015

ALL MEETINGS:

2 C.E Credits

\$35 members, \$45 at door & non members

6:30pm-9:30pm

At

Hyatt, 102 Carnegie Center, Princeton, NJ 08540



4/21/15

Dr. Thomas Viola, PHD  
"Street Drugs"

This program will provide participants with an overview of the most common substances of abuse and their oral manifestations, as well as techniques that may assist in identifying and managing a substance-abusing patient. The potential for contraindications to dental therapy along with possible resulting medical emergencies and the necessity for dosage modifications of commonly used dental medications in such patients will be discussed.



5/19/15

Dr. Nicholas Elian

This unique clinical presentation will focus on alveolar defects seen immediately following tooth removal with emphasis on evaluation, classification, and treatment guidelines. Both esthetic and non esthetic zone sites will be covered. Parameters to be assessed include gingival phenotype, buccal plate status, number of bony walls affected, and soft tissue status.

- When and why of immediate placement and immediate temporization?
- What is non-traumatic extraction and how to achieve it?
- How to evaluate a socket after extraction and how to decide if it is adequate for immediate placement?
- What are biomimetics of tooth morphology?
- How can we predict the maintenance of the papilla and the buccal free gingival margin?
- Occlusal schemes and implants: how to design the occlusion to avoid loading, failure and complications?

# STAFF APPRECIATION NIGHT



Friday, April 24<sup>th</sup>  
7pm to 10pm

Mercer Oaks Golf Club  
725 Village Rd W #1  
West Windsor, NJ 08550

Member Doctors \$75

Non Doctor staff \$30

Non member Doctors and at door \$100.

Fees includes dinner, one drink voucher, and chips to play.

Cash bar all evening with Roulette,  
BlackJack, Poker and Craps tables.

For Details Contact:

Mrs. Jennifer Moffett

Executive Secretary, MDS

(805) 294-3078

[execsec.mds@gmail.com](mailto:execsec.mds@gmail.com)

Mail Checks For Registration To:

Dr. John Lu

Treasurer, Mercer Dental Society

133 Franklin Corner Road

Lawrenceville, NJ 08648

## ADA DELEGATE REPORT



A report was released in March by The Health Resources and Services Administration that concludes there are 15,600 less dentists than are necessary to treat the country's population at this time. The critical assumption is that dental care utilization will remain the same. According to the ADA this is inconsistent with the best available evidence and the present dental care system has the capacity to absorb more patients.

Research shows that the main barriers to care have little to do with the availability of dentists.

More children are receiving dental treatment than ever before due to the increase in Medicaid coverage. A bill has been introduced to Congress that would create an adult benefit at the federal level in Medicaid and make adult dental a mandated benefit under the Affordable Care Act. However, the bill would create a benefit for routine dental services in Medicare which the ADA does not support. New Jersey has one of the most comprehensive adult dental medicaid programs in the country although the fees are low.

The ADA is working to give state and local dental societies new tools and resources to support member communication and outreach efforts.

The Supreme Court ruled that actions by a professional board made up primarily of market participants are not protected by the state action to antitrust laws and may, without appropriate supervision by the state constitute violation of the law.

This may have significant implications to the NJ State Board of Dentistry. This had to do with tooth whitening in North Carolina.

Sid Whitman

## ANNUAL SESSION UPDATE



February, 2015

Keep in mind that Annual Session will be in our back yard this year (and next year) at the Princeton Marriott in early May. Please see the ad in this newsletter for details.

There are some great lecturers this year and there will be somewhere around 95 vendors on the floor to show you their goods.

This year the \$25 registration fee includes a \$25 coupon for anything you purchase from vendors, in addition to a multitude of other items - the value is a no brainer.

So please, bring your team - walk the vendor floor... attend the lectures and socialize at some of the nightly events - and have some fun. See you at Annual Session!

Michael Scalia

*"Congratulations to our MDS members who have reached 20 years of membership! Your membership helps support organized dentistry and we all benefit from this. We truly hope that you continue to feel that your membership is important to you, to your colleagues, and to your patients."*

**Dr. Matthew Schloss  
Dr. Omelan Kotsopoy  
Dr. Ira L Goldstine  
Dr. James L Delahanty  
Dr. John Lu  
Dr. Neeta Yagnik**



## Board of Trustees Report -January, 2015

**Fred Babinowich**

At the present time the State Board of Dentistry has not allowed dental assistants to operate 3D scanners. NJDA had wanted the state board to allow for registered dental assistants to operate the machine. The state board has said that there does not appear to be rule that allows for this. The state board has decided to refer this matter to the Rules Committee of the Board. The NJDA Board of Trustees past a motion to request that registered dental assistants be allowed to use the scanners.

When NJDA gives to the component a membership list, the components should inform Ann Marie at NJDA if there are inaccuracies with the list, i.e. dentist who have retired or passed away.

At the ADA the Council on Dental Education (CODE) will soon be voting on the midlevel provider issue. There appears to be a lot of support in the ADA from a variety of groups that support mid level providers. At the present time the Council will probably defeat the issue. The stance of NJDA is to oppose midlevel providers.

Physician Assistants legislation: Physicians want to increase the scope of activities of a physician assistant. There are several health care groups, i.e. optometrists, that want to amend the pending law and they have asked NJDA to join them in their efforts. NJDA is concerned by this legislation because of the effect of the Affordable Health Care Law on pediatric dentistry. Pediatric dentistry has been placed into The ACA law. The concern is that physicians would start to create profit centers and at these centers they would be doing preventive dental care on pediatric patients and physician assistants with their new duties would be rendering this care. With this in mind the NJDA is thinking of joining the coalition to amend the pending law. A motion was passed for NJDA to support the coalition and to help try to modify the proposed law on expanding the role of physician assistant. Right now the bill has passed through the committee in the Senate but has not yet been voted on in the Senate.

### **Association of Dental Support Organizations (Cooperate Dentistry)**

At the present time a dental practice must be owned by a dentist and the dentist must be involved in the hiring and firing of staff and policy decisions. What is happening in New Jersey is that entities are going to dental offices and offering to buy the practice. The basic idea is the practice would then be divided into a clinical corporation and a management cooperation. The dentist would have no interest in the management cooperation but will be given shares in the clinical corporation. Therefore the dentist will still be an owner in the clinical practice and would control the dentistry part of the office but the management cooperation will do everything else from the hiring and firing of staff to the collection of receipts and payroll. The problem with this idea is in the contract that is written between the dentist and the cooperation. There is a realization at the national level that this is becoming a trend. At the present time 22 states support corporate dentistry. About 33.8% of all dentists in the United States are employees. In five years the number will be 50%. Henry Schein has given \$100,000 to the Dental Support Organization and the ADA is presently working on setting up standards for DSOs. Right now the stance of NJDA is not to go along with this trend and to support the current laws requiring a dentist to own his or her practice.

## MDS EXECUTIVE BOARD MEETING, FEBRUARY 10, 2015

Meeting called to order at 6:45pm

**Members Present:** Dr. Michael Scalia (President), Dr. Janhavi Rane (President Emeritus), Dr. Anthony Prousi, Geetu Gupta, Jennifer Moffett, Dr. Sid Whitman, Dr. Fred Babinowich, Dr. John Lu

**Members Not Present:** Dr. Khurram Sheikh, Dr. Lorraine Kosztyu

### **Business:**

#### **1. Staff Appreciation**

- a. Date is set for April 24, 2015 and we will send out faxes to the offices by mid-February.
- b. We have a \$500 deposit at Mercer Oaks from last year.
- c. It will be from 7-10pm, for approx. 100 people
- d. \$2700 for 8 tables (craps, roulette, black jack, etc), \$40 per person for food, 2 drink tickets per person
- e. Make announcements around 8:30, let the dealers take a break
- f. Charge \$75/Doctors, \$30 for staff. "\$500" in chips with no buying/selling more chips
- g. With prizes, cost is looking around \$10,000.
- h. Half of the deposit is due at signing and that rest at the event.

#### **2. All-Day Meeting**

- a. About 25 people have signed up
  - b. Signs for sponsors
  - c. Jenn will bring the AV equipment
3. Not much has been done in the way of speakers for 2015-2016, Dr. Whitman and Dr. Lu will assist.
4. Need to find someone to fill the President Elect position, as well as nominations chair and Dental Benefits
- a. Dr. Scalia will take over Nominations chair, if no one is interested
  - b. Dr. Djeng may still be interested in being on Council for Dental Benefits, will check and see if he attended the meeting on Feb 11
5. Update on bank account: balance = \$53,000

#### **6. Ongoing discussion:**

- a. New venue for membership meetings – Seasons 52?
- b. Lessen the number of meetings? Will that still fill the # of CE's required in bylaws?
- c. We lose money with each meeting

#### **7. Membership**

- a. Congratulations Dr. Prousi on completing your boards
- b. Main focus for membership is how to appeal to the members and the best ways to use our assets.
  - i. Attracting employee dentists because membership is not currently valuable to them.
  - ii. Discounts and incentives (car insurance, restaurants, etc)
  - iii. Testimonials to inform non-members about the perks for membership
  - iv. Letter with bullet points
  - v. Mentoring program through Rutgers Dental School has been successful (Essex County) February 19, large symposium
  - vi. Everyone continue making your phone calls

#### **8. Newsletters, Postcards and Notifications**

- a. Fax numbers will go out to the EB (Jenn will split them up) after the all-day meeting
9. Signage will be made for all of the sponsors, as well as a sheet for members to submit ideas for topics for next year's meetings
10. Bylaw committee met and is getting closer to reviewing all of the bylaws by the end of the year.

#### **11. Bullet points from Dr. Babinowich's report:**

- a. Private patients/insurance will not have much growth in the future- most growth will come from mdeicaid
  - b. Rx monitoring- dentists are the gatekeepers
  - c. NJ law- dental offices must be owned by a dentist who operates the day-to-day, corporate dentistry groups want this to change. Both parties agreed to not pursue their agendas and let everything stay as it is.
  - d. Physicians assistants Laws
  - e. Dental assistants cannot use 3D scanners, but there is movement to change these currents rules.
12. All other items without new information to report can be found in the agenda

**Meeting Adjourned 8:12pm**



## Council on Government Affairs

**Fred Babinowich**

The Governor has signed the **New Jersey Non-covered Services Legislative**. What this law means is that if a procedure is not covered under the patient's dental plan the insurance company must allow for the normal charge by the dentist. In other words if implants are not a covered service by AETNA then you could charge only what AENA would allow if it were a covered service. So if an charge for an implant at a dental office is \$2000 and it is not covered under the contract but AETNA will allow \$1500 if it were a covered expense, then this is what the dentist would be allowed to charge. With the new law the dentist would be allowed to charge the full fee of \$2000. This legislation applies to employee contracts entered into after November 28, 2015. It applies to those plans that are not self funded. Unfortunately about 50% of the insurance plans in New Jersey are self funded. Rarely does a dentist or the patient know if the insurance plan is self funded. The dentist or the patient would need to call the employer or the insurance company to find out if the plan is self funded. If it is then this law does not apply so you have to follow the old rules. NJDA is trying to have the insurance companies change the EOBs so that they state whether or not the plans are self funded.

With regard to **Corporate dentistry**, NJDA was opposed to this idea. At the present time the law in NJ states that a dental office must be owned by a dentist and the dentist must be involved in the day to day operations of the practice. Originally NJDA had wanted the state board of dentistry to reaffirm this law. What happened was the entities involved in cooperate dentistry (**Association of Dental Support Organizations**) started to push for a new law which would redefine who could own a dental practice. Rather than pursue a legislative battle, NJDA agreed to withdraw their petition to the state board while ADSO agreed that only dentists can own and operate a dental office. This still does not stop a management company being allowed to manage a dental office under the guidance of the dentist.

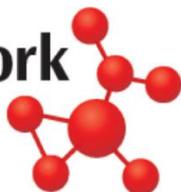
The legislature is moving to approve a **Drug Monitoring Legislation**. This legislation would require a dentist to go on line to a State of New Jersey web site to determine the drug history of any patient he intended on writing a schedule 2/3/4 medication. This web site will list all the medications the patient is taking and has taken over a period of time. If a dentist should see that a patient he wants to prescribe Percocet for has recently had several prescriptions for the same medication, he would then not prescribe the medication unless it was essential. NJDA is not happy with this legislation because it makes the dentist the gate keeper and not the pharmacist. Another problem would be who would be allowed to go to this web site. Will it be only the dentist or can an assistant or hygienist do this task. Dentist would also have to have the infrastructure to support this program, i.e. computers and on-line service. Also dentists would be required to register for the program. At the present time NJDA is trying to make modifications in the legislation.

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## *News Brief from the NJDA Council on Annual Session*

**The conference brochure has been mailed and registration is open! Visit [www.njda.org](http://www.njda.org) for details.**

The Garden State Dental Conference & Expo is in historic Princeton, the weekend of May 1 and 2, 2015. Gather with your colleagues at the Princeton Marriott, along with a select line-up of speakers and 95+ industry-leading exhibitors.

### ***Your \$25 conference pass includes:***

- Continental breakfasts daily
- Numerous way to WIN Free CEUs
- Lunch and Learns
- Friday night Happy Hour!

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**PLUS a \$25 Gift Card to spend with any exhibitor at our conference**

Complete course line-up on our website, [www.njda.org](http://www.njda.org).

### ***Additional highlights you won't want to miss:***

- *Legislative Town Hall*
- *LOW guest room rate at our host hotel -- book by April 9 for best rates*
- *Rutgers Dean's Reception*
- *Dinner in Historic Princeton - sponsored by NJDA Component Societies*

**Join Bryon E. Roshong, DMD, President of NJDA, at a dinner in his honor on June 19, 2015 at Seasons Restaurant in Washington Township. Details to follow in future news briefs.**



**Dr. Fred Babinowich, Dr. John Laudenberg and  
Dr. Tom Paglione**



**Dr. Michael Scalia & Dr. Jonathan Sasportas**



**Dr. Ron Kaminer, presenter for this evening's  
meeting and Mrs. Lori Bernardo, regional sales  
rep from Solution Reach**



**Mr. Brendan Breen, NJDA Director of  
Membership and Mrs. Dee Woodward, sales  
rep from Solution Reach**

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POSITION WITH FUTURE BUY-IN/OUT POTENTIAL.**

I am a recent graduate of Rutgers Dental School who is soon to finish a GPR at Morristown Medical Center. Originally from Robbinsville, I am hoping to return to the Mercer County area to practice. Please contact me if interested. Thank you.

**Alec E. Keon, DMD**  
(508) 237-6153  
[aleckeon@gmail.com](mailto:aleckeon@gmail.com)