



WWW.SCDA.ORG

Bulletin

VOLUME 35, ISSUE 4

APRIL 2007

Welcome To The Beach, 138th Annual Session

By Ken Johnson

The last issues of the Bulletin described all of the opportunities for a great Annual Session. Fantastic CE and a great social calendar don't even complete the offerings available to our attendees. Your 2007 SCDA Convention Committee members have committed themselves to bring you a unique and fun-filled meeting at the Kingston Plantation. There are a number of special opportunities that deserve notice.

Dr. Bill Phillips, our activities chairman, wants to remind everyone of the family and social events planned this year. Friday morning will be the family 5K run. Whether you sprint through the gates or enjoy a leisurely walk, the day will be beautiful and you will feel energized! As in the past, the SCDA offers a golf tournament at one of Myrtle Beach's premier locations. This year it is the Grande Dunes Course. The Grande Dunes Course has been named by Golf Magazine as one of its "Top Ten You Can Play" courses. This year offers assorted prizes and a challenge to players of all levels. And as an added perk, breathtaking views of the waterways and ocean.

Assorted collateral meetings will be held during our meeting. Saturday, May 5th, the South Carolina Dental Assistants Association will have its Annual Luncheon and meeting. Open to the entire dental team, this year's seminar will be entitled "Keeping the White in That Smile" and will offer a presentation by Dr. Jamie Cross Gomez. An awards presentation will follow. Tickets are \$28 and the luncheon begins at 12:00 pm.

The SCDA Alliance Brunch will also happen on Saturday, and will begin at 10:00 am. The brunch has become a favorite, and this year will be no exception! Richard Nickless, a certified Chef and Culinary Administrator, will offer a cooking and food preparation demonstration. He is President of the Charleston Chapter of the American Culinary Federation. His enthusiasm for food is contagious! Do not miss this brunch! Tickets are \$35 and some are still available for this event.

The exhibit floor is always full of dental friends. Our exhibitors are as much a part of the dental team as is the chair-side assistant. This year the Convention Committee has changed the hours that the exhibit hall is open and the time is worthy to note. Dr. Jeff Bayme, Commercial Chair, reminds attendees that the exhibits will be open on Thursday at 10:30 am. There will still be a Welcome Reception that evening. We'll have lunch with the exhibitors on Friday where special meals will be made available for multi-tasking attendees seeking a bargain! Please save your orders until the Annual Session so we can make this a great convention for our business sponsors.

Other lunches and receptions will include the Awards Luncheon for the American College of Dentists and the International College of Dentists. Dental students from MUSC will be acknowledged for their excellence. Speaking of MUSC, there will be an MUSC Dental Student Drop-In Friday evening. This food and drink evening is partially underwritten by generous voluntary contributions of \$25 to sponsor Dental Students given with the meeting registration. Also on Friday, the SC Committed Dental Hygienists will have a meeting. President Janet Lorin will welcome new members to the dental team.

It is not too late to attend this fantastic session. On site registration will be available, and online service is still running. We hope to "See You At The Beach!"



INSIDE THIS ISSUE:

Welcome To The Beach	1
Master Calendar	3
Editorial Comments	3
President's Message	5
GKAS Results Exceed 2006!	7
Executive Director's Notes	9
SCDA Member Benefits Group	13

PUBLISHED BY THE
SOUTH CAROLINA
DENTAL
ASSOCIATION

Insuring South Carolina Smiles.



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

Difference.

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



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

Service.

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

Benefits.

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



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

Master Calendar

- Apr 20 Risk Management Seminar,**
8 am-5 pm, MUSC
- Apr 20 SCDA Member Benefits
Group Meeting,** 9 am-1 pm,
SCDA Office
- Apr 21 SC Society of Oral & Maxil-
lofacial Surgery Meeting,** 9
am-12 pm, SCDA Office
- May 3-6 138th Annual Session,** Em-
bassy Suites—Kingston Planta-
tion
- May 11 2007 Annual Golf Tourna-
ment—Columbia Dental
Assistants Society,** Char-
wood Country Club, 1-6pm
- May 18 Regular Board Meeting,**
SCDA Office, 9 am-3 pm

Please visit www.scd.org
for more events.

South Carolina Dental Association Bulletin

Vol. 35, No. 4

April 2007

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

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 mailed to the SCDA office, or faxed to (803)359-3004.

To the Members of the South Carolina Dental Association,

As a member of the Board of Dentistry, it gave me great pleasure to observe such a positive mission during the "Give Kids A Smile" Program held in February. Donating your time to such a worthy and much needed cause is admirable.

For many children, going to a dentist may not be a pleasant experience. However, eliminating dental problems ensures that child stands a better chance of focusing on school work. I am sure you have made a difference in these young lives.

Thank you to all of the dentists and staff that participated in this worthwhile project. I appreciate you donating your precious time, office space and services

Genie M. Duncan
Public Member
SC Board of Dentistry

Dental Tragedy

A dental tragedy occurred at the end of National Children's Dental Health Month. A child lost his life on February 25th as a result of an avoidable dental abscess. Many of my readers might have seen the story as it was told of 12 year old Deamonte Driver who died in Maryland, near the DC border. The brain infection was directly related to a "deplorable lack of dental care" as reported by the Washington Post newspaper.

Some readers of the Post may have walked away with the impression that dentists should be solely responsible for treating the underserved. This tragedy and the nature of the coverage underscores the critical need for dentistry to lead the dialog on improving access to oral health for the needy. Former Surgeon General C. Everett Koop once said that if you don't have good oral health, you aren't healthy. Increasingly, science is bearing this out. Good oral health is not just about healthy teeth and gums. It's about overall health, about preventing and controlling non-oral diseases. And it's every-one's business, not just dentists'.

This regretful death illustrates a multiple system failure which is endemic in the underserved populations. The State and Federal Medicaid systems are inadequate in most states, under-funded in all states, and are subject to even greater cuts in the future. Routine preventive measures, simple corrective measures, and parental education may have prevented this tragic loss.

It's time for action to prevent the next child's needless death; to end society's neglect of the oral health of the most vulnerable among us. Dentists can lead the way, but we can't do this alone. We need state and federal public officials to stop shortchanging dental programs, which costs all of us heavily in the long run. We need water fluoridation and the universal availability of preventive care. Both are surefire investments that produce healthier, more productive young people.

Till next time,
Phil



Carroll Dental Laboratory, Inc.
Kinston NC 28501



e-mail: carrolldental@earthlink.net
website: carrolldentallab.net
800-359-2455

**FULL SERVICE
Partials & Dentures**

**Crown & Bridge
Cosmetic Dentistry**

Las Vegas Institute Trained Technicians

Metal Free

- IPS Empress® Esthetics
- LAVA™
- Feldspathic Veneers
- Sculpture FibreKor™ (Polymer Ceramic)

Conventional Crown & Bridge

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

Full Metal Crown/Bridge

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

Implants

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

"Raising a Standard of Excellence"

Partials/Dentures

Partials (Vitalium 2000 Metal)

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

Dentures

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

Miscellaneous

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

Ortho

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

Ortho Appliances

Schedule

Crown & Bridge

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

Partial & Dentures

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

Price list available upon request.

Personal assigned
technicians per doctor!



**Your patients trust your expertise.
You can trust ours.**

Banc of America Practice Solutions™

At Banc of America Practice Solutions™, you can rely on our industry leadership. The expertise of our financial specialists and the convenience of a simple **Express Application** can help you secure equipment financing in as little as **three hours**.

Buy equipment for your practice:

- Equipment loans from \$10,000 to \$200,000*
- Simple interest, no fees, no prepayment penalty
- Flexible terms up to 10 years
- Payment plans designed specifically for your needs

Additional solutions to grow your practice:

- Practice Sales & Acquisitions
- New Practice Start-Ups
- Debt Consolidation**
- Commercial Real Estate
- Office Improvements & Expansions

Call Today **1.800.491.3623** Mention Priority Code: **SU3H3** • Mon. - Fri. 8 a.m. - 8 p.m. Eastern Time

* All programs subject to credit approval and loan amounts are subject to creditworthiness. Some restrictions may apply.

** Banc of America Practice Solutions may prohibit use of an account to pay off or pay down another Bank of America account.

Banc of America Practice Solutions is a subsidiary of Bank of America Corporation. Bank of America is a registered trademark of Bank of America Corporation.

© 2007 Bank of America Corporation

A subsidiary of

Bank of America



President's Message

Each year I look forward to the SCDA annual convention because it is a wonderful opportunity to spend time with family and friends. I want to encourage all of you to reward yourselves and come enjoy Myrtle Beach a day early. Check into your accommodations on Wednesday so that you can be rested and ready to join us for what I believe to be the first ever general opening session at 8am on Thursday morning May 3, 2007. This opening session is for everyone—dentists, spouses, dental team members and guests. Our speaker on Thursday morning will be our ADA President-Elect Dr. Mark Feldman. He is a tremendous speaker that you do not want to miss. I'll even have a cup of coffee ready for you. I hope to see you there.

The SCDA staff, board members, and other volunteer dentists had the good pleasure of hosting a dinner for the House 3M Committee on February 27, 2007. The House 3M Committee is chaired by Representative Leon Howard. Committee attendance at this dinner was very good. The socialization was very cordial and everyone had an enjoyable time. We believe that the members of the 3M Committee are sensitive to the concerns of the SCDA and will work with us on legislative issues pertaining to dentistry.

On March 7, 2007, the SCDA hosted a dinner for the Senate Medical Affairs Committee and the Senate Finance Committee. This dinner was also very well attended. Senate Finance Committee Chairman Hugh Leatherman and Senate Medical Affairs Committee Chairman Harvey Peeler gave remarks to the group indicating sensitivity to the SCDA legislative concerns. Again everyone had an enjoyable evening.

I want to extend my sincere thanks to the SCDA Board, contact dentists, Executive Director Hal Zorn, Executive Director-elect Phil Latham, Legislative Chairman Rusty Newton, and especially our lobbyists, Richard Davis, Ashley Smith, Shell Suber, and Donald Wood for making these very successful events possible. Our lobbyists are diligently tracking several bills of interest to the SCDA and keeping the SCDA Board and our contact dentists informed of any need to communicate with their local representative or senator the position of the SCDA on any given legislation. Thus far this system of using the Board and our contact dentists seems to be working fine. However if the need arises for us to increase the involvement of the general membership on any important legislative matter the SCDA will make sure that you are properly informed.

In my travels across the state during the past year, I can truly say that every district has demonstrated a keen interest in matters of legislation concerning dentistry. However I am very concerned about low attendance of members at the district business meetings. **We need more of our members active in our dental association.** The SCDA is still striving to be a member driven organization and according to your responses to our most recent strategic plan report you, the members, want the SCDA to be a member driven organization. In order to do that we need more members stepping forward to make the commitment to rotate through the leadership chairs both at the district and at the state level. We need everyone to take seriously the need to be present as a delegate and as a general member to the House of Delegates meetings that are held twice a year. Remember there will be a HOD meeting on Sunday morning May 6, 2007, at our headquarters hotel the Embassy Suites to close out our annual convention. Your presence will be greatly appreciated.

“Together We Can Chart the Future of Dentistry in South Carolina”



Larry Ferguson
President

*We need more of our members
active in our dental association.*



UltraFlex™ Night Guards

This revolutionary composite is a superior alternative to traditional acrylic nightguards. UltraFlex offers multiple clinician and patient benefits:



- Hypo-allergenic and monomer-free
- Thermally adjusts with patient's body temperature
- Maintains its optical clarity (no yellowing)
- Highly profitable...minimal chairside adjustments
- Reliable and repairable
- Available with a soft liner
- Recommended to protect all-ceramic restorations

Call 800.233.6785

to start benefiting from UltraFlex today

Visit our website at www.newimagedl.com for more information about all of our products and services.



New Image Dental Laboratory
P.O. Box 105208
Atlanta, GA 30348

Choose the color, stop the grind

ACCOUNTING. IT'S ENOUGH TO MAKE YOU GRIND YOUR TEETH.

We understand. Coleman & Ureda has been helping dentists meet their financial goals for more than 20 years. We combine our knowledge of dentistry with our experience in accounting to give your practice that competitive edge. So you'll spend more time with your patients. And less time with your books. Call us today. When it comes to running your practice, we know the drill.

240 Stoneridge Dr, Ste. 402 • Columbia, South Carolina • 1.800.680.4171 • www.cu-cpa.com



Coleman & Ureda, P.A.
Certified Public Accountants



GKAS Results Exceed 2006 Totals!

By Phil Smith

The South Carolina Dental Association had another great year for the 2007 "Give Kids A Smile" Program. As the GKAS Committee evaluated the state numbers, it appeared that fewer children were cared for, and more individual dentistry completed than in 2006. Many of the kids were from previous years' programs, and their dental health seemed more stable. The volunteers saw 934 children, and donated dentistry that exceeded \$230,000! Amounts produced are based upon current Medicaid fees, and do not necessarily reflect the cost of care. The ADA reported increased traffic at the nation's clinic sites. According to the ADA News, 2,200 programs received over 751,214 children and delivered care valued in excess of \$72 million.

This year's GKAS was unlike previous years. Bad weather interrupted three sites, requiring abbreviated schedules, and other locations had to reschedule when the snow and ice came through the upstate. But volunteers held their commitment, and kids were seen. Greenville Technical College had a school delay of two hours, but Dr. Parker and many volunteers were present as children arrived in the storm. Lots of kids were seen, and many children had dentistry completed by GKAS dentists later. Spartanburg rescheduled until the next week and Anderson did not hold their event until March 2, but both facilities did record breaking numbers.

In the Midlands there was plenty of activity surrounding the clinic day. In preparation, Midlands Technical College provided four days of screening, cleaning and referrals for our base of patients. During the visits, patients were then scheduled at one of ten operative sites that welcomed the kids that needed restorative care. Palmetto Health Dental Clinic at the Richland Hospital Campus, and four pediatric dental offices saw the first wave of patients. Other private offices received referrals, and this proved very effective. Actually, the private office model worked well enough to warrant expansion in 2008.



Corporate sponsorship was strong and greatly appreciated. Colgate, Sullivan-Schein Dental, Benco Dental Supplies, Delta Dental Insurance, and SCDA Member Benefits Group all supported this effort. Besides major donors, there were dozens of small contributors offering food, drink and transportation. SCDA extends special thanks to all that donated.

The SCDA and the "Give Kids A Smile" Committee would also like to thank all participants in this worthy event. Technical colleges, private offices, dentists and the support staff, Christy Campbell and numerous committed dental supply distributors, all came together to make this a wonderful year. Thank you!

You've Worked Hard to Build Your Business, But How Do You Build Your Wealth?

Retirement Plans - Asset Management

*Family Legacy, Inc. seeks to help business owners make and save more money.
The more positive your cash flow, the more velocity you will create for
your long term financial goals.*

We want to help you get to where you're going!

Check Our Website
For Upcoming
Seminar Dates
www.falegacy.com



104 Broadus Ave.
Greenville, SC 29601
864-233-0808

“The Doctors’ Safety Net”

Operating Room Assisted Dentistry

Just 1% of Your Patients can Ruin Your Day...

- ✓ Those with intense phobias who won't allow you to work or chronically cancel appointments
- ✓ Patients with severe gag reflexes who simply cannot sit for treatment
- ✓ Medically compromised individuals who put themselves (and you) at risk by attempting treatment in a dental office
- ✓ Developmentally disabled and handicapped patients

These patients can eat into your practice productivity and well-being.
These are the ones you want to help but wish you could get rid of.
These are the people we serve!

Please help us help you. Call or e-mail for information.

David Kurtzman, DDS, FAGD
Marietta, GA
770-980-6336
dkdds@bellsouth.net
www.hospitaldentistry.org



Executive Director's Notes

SCDA Strategic Plan Update:

Many of you have read and kept up with the activities of the recent SCDA strategic plan. You will recall that the plan called for several areas to be addressed not only within the SCDA but also for Stonemark. The first recommendation was to change the name of Stonemark. After much discussion, the Board approved to change the name to the South Carolina Dental Association Member Benefits Group. The name change was done so that it would be more recognized as a relationship to the SCDA.

The SCDA Member Benefits Group endorses a host of products and insurances all of which can benefit you and your practice. Another item that was addressed by the strategic plan was the creation of a benefits book that would provide an overview of what the Member Benefits Group endorses and who to contact regarding those products. Member Benefits Group manager Mark Brown has been working on this project for several months and by the time you read this article; you should have already received your benefits booklet in the mail as it was mailed to the entire membership.

Please take the time to review and keep it at your fingertips to refer to time and time again. Many of the services can provide a great benefit to you as a member and can also save you money. Also, by using these products, the Member Benefits Group receives royalties and that money is used in various ways throughout the SCDA. By having these royalty payments, the SCDA is able to keep your annual dues at a lower level than they would be if we did not have the royalties.



Phil Latham
Deputy Executive Director

Another SCDA Benefit:

Having worked with the membership for many years, I have often been asked, why should I pay my dues? What has the SCDA done for me? The SCDA Bulletin is not long enough to speak to all of those benefits, but I would like to bring your attention to the most recent item the SCDA has assisted you with.

The new CT x-ray machines, also known as cone beam x-ray machines, are beginning to show up in several dental offices in South Carolina. These machines could have brought with them a host of unnecessary regulations, fees, paperwork and training that would have had to be completed before operating such a machine.

Your SCDA along with close help from Vice-President Jim Mercer, met with officials from the Department of Health and Environment Control (DHEC) to discuss the new x-ray machines and worked together on a list of simple requirements that would be beneficial to you as a dentist and not a burden.

The requirements are listed on the SCDA website as an addendum to the radiation regulations found under "Documents by Request" listed under the "Members only Section".

SCDA Annual Meeting:

Another SCDA Annual meeting is approaching fast. By now you should have received a brochure outlining all of the meetings, activities and speakers. President Ferguson, Convention General Chair Ken Johnson and the entire convention committee have outlined an excellent meeting. Don't forget that the deadline for early registration is Friday, April 13. The easiest way to register is to visit the SCDA website at www.scdca.org and register online.

Many of the services can provide a great benefit to you as a member and can also save you money.

AFTCO

Transition Consultants
(Since 1968)

AFTCO, established in 1968, is the nation's largest transition company with the experience you expect and deserve.

Over 150 practice transition programs customized to meet your needs.

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

Beth Stukes • Jim Gaines, DMD
Ollie L. Stukes, DMD

800-232-3826 • www.aftconet.com

AFTCO is pleased to announce...

Kevin M. James, D.M.D.

has acquired the practice of

**Palmer M. Thomas, D.M.D.
& Craig S. McDowell, D.D.S.**

Newberry, South Carolina

Jason A. Single, D.D.S.

has acquired the practice of

George M. Christopher, D.D.S.

Anderson, South Carolina

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



Helping you build your practice, one case at a time



Big lab capabilities. Small lab service.

When Joe Sherer founded our laboratory in 1968, he established a foundation - a commitment which we strive to accomplish every day.

We want each doctor, staff member, and patient to know that our passion is to provide the best possible product along with the best possible service.

Quite simply, we want to do whatever it takes.

*Proudly serving
South Carolina dentists
since 1968*

Sherer Dental Lab
Rock Hill, South Carolina
800-845-1116
www.shererdentallab.com



RESTORE-ALL INC.

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



NO DOWN TIME!!
(We work weekends)

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

*Give Your Business and Your
Employees The Colonial Advantage.*

Critical Illness • Accident
Medical BridgeSM • Cancer



*for what happens next**

Adrian Mann

Colonial Supplemental Insurance
803.240.2526
adrian.mann@coloniallife.com

Mark Brown

SC Dental Association/Stonemark Services Corp.
800.327.2598
brownm@scda.org



Colonial Supplemental Insurance is the marketing brand of Colonial Life & Accident Insurance Company.

South Carolina Dentists Can Benefit From Fortress Strength



Fortress Insurance Company

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

**"Our Only Business is
Protecting Dentists."**

Our strength is our specialization.

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

Our strength is our people.

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

Our strength is our commitment.

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

Fortress Offers:

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

**NO TWO INSURANCE
COMPANIES ARE THE SAME**

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



THE GENERAL AGENCY

1527 Hwy. 7 • P.O. Drawer 30459 • Charleston, SC 29417
843-766-9091 Toll Free 1-800-922-5036

single-source supplier

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



20. Special Promotions

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

20 ways Patterson can benefit your practice



10. Equipment Selection

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

19. Satisfaction Guaranteed

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

1. Sales Support

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

9. Software

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

11. Office Design

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

18. An Innovative Leader

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

2. Inventory Control Systems

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

8. Patterson Plussm

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

12. Financing

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

17. Front Office Supplies

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

3. Faster Delivery

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

7. Competitive Pricing

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

13. Equipment Installation

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

16. One.Plus

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



4. Largest Inventory

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

6. Technical Service Support

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

14. Practice Management

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

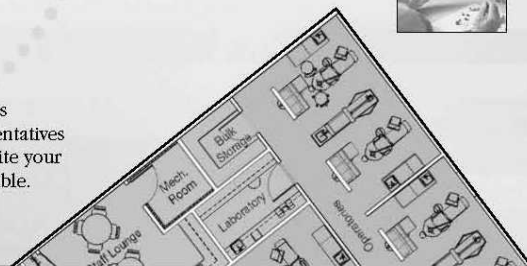


15. 24-Hour Handpiece Repair

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

5. Customer Service

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




**PATTERSON
DENTAL**

Greenville Branch
864-676-0333
800-354-3326

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

Charleston Branch
843-849-5260
800-237-8187

P6023 (5/05)

SCDA Member Benefits Group Corner

By Mark K. Brown

The Future Is Here

As we all know, technology is ever changing and so is the internet. More and more business is being conducted over the Internet via company websites than ever before and there are no signs of this ever slowing down. This is also proving to be true in the dental and medical professions.

The internet has become a vital tool for getting your practice's name and services out to the public. Understanding this, the SCDA has teamed up with a South Carolina based software development firm. We can now offer websites to member dentists at an outstanding discounted rate.

Have your practice's website built to your specifications— which can include pictures of you, your staff, directions to your office, procedures you offer, before and after pictures of services performed and downloadable patient forms, etc.

You will also receive your own domain name and up to 10 different e-mail addresses that you can assign to your staff. An example of this might be, Hygentist@Dr.ABC.com.

Our research shows that most companies charge anywhere from \$1,000 to \$5,000 for a website with a \$40 to \$55 monthly hosting fee. You, as an SCDA member, can now receive a website for \$299 with a \$30 monthly hosting fee.

Increase awareness of your practice and efficiency within your practice by going to www.scdaweb.com or contacting Bill Mitchell at (803) 748-7171.

Trusted by over 35,000 clients

TimePlus® Payroll

We add to your success.

Payroll Services

Time & Attendance

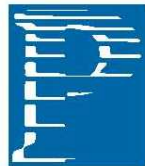
Employee Self Services

Human Resources

Enterprise Solutions

(888) 720-7587

www.timeplus.com



Professional Practice Consultants, Ltd.

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

Earl M. Douglas, DDS, MBA

Experience counts.

It's as simple as that.

800-321-4540

Call for information on our
practice sale listings.

Visit our website at
www.ppcsouth.com

Member of



Classified Ads

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

...

PRACTICES FOR SALE

CHARLESTON AREA #8068—Gross \$242,071; 2.5 days; 3 ops; 1300 sq. ft. office space, assistant, hygienist, office manager

NORTH OF CHARLESTON #8187—Gross \$365,643; 5 days; 4 ops; 2000 sq. ft. office space; assistant, office manager, receptionist, GP practice for sale for \$200,000! Two additional ops plumbed.

ORAL & MAXILLOFACIAL SURGERY #8223—Gross \$625,793; 3.5 days; 3 ops; 2000 sq. ft. office space, assistant, business assistant, insurance clerk, 2 RNs, Additional plumbed but unequipped operator. Call Dr. Earl Douglas, Professional Practice Consultants, Ltd., at 800-321-4540 or Dr. Jim Howard at 910-523-1430 for more info. We specialize in appraisals, sales, mergers and associateships. We provide financing for buyers and pay cash to sellers.

...

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

...

Dental lab space for rent. Irmo area near Irmo High School. Approximately 600 sq. ft. Includes casting room, porcelain room, bath, private office, and general lab space. \$500/month. Utilities included. Daytime M-Th 803-772-5628. Evenings and w/ends 803-781-5652.

...

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

...

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

...

Charleston Area—Excellent opportunity in growing area. Located in a free standing building. Over 2,000 sq/ft. Five well equipped treatment rooms. Could add one more. Gross collections over \$400,000. Call 843-452-1715.

...

Practice for Sale: Columbia, S.C. Low overhead, 35-40 new patients a month. Email to:

hogancatch@yahoo.com.

...

Gen. prac. and equip./furn./supplies for sale in Greenville, SC (Pelham Rd). 3 equipped ops with 4th hygiene room plumbed. Planmeca panorex with autocassette. Doctor partially disabled, presently works 26 hr/wk, and refers out most extract., endo., perio., and prosth. Great growth potential, esp. for grad of GP residency program. 1500 sq. ft. building for lease. Present owner prefers to stay and work PT - afternoons. Salary or % of production/collections negot. Staff of 2, works 32 hr/wk, and willing to stay at present salary and benefits. For more info, call office at 864-232-9452.

...

State Dental meeting or vacation rentals at Kingston Plantation-Myrtle Beach. 1, 2 or 3 BR condo in South Hampton-adjacent to Embassy Suites with connecting walk way to convention center. 3 BR luxury condo at Margate in Kingston Plantation is also available. Call Dr. Carlos Smith DMD at 803-794-0146 or 803-359-2488 for owner rates.

Help Wanted

ASSOCIATE OPPORTUNITIES

CHARLESTON #8372 ASSOCIATE-FT assoc. needed immediately for busy GP. Call Dr. Jim Howard at 910-523-1430 for more information.

LEXINGTON AREA #8366 ASSOCIATE FT gen. dentist needed for assoc. position in modern office with digital

imaging. One of SC's fastest growing areas with excellent, blue ribbon schools. Located within minutes of beautiful recreation at Lake Murray. Call Dr. Jim Howard (910-523-1430) for more information.

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

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

Call Dr. Earl Douglas, Professional Practice Consultants, Ltd., at 800-321-4540 or Dr. Jim Howard at 910-523-1430 for more information. We specialize in appraisals, sales, mergers and associate-ships. We provide financing for buyers and pay cash to sellers.

...

Successful general practice serving children and young adults seeks assoc. with potential partnership buy-in. Must be patient oriented, have good ppl skills. Prac. conveniently located in popular Raleigh-Durham area. Excellent compensation/Benefits package w/ guaranteed salary. Contact Donna Waters 919-815-1361.

...

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

...

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

...

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

...

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

...

Seeking a compassionate Dentist to work in Spartanburg/G'ville/Anderson who could use 17 weeks off each year and a starting salary of up to \$135,000 plus an annual bonus. We are a caring removable prosthetics practice offering a great benefits package. Please call 800-948-7005 and ask for Dr. Fields or Chris.

Rates:

- Classified advertising is \$25 for members and \$35 for non-members 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.

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 South Carolina, 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 864-325-2204 for more information.

Lexington, SC - Full-time - Pediatric Office. Seeking certified dental assistant and dental hygienist. Growing practice needs someone who is dedicated to providing quality care. Competitive salary and benefits. Fax resume to 803-359-7542 (Monday - Thursday, 9am - 4pm).

Dentist wanted, 2yr old GD practice has immediate opening for a NC licensed Dentist. This is a salaried PT position (2-3 days/wk) that will lead to a FT position (4 days/wk). The practice is located in growing area in Charlotte near Matthews. Modern digital /paperless office in a great location. Please contact danser-rao@alltel.net or fax to 704-321-3425.

Growing practice seeks dentist committed to quality dentistry and exceptional care. 2 doctor practice in Greenville, SC.. Staff provides comprehensive treatment to include placement & rest. of implants, perio surgery, rotary endo, crown & bridge and cosmetic cases. Attractive 6 op facility equipped w/ digital radiography, digital photography, Diagnodent technology, paperless patient charts, an intra oral camera, etc. Pay is 30% of production w/ a guaranteed min. salary. Please call Dr. Chris Rouse at 864-386-2003.

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

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

Dental hygienist(s) wanted for downtown Charleston, SC general dental office. Monday & Tuesday 8 am -5 pm.Thursday 12-7:30 pm. Floating DH welcomed. Call

Monica at 843-723-9582. Salary commensurate with experience. Minimum \$25/hour.

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

Career Opportunity immediately avail. for an experienced, FT Registered Dental Hygienist. Performs the usual procedures of a RDH while promoting safe environment of min. stress. Must perform oral procedures, maintain aseptic work area, be organized & self-motivated, coordinate patient flow with front and back offices, educate staff on dental hygiene & related issues. Follow universal precautions & all OSHA & HIPAA reqs. Top salary, full benefits, 401K & more. 2 years of experience req. Contact Floretta Sutton at 803-255-0200 or aharper@esourceshr.com.

Dental Personnel for Columbia practices. Ongoing recruitment for dental practice managers, dental receptionist, dental assistants and dental hygienist. Full time and part time available. Paid vacations, holidays and medical benefits available for part-time staff. Please fax or email your resume to Amy Sheehan at 803-806-8135 or email to asheehan@recruitingsolutionsonline.com. Please specify full- time or part-time.

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.

Associate opening in Anderson/Greenville area. Well-established small town practice with loyal long-term staff needs a FT assoc. to run as solo-dentist w/out the administrative burdens. Launching "extreme office makeover" including new ADEC operatories, Eaglesoft computerization, reception area facelift & aggressive marketing campaign. Growth & income are unlimited for the poised dentist who can step in as an enthusiastic team leader. Willing to mentor a suitable recent graduate. Call 864-225-9373.

Patient oriented quality practice in the Pee Dee area seeking an energetic, compassionate Associate. Four-day work week doing rotary endo, C&B, prosthetics, implants, Invisalign. \$800,000 annual gross. Progressive

community, good schools. Contact Dr. William Laney at 843-537-9044 or DrTeethcd@earthlink.net.

Assoc. Dentists - Opportunities avail. in several areas of NC, in state-of-the-art general practices treating underserved children and young adults. A desire to work in a team oriented, positive environment a must. Excellent compensation and benefits package with opportunities for growth. Come help us make a difference! Contact Roger Walters, Root Dental Mgmt (704-395-6000) Email: walters.rdm@gmail.com. New grads encouraged.

Wanted: Dentist Associate. Position available full or part-time. Call 843-726-4771.

Partnership - Fort Mill/Rock Hill South Carolina area. Excellent opportunity for Graduates or Associates to practice high quality dental care without the hassle of management. Please call 803-285-3017 or E-Mail mjrespass@comporium.net.

Job Wanted

Well experienced general dentist will travel for temporary coverage (locum tenens) in your office, or associate position in the greater Myrtle Beach area. Please contact J.K. Thornton, DMD at 843-267-2794 or jktmd@yahoo.com. References available upon request.

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.

General Dentist seeking associate or community clinic position in the Columbia, SC area. Willing to work PT or FT - very flexible. Benefits not required. Please contact Dr. Ben Adams 407-222-7445 or benucf@yahoo.com.

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

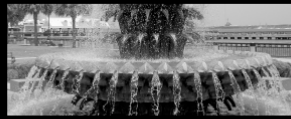
Academy for Sports Dentistry

presents 2007 Annual Symposium

*“Process the New Knowledge –
Treat with Skill”*



June 21-23, 2007 • Charleston, South Carolina



The Academy for Sports Dentistry (ASD) will feature the world renowned **Dr. Jens Ove Andreasen from Denmark as its keynote speaker.** In its August 2005 issue, “Dental Traumatology” magazine said, “If dental trauma were to be named after one person, it would be Jens Ove Andreasen, D.D.S.” ASD Annual Session Chair Dr. Michael Engel calls Dr. Andreasen “the ultimate researcher in dental trauma.”

Dr. Andreasen has authored 285 publications and 10 textbooks about dental traumatology, tooth replantation and auto transplantation, tooth eruption, and tooth impaction. **“Having Dr. Andreasen as the Academy for Sports Dentistry’s keynote speaker this year is a great privilege and a wonderful opportunity for our members and others interested in sports dentistry to learn about the latest studies in dental trauma from its top researcher,”** says ASD Annual Session Chair Dr. Michael Engel.

Dr. Andreasen’s day-long presentation will cover thirteen different trauma entities that have unique healing capacities and demands for treatment, including: crown fractures, root fractures, luxation injuries, tooth avulsion, premature loss of permanent teeth, and more.

Other speakers include:

- **Dr. Lon R. Doles**, an oral and maxillofacial surgeon from Charleston with a variety of sports team experience, will discuss “Diagnosis and Treatment of Maxillofacial Injuries.” He will describe how to diagnose and provide palliative treatment on site.
- **Joseph E. Mazur**, a Clinical Pharmacy Specialist and Clinical Pharmacy Manager for the Medical University Hospital Authority in South Carolina, will present “Pearls for the Sports Dentist -- A Primer on Analgesics, Bisphosphonates, and Anticoagulants,” including a look at the controversy of bisphosphonates
- **Dr. James A Rivers**, Chair of the Medical University of South Carolina’s College of Dental Medicine’s Department of Restorative Dentistry, will discuss “The Replacement of Missing Teeth using Dental Implants.”
- **Dr. Gary S. Solomon**, a board certified clinical neuropsychologist from Tennessee and Team Neuropsychologist for the NHL Nashville Predators, will present “The Heads Up on Sports Concussion,” which will include a discussion of ImPACT® testing.
- **Dr. Jackson E. Winters**, a pediatric dentist and National Football League scout from Ohio with extensive National Collegiate Athletic Association refereeing experience, will examine the “Role of Mouthguards in Reducing Incidence and Severity of Concussion in High School Football Players.” He’ll look at custom and no-custom mouthguards and their effects on concussions.

ADAC·E·R·P
CONTINUING EDUCATION RECOGNITION PROGRAM

Attendees can claim up to **15 hours of continuing education** for full participation in the symposium.

The Mills House Hotel
115 Meeting Street
Charleston, SC 29401
(843) 577-2400

**To register and find out more visit our website at:
www.sportsdentistry-asd.org or call: 800/273-1788**

Say "Aahhh."

Not because we want you to open wide, but because that's how you'll feel after choosing Dental 360 to manage your financial, accounting and tax needs.

Did you know that at least 50% of all dentists who have a retirement plan are in the wrong plan? In fact, most financial observers believe that less than 10% of dentists actually reach the age of 65 with the ability to retire. Proper tax and financial planning has been shown to increase net disposable income by as much as 15% to 20%. Preplanning the use of this increase is the key to financial independence. We like to call it "pre-allocation of found money."

Dental 360 specializes in the dental field. With more than 30 years of experience working with dentists in South Carolina, we understand the big picture and can help you prepare for the unique financial challenges you face. We'll develop a financial game plan to get you on the path to success in areas such as:

- Practice accounting
- Tax planning and preparation
- Payroll service

- Retirement plan design and administration
- Practice management such as scheduling, billing and collecting, and fee analysis
- Investment management
- New practice start-up

Contact Ed Strom today at (803) 790-6105 or email ed@dent360.com to start maximizing your practice's potential.

DENTAL 360:

PRACTICE MANAGEMENT AND FINANCIAL STRATEGY
6 Monckton Boulevard
Columbia, SC 29206
803.743.9600 OFFICE
803.743.9616 FAX

