




Lancaster County
Dental Society
Est. 1867

THE HANDPIECE

Q4
2013

The Newsletter of the Lancaster County Dental Society

www.lancastercountydentalsociety.org

THE PRESIDENT'S MESSAGE 

IN THE SPOTLIGHT

OCT. 24, 2013 - MAR. 20, 2014

Lancaster County Dental Society
Continuing Education 2013-2014
Multiple Classes for CE Credits

OCTOBER 24, 2013

"Principles of Oral Surgery:
Pearls and Pit Falls"
by Dr. John Vakkas
Lancaster Country Club

NOVEMBER 7, 2013

"Advanced Orthodontic
Treatments"
by Dr. Natalie Parisi
Lancaster Country Club

FEBRUARY 4, 2014

CPR Certification Class
Open to doctors and staff
6:00 PM
Lancaster Country Club

MAY 14, 2014

"The Business Side of Managing
Your Dental Practice"
Multi Speaker Event from
David R Campbell & Associates, LLC
Lancaster Country Club

DECEMBER 1, 2013

Deadline for article
submission for next
Handpiece
Please e-mail to
LCDentalsociety@
yahoo.com or call Alycia
TELEPHONE : 717-606-6534



It's happening right now: walk into your waiting room, and more likely than not, you'll see at least one patient passing the time by playing on their phone – checking email, catching up on news, reading websites and scrolling through their social media feeds. Like it or not, our society is increasingly moving towards the digital culture. According to a Pew Internet study published in the beginning of August, 72 percent of adults, ages 18 and over, are now using some form of social media. This includes the giant Facebook, the increasingly popular Twitter, and the well-established and growing sites like YouTube, Instagram, Pinterest, Google+, LinkedIn and Reddit. Even the best practice will have a disgruntled patient at some point and knowing how to manage a poor or inaccurate review is critical. As professionals, it is our job to be proactive with this growing trend.

Here are a few tips for protecting your online reputation in the age of social media:

Be aware with what is being produced about your reputation via the Internet. For example, what are your reviews on sites like Yelp or Google? In today's world, instead of seeking a friend's recommendation, new patients search for dentists located in the

vicinity and read reviews posted by other patients. If you find an inaccurate review, contact the site. Some will allow you to respond to the comment directly and others will contact the reviewer for you and ask them if their statement is accurate.

The best offense is a good defense – Manage your own online reputation by participating on social media – set up a Facebook page or open a Twitter account. This is an excellent way to further extend practitioner –patient relationships. Be social-media savvy and use appropriate marketing approaches. Marketing in social media is slightly different than traditional marketing approaches. Brevity is key – users are looking to be engaged constant, brief snippets of information.

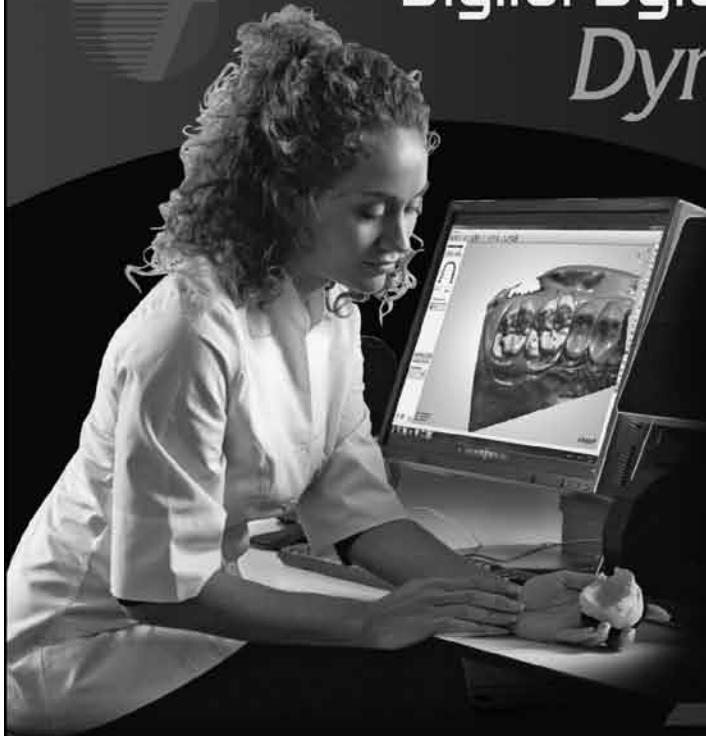
Update constantly. Social media is somewhat like a conversation, and if you fall silent, the potential benefit is gone. Additionally, a solid, user-friendly website that is often updated can be a major resource for patients looking for additional information, or new patients hunting for services.

Solicit positive reviews from your patients at the time of service.

Best Regards,
Dr. Michelle Cantwell



Digital Bytes to *Dynamic Beauty*



CAD/CAM restorations are growing at an unprecedented rate. As *"Your Partner in Mastering New Technologies®,"* Thayer Dental Laboratory was an early adopter with CAD design and CAM milling – with over 10 years' experience as a digital dental laboratory. Our CAD designers are experienced dental technicians and CDT's who design full contour monolithic restorations for milling and pressing; zirconia substructures for milling and layering porcelain; printed wax patterns for casting copings and bridgework; and the design of patient specific implant abutments and bars.

CAD/CAM technologies have allowed Thayer Dental Laboratory to provide more consistent quality tolerances and quicken fabrication times for a wide array of restorations – including virtual restorations without a physical model. Thayer is a Sirona® Connect laboratory and can also accept digital impressions from your Cadent iTero®, E4D, Lava™ COS, 3M™ Tru Def, or Trios® scanner. Discover how we can help you grow your practice with CAD/CAM technology by calling us at 800.382.1240.



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CHAIRSIDE CHATTER

a thought to ponder:

The complete life, the perfect pattern, includes old age as well as youth and maturity. The beauty of the morning and the radiance of noon are good, but it would be a very silly person who drew the curtains and turned on the light in order to shut out the tranquillity of the evening. Old age has its pleasures, which, though different, are not less than the pleasures of youth.

W. SOMERSET MAUGHAM, *The Summing Up*



Dental Access Lancaster County

DALCO Volunteer dentists providing a "Dental Home" for low-income uninsured patients.

The anthropologist Margaret Mead said "Never doubt that a small group of thoughtful, committed citizens can change the world; indeed, it is the only thing that ever has." I see that every day in what the participating dentists do through the DALCO program.

Dental Access Lancaster County (DALCO), a partnership among Lancaster County Dental Society, local dentists and Lancaster General Health, provides a "dental home" for low-income, uninsured patients.

A dental home is a dental practice that provides ongoing care, including routine cleanings. Patients pay a small co-pay for each visit based on their income. DALCO's database includes 142 local dental providers

Though the list continues to grow, it is small in comparison to the dental needs of the uninsured in this community. DALCO currently has a 5 month wait list. We are always looking for more dentists to participate with the DALCO program. If everyone does a little, no one will feel they are doing a lot.

The DALCO providers have provided over \$520,000 worth of donated dental care. We realize many dentists already link with local organizations to provide dental care to those in need; but we are asking you to consider joining DALCO as well. Signing up to see even one patient WILL make a difference.

If you would like to join this list of extraordinary community minded professionals or have questions about the DALCO program, please contact:

Christine Eyer
(717)544-3279
caeyer@lghealth.org



Call for Meeting:

The mission of the LCDS is to serve the membership, mainly through advocacy and education. Guidance is provided by the Executive Board made up of officers and interested members. We, the Board, encourage anyone with a desire to serve in a leadership position or with anything that would be of interest to the membership to attend a meeting. Meetings are approximately once per quarter at the office of Campus Oral Surgery, 1000 Rohrerstown Road. Please contact Alycia Billy at 606-6534 or www.lancastercountydentalsociety.org

LANCASTER COUNTY CAREER & TECHNOLOGY CENTER

The Lancaster County Career and Technology Center is beginning another year with a full class. We have 43 students this year and are excited to welcome a new instructor to the program. Dr. Marie Kelly DDS has joined our instructional staff and we look forward to the new level that she will bring to the program. We will have our clinical rotations during the months of April and May as we always have. Please save us a spot in your practice during these two months as we continue to provide you with dental assistants who are prepared to step right into a position in your office. If you have any questions about our program or clinical, please do not hesitate to contact us at 464-7050 x7091. Have a wonderful fall!

Kay Hudak and Dr. Marie Kelly



The Tobacco Free Coalition of Lancaster County is sponsoring a FREE motivational interview-

ing educational session to help your

patients quit tobacco use utilizing the

Ask, Advise and Refer process. Motivational

interviewing is a guided method of communication to strengthen patients' motivation to change. This FREE session will provide an overview of effective communication and motivational interviewing skills that improve patient outcomes. In addition, we will review the Ask, Advise and Refer model to link patient to FREE state and local tobacco dependence treatment programs.

Tuesday October 1, 2013

Lancaster General Health Suburban Outpatient Pavilion,
2100 Harrisburg Pike Lancaster 7 - 9:00 a.m.

Breakfast will be serviced call 1-888-LGH-INFO (544-4636) .

Lancaster County Dental Society Continuing Education 2013-2014



Dr. John Vakkas

October 24, 2013 : Principles of Oral Surgery: Pearls and Pit Falls by Dr. John Vakkas
Location: Lancaster Country Club
Time: 6:00 PM-9:00 PM, 3 CE Credits (Meal will be included)



Course Objectives:

1. Management of Common complications with simple solutions.
2. Applying technology for diagnosis and more predictable results
3. Understanding how medical history and novel medications alter treatment

Bio: Columbia University, College of Physicians and Surgeons, Doctor of Medicine 2006
Columbia University, School of Dental and Oral Surgery, Doctor of Dental Surgery 2003
University of Pittsburgh, Bachelor of Science in Biology 1997

Dr. Vakkas has participated in several programs such as "Healing the Children" in Neiva, Columbia where he provided Cleft Lip and Palate surgical care and "Healthcare International" in May Pen, Jamaica providing dental services to the underprivileged. He is a current member of the American Academy of Oral & Maxillofacial Surgeon, American Dental Association, and American Medical Association. Dr. Vakkas is actively certified in Advanced Cardiac Life Support and Advanced Trauma Life Support. He is also fluent in Greek and Spanish. Dr. Vakkas resides in Lititz with his wife and two sons.



Dr. Natalie Parisi

November 7, 2013: "Advanced Orthodontic Treatments" by Dr. Natalie Parisi
Location: Lancaster Country Club
Time: 6:00 PM-9:00 PM, 3 CE (Meal will be included)



Course Objectives:

1. Understanding that new technologies are available to orthodontists which can maximize ideal results and sometimes shorten treatment times
2. Understanding that despite new technologies, proper diagnosis is still the key to excellent results
3. Understanding that we can now correct more malocclusions non-surgically, due to newer technologies.

Bio: Dr Natalie Parisi is in private practice in Wyomissing, Pennsylvania at the Reading Orthodontic Group and is also an adjunct professor in the department of Orthodontics at Temple University. During her 18 years as an orthodontist, she has been very involved in the AAO and the Middle Atlantic Society of Orthodontists. She served on the inaugural AAO New & Young member committee and recently chaired the 2010 Annual Session in Washington DC. She is a recent past-president to MASO, where she served on the board of directors for nine years. She serves on the Cleft Palate clinic for the Reading Hospital and Medical Center. She speaks both nationally and internationally on Orthodontics. She is passionate about orthodontics, her family and Villanova basketball. In her spare time, she enjoys cycling, travel and golf. She is currently the reigning champion of the MASO cup!



Dr. Lance Panarello

January 9, 2014: "The Ever Changing World of CAD CAM Dentistry" by Dr. Lance Panarello
Location: Lancaster Country Club
Time: 6:00 PM-9:00 PM, 3 CE (Meal will be included)



Course Objectives:

1. Demonstrate the real financial benefits of the E4D.
2. Demonstrate how the E4D fits into all the styles of the practice.
3. Show the clinical quality and multiple benefits of having a E4D in the office.

Bio: Upon graduating from Garnet Valley in 1990, I attended West Chester University where I fulfilled my requirements in three years. I went to Temple University Dental School, graduated and joined the practice with my father, Dr. Chris Panarello in 1997. It was a tremendous honor and a whole lot of fun to work with him for eight years. Even today our practice still has the welcoming, down to earth, fun atmosphere that Dr. Chris created. That environment still carries over today.

I am blessed with an awesome family, my wife (Jama), and our two children, Roman and Wyatt. My three passions in life are my family, dentistry, and being an assistant coach of the Garnet Valley Football Team. I enjoy conversations centered around construction, remodeling, green building and of course the football team. My hobbies are mentoring others, fishing, old and new cars, golfing with Dad and friends, and making memories with my wife and kids.

I have enjoyed how the practice has evolved into the First "Green" Dental Building in the US. My partner (Dr. Jordan Grant) and I dedicated the building to Dr. Chris Panarello on the 50th anniversary of the practice.

Lancaster County Dental Society Continuing Education 2013-2014

March 20, 2014: Introduction to Dental Sleep Medicine and the Role of Oral Appliance Therapy/
"Tired Teens: The Orthodontists Role in Diagnosis and Treatment of Obstructive
Sleep Apnea?" by Dr. Maxwell Adams, Dr. Michelle Cantwell and Dr. Eric Howard

Location: Lancaster Country Club

Time: 6:00 PM- 9:00 PM, 3 CE (Meal will be included)



Dr. Maxwell Adams

Course Description:

1. A review of the surgical options to aide in the treatment of obstructive sleep apnea

Bio: Dr. Adams is a Board-Certified Oral and Maxillofacial Surgeon who has been in private practice in Lancaster, PA for over 10 years. He is currently the Chief of the Division of Dentistry/Oral and Maxillofacial Surgery, Department of Surgery, Lancaster General Hospital and the Immediate Past President of the Lancaster County Dental Society. He is also a faculty member of the General Practice Residency at Lancaster General Hospital and on the Steering Committee for DALCO (Dental Access Lancaster County). Dr. Adams is the Anesthesia Examiner for the Pennsylvania Society of Oral and Maxillofacial Surgeons, and also lectures on Maxillofacial Trauma for the Lancaster General Hospital's Bi-Annual Trauma Consortium. Dr. Adams did his undergraduate studies at Emory University where he received a B.S. in biology. He attended dental school at New York University College of Dentistry where he received his D.D.S. After dental school, Dr. Adams attended a General Practice Residency at Interfaith Medical Center in Brooklyn, NY. Then, he was chosen to be an oral and maxillofacial intern at the University of Pennsylvania under Dr. Raymond Fonseca. Dr. Adams completed his oral and maxillofacial surgery residency at the University of Iowa Hospitals and Clinics. He then moved to Lancaster and has been practicing here ever since. He met his wife here in Lancaster and they have three wonderful children.



Dr. Michelle Cantwell

Course Description: Introduction to dental sleep medicine and the role of oral appliance therapy

Bio: Dr. Michelle Cantwell is a prosthodontist who has been in private practice in Lancaster, PA since 2005. She completed her undergraduate studies at Wilkes University and received her B.S. in Biology. Dr. Cantwell attended the University of Pittsburgh, School of Dental Medicine where she received her D.M.D. and completed a three year residency in prosthodontics.

Dr. Cantwell was awarded a Navy Scholarship and served on active duty at Naval Dental Center Mid-Atlantic, in Norfolk, VA. While on active duty she served as an instructor in the US Navy's dental residency program and provided prosthodontic and sleep medicine care for the Mid-Atlantic Fleet. She was promoted to Lieutenant Commander before completing her service and opening Cantwell Dental Group. She opened a second practice, The Center for Dental Sleep Medicine, dedicated to sleep apnea in 2012.

Dr. Cantwell resides with her three daughters in Lancaster, PA.



Dr. Eric Howard

Course Description: Understand the role of breathing pattern in skeletal growth and development and the impact of variations in the size and shape of the oropharynx on breathing efficiency. Methods for 3D imaging and examples of orthodontic and surgical-orthodontic treatment that modify the airway will be presented.

Bio: Dr. Howard received his dental training at the University of Pennsylvania. Among his honors is a first place award in the Edward H. Hatton Awards Competition presented by the International Association for Dental Research. Dr. Howard is a member of the Omicron Kappa Upsilon Honor Society. Dr. Howard studied Orthodontics and Developmental biology at the University of Rochester where he was awarded a Certificate in Orthodontics and a Ph.D.

Dr. Howard's professional experiences include the private practice of Orthodontics in Lancaster, PA, Cleft-Craniofacial care at The Lancaster Cleft Palate Clinic and the Department of Plastic Surgery at the Children's Hospital of Philadelphia. Administrative appointments have included Clinical Associate, University of Pennsylvania Orthodontic Department and Assistant Professor, Department of Plastic Surgery, Penn State University, Milton Hershey Medical Center. He has served as Orthodontics Section Editor for the Cleft Palate-Craniofacial Journal. Currently Dr. Howard is a member of the Clinical Advisory board of OraMetrix, Inc and a Faculty member teaching 3D treatment and diagnostics.

Dr. Howard is a member of the Lancaster County Dental Society, American Dental Association and American Association of Orthodontics. Recent invited lectures include the First Pan-African Cleft-Craniofacial Congress, Ibadan, Nigeria; The Bottom Line, Hamilton Island, Australia; and the Orthodontic Residency Training program, Dunedin, New Zealand. Dr. Howard provides ongoing lectures at Orthodontic training programs in Jacksonville University, FL, Eastman Dental Center, Rochester, NY and Harvard University.

Registration Form for all of these Courses is on Next Page

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St. Joseph Health Ministries





BRUSH.BRUSH.SMILE!®
CHILDREN'S DENTAL SERVICES OF COLUMBIA
ORAL HEALTH EDUCATION
ADVOCACY

St. Joseph Health Ministries

BRUSH.BRUSH.SMILE!® School Year End Report

School Impact Report 2012-2013 Lancaster County Schools

We are pleased to have the opportunity to provide critical dental care to students within every school district within Lancaster County. At St. Joseph Health Ministries, we are dedicated to our mission of improving children's health within Lancaster County, and are extremely proud of the services we provide through our **Brush. Brush. Smile!®** program. Research continues to show there is a strong relationship between oral health and school performance.

	Number of Children Provided Comprehensive Dental Care	1,149
	Number of Children Provided Oral Health Education	8,876
	Estimated Value of Care Provided	\$1,104,524
	Number of Children Participating in Dental Olympics	2,626
Total # of Schools Visited		45

2013 Night Beneath the Stars Gala ...Celebrating 10 Years of Smiles!

St. Joseph Health Ministries celebrated the start of its 10th year serving the dental needs of children within Lancaster County at its annual gala on Friday September 6th. Held at Lancaster Country Club, the gala was attended by 221 individuals, including local dentists, healthcare professionals, sponsors, board members and supporters of SJHM. The gala raised more than \$50,000 in support of SJHM's children's dental health initiatives, including Brush. Brush. Smile!® and Children's Dental Services of Columbia.



SJHM staff reveals the total value of care provided since Brush.Brush.Smile® began in 2004.

A Special "Thank You" to Diamond and Platinum Level Gala Sponsors:

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Acuity Advisors and CPAs
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Henry Schein, Inc.
Integrity Bank
Pennsylvania Dental Partners, LLC



Master of Ceremonies, Lori Burkholder, and auctioneer Jon Hummer keep the night fun!



Attendees view silent auction items.

Dental Care to Lancaster County Plain Community

For the second summer, St. Joseph Health Ministries has partnered with the Penn State Cooperative Extension to help improve the oral health of children within Lancaster County's Plain community. Brush.Brush.Smile!® visited seven Plain Community sites throughout this summer. During this time, we provided 237 children with approximately \$312,610 worth of dental care. Families "hosted" the bus at their home or farm locations and helped spread the word within their smaller communities of friends, neighbors and relatives for those eligible based on income and insurance status. SJHM dental team worked individually with parents to help educate them on proper oral health habits for their children, good nutritional choices, and the importance of preventive dental care.



SJHM Sponsors Continuing Education Seminar on Early Childhood Caries

On Tuesday September 10, SJHM hosted a continuing education seminar for local pediatricians, family doctors and health care providers on early childhood caries and how to implement oral screenings and fluoride varnish applications in their offices. The half-day seminar was presented by the Pennsylvania Chapter of the American Academy of Pediatrics, and also included the topic of pediatric obesity. Thirty-two local health care providers attended the seminar.

As part of our focus on advocacy, SJHM continues to look for additional ways to support improving the health of children in Lancaster County.

Dr. Eve Kimball demonstrates oral health screenings and fluoride varnish application to seminar attendees.

BALA INSTITUTE OF ORAL SURGERY

PRESENTS

Oral Surgical Challenges in Dentistry: Part 1



Thursday, November 14, 2013
Cork Factory Hotel
480 New Holland Avenue
Lancaster, Pennsylvania
5:00 PM – 9:30 PM
4 Credit Hours

CPR Recertification Course

Hands-on curriculum will include modules on the adult one and two rescue CPR, pediatric (infant and child) CPR, and adult and pediatric obstructed airway techniques. Class size is limited and this course always fills up quickly.

Date: November 14, 2013 at 4 PM.
Place: Cork Factory Hotel
Cost: \$40- Register by October 31st

Please arrive no later than 3:45 p.m. to check in.

If paying by check, please make check payable to:

Bala Institute of Oral Surgery
15 N. Presidential Blvd, Suite 301
Bala Cynwyd, PA 19004
Phone: (610) 667-6161
Fax: (610) 617-9275

Oral Surgical Challenges in Dentistry: Part 1

SPEAKER: Mansoor Madani, DMD
AUDIENCE: Dental Practitioners, Hygienist, Dental Assistants and Auxiliary Staff
FEE: Dental Practitioners: \$135
RDH/DA/Staff: \$65
CPR: \$40

**4 CE
Credits**

This comprehensive service of lectures will explore challenges general dentist may encounter in managing oral surgical cases. The course will focus on various surgical and anesthetic techniques and tools needed to manage complications. Practical recommendations for successful management of surgical emergencies during routine dental extractions, including effective achievement of local anesthetic will be discussed. Types of anesthesia, choices of injectable anesthetics, choices of instrumentations and their indications will also be addressed. We will explore local and systemic complications during and after a surgical procedure. We will review the correlation of complications as it relates to patients, doctors, surgical techniques and the choice of instrumentations. We will have an in-depth discussion about the essential role of documentation and record keeping with today's emerging technology.

Course Objectives and Goals – Part 1

- To review guidelines for successful management of surgical complications during routine dental extractions
- To review local anesthetic techniques for effective anesthesia and updates on reversal, gate control and buffering agents
- To review updates and documentation: old charts vs. new electronic medical records
- To review areas of vulnerability in any dental practice
- To improve quality of patient care
- To utilize appropriate tools and procedures to treat patients effectively
- To stimulate thoughts and trigger discussion among office team members
- To prevent unnecessary malpractice lawsuits

To register online for any of our continuing education courses: www.balasurgery.com and click on "Lectures" on the upper right side.

1st Meeting of the Year

The Alliance to the Lancaster County Dental Society holds this past Thursday, Sept. 5th, to plan our upcoming events. Cherisse Feddock agreed to once again chair the Dental Health Kit Stuffing project in February. This is a big job, so a big thank you goes out to Cherisse for offering to head it up again! New this year, we will be having a poster contest to highlight Children's Dental Health Month and our local dentists! Look for more info to come your way! Also, keep in mind that the AADA/ADA Convention 2013 is being held just around the corner, Oct. 31 - Nov. 1 in New Orleans. At the AADA Convention, our own Shannon Bender will be receiving a Member Project Award. What a great reason to join your spouse on a pleasurable business trip and enjoy all New Orleans has to offer! Check the website, allianceada.org for more details. And also keep an eye out for the soon-to-be-announced location for the AADA's annual Conference in April! See you at the next local meeting, the December "Christmas Work Party", where we will be mailing out the Holiday Sharing Card. It's always a good time and your help is always welcome. The location will be President Stephanie Grambau's house, 7pm, Thursday, December 5th. Email tsgrambau@hotmail.com for more info.



Alliance members Aurora Greene, Stephanie Grambau and Jenny Zehner (PA State Alliance President) meet up at Starbucks for more coffee talk after the meeting.

Put it on your list!

Alliance Christmas Party & Meeting:
Thursday, December 7, 2013 at
Stephanie Grambau's house.
Email tsgrambau@hotmail.com
for more info!



Smilebuilderz named "Best Cosmetic Dentistry Practice" by Susquehanna Style Magazine

LANCASTER, Pa. – Smilebuilderz has been named the "Best Cosmetic Dentistry Practice" by Susquehanna Style magazine's "Best of Lancaster" edition. The "Best of Lancaster" list includes the best businesses in the city as voted on by readers. Of the 300 dentists in the area, Smilebuilderz has earned this distinction as a result of its exceptional and caring team of dentists and hygienists as well as the comprehensive services and convenience it offers.

The main campus of Smilebuilderz is located at 1685 Crown Avenue. This location offers comprehensive dental care, including: general and family dentistry, restorative dentistry, orthodontics, cosmetic dentistry, pediatric dentistry, dental implants, sedation dentistry, root canal therapy, oral surgery and more.

With Smilebuilderz' extended hours including evening and weekend hours, patients don't have to miss work or school to visit the dentist.

Smilebuilderz also offers emergency care at Urgent Dental Care, located at 2114 Spring Valley Road. Urgent Dental Care is open seven days a week and treats all dental emergencies. Walk ins are welcome and no appointment is necessary.

To make dental care affordable, Smilebuilderz now offers the Smilebuilderz Dental Plan (SDP). SDP provides deep discounts on all the dental care offered at Smilebuilderz. Membership costs are \$59/year for individual and \$99/year for a family.



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Phone: 717-394-0501

"The Business Side of Managing Your Dental Practice" A May 14, 2014 Multi Speaker Event

May 14, 2014: "Protecting Your Bottom Line" ~ A Fraud Seminar" by Stephen Staman
Location: Lancaster Country Club
Time: 8:00 AM- 9:00 AM, No CE Credits (Meal will be included)



Objectives

1. Recognize Fraudster Tactics – who is committing fraud and how are they doing it?
2. Share Best Practices – what can you do internally to better protect your accounts and your business?
3. Discuss Bank Products for further protection – what services do banks offer these days to catch fraud before it happens?



Stephen Staman

Bio: As Metro Bank's Regional Vice President of Lancaster and Lebanon Counties, Steve is responsible for managing the deposit and lending relationships in those regions.

A resident of Lancaster, Steve previously was an Executive Vice President/Chief Revenue Officer at Union National Bank in Lancaster County. He has nearly 30 years of banking experience.

Steve holds a Bachelor's of Arts degree in Economics from Franklin and Marshall College. He has also earned a Master's of Business Administration from Philadelphia College of University.

Additionally, he is a board member for the Government Policy Committee for Pennsylvania Banker's Association, the Harrisburg Area Community College Foundation, the North Museum of Natural History and Science, the 2013 Executive Director of the school of commercial lending for the Pennsylvania Bankers Association. He has been a member of the Lancaster Rotary Club since 1996 and volunteers with the Lancaster Chamber of Commerce, and the United Way of Lancaster.

May 14, 2014: "Value Added Tax & Accounting Techniques"
by Brian D. Wassell, CPA, Carol E. Roland, CPA, CFE, Tim Miller, CPA
Location: Lancaster Country Club
Time: 9:00 AM- 10:30 AM, No CE Credits (Meal will be included)



Objectives

1. To educate and present different retirement plan opportunities for dental services practices.
2. Understand fraud detection and prevention techniques in the practice setting.
3. Opportunities to understand different choices of entity and accounting and tax techniques for the entity and practitioner.



Brian Wassell

Bio: Brian joined Trout, Ebersole & Groff, LLP after graduating from Lebanon Valley College (cum laude) with a Bachelor of Science degree in Accounting and Management. As a professional, Brian currently serves on the firm's Management Committee, chairs the firm's Business Development Committee, and is a member of the firm's Construction Practice Group. Brian is active in several local charities, clubs, and civic organizations. He is a past president of Landis Valley Associates, past board member of Homefields Inc. and Church Capital Investment Trust, and past treasurer of Girls on the Run of Lancaster. Brian is active as a volunteer coach of various sports in the Hempfield School District and St. Leo the Great Church sports teams.

Brian enjoys activities with his family, golf, and all things Penn State. He lives in Lancaster County with his wife and three children.



Carol E. Roland

Bio: Carol joined Trout, Ebersole & Groff, LLP in 2006. She graduated from Penn State University with a Master of Business Administration degree. Carol is chair of the firm's Forensic Practice Group and serves on the Governmental Practice Group and Quality Control Committee.

As a partner, Carol provides accounting, auditing, and fraud-related services to organizations in a variety of industries, including governmental and nonprofit clients.

Carol currently serves as treasurer for the Schreiber Pediatric Rehab Center and reviews grant proposals as a volunteer for the Lancaster County Community Foundation.



Tim Miller

Bio: Tim joined Trout, Ebersole & Groff, LLP in 2004 after graduating from Grove City College with a Bachelor of Science degree in Finance. He currently serves on the firm's Small Business and Healthcare Practice Groups. Tim is also a contributing member of the Business Development Committee. As a Tax Department Supervisor, Tim handles all aspects of tax planning, business consulting, and tax preparation for some of the firm's significant clients.

Tim enjoys activities with his family, playing various sports, volunteer work, and rooting for all Philadelphia sports teams. He lives in Lancaster County with his wife.

May 14, 2014 : *Avoiding Fractures in Contractual Relationships!* by David R Campbell & Associates, LLC
Location: Lancaster Country Club
Time: 10:30 AM-12:00 PM, No CE Credits (Meal will be included)



Objectives

1. Recognizing and avoiding contractual problems within associate agreements.
2. Recognizing and avoiding contractual problems within partnership and shareholder agreements.
3. Recognizing and avoiding contractual problems within commercial real estate leasing, sale and purchase, and financing arrangements.



David R. Campbell

Bio: Dave concentrates his legal practice exclusively in the areas of health law and business law. His health law practice is devoted to representing dentists, physicians, group practices, ambulatory surgery centers, diagnostic imaging centers, physical therapy practices and other healthcare related businesses in regulatory and corporate matters. He has been helping dentists, physicians and other health care clients comply with dynamically evolving health laws for over eighteen years. In particular, he provides guidance to his physician and joint venture clients regarding the requirements, and the practical transactional and operational implications, of the Medicare anti-kickback law, the Stark self-referral law and the applicable anti-referral provisions of Pennsylvania's licensing laws as they relate to evaluating and structuring joint ventures and other business arrangements among physicians, health care facilities and health-related businesses.

He advises both dental practices and individual dentists on the corporate and transactional aspects of acquiring, selling and operating dental practices, including identifying and establishing financing arrangements, negotiating and drafting agreements between associates and practices, preparing partnership documents and resolving disputes among partners and shareholders. Dave also works extensively on behalf of his dental clients with respect to the leasing, sale and purchase of commercial real estate.

May 14, 2014: *"Tips & Techniques to Improve Your Practice"* by Jim Philhower with Henry Schein
Location: Lancaster Country Club
Time: 1:00 PM- 4:00 PM, (NO CE Credits, (Meal will be included)



Objectives:

1. How to unlock coding errors
2. How to incorporate all aspects of the bodies total health into a dental practice
3. How to engage the entire team into a new philosophy of how to grow the practice.



Jim Philhower

Bio: Jim Philhower is the Director of North America Dental Sales Leadership & Development for Henry Schein. Jim is a 28-year veteran of the dental industry. His career includes six years as a Regional Manager and 12 years as a Field Sales Consultant.

Jim trains managers along with Henry Schein Dental sales leaders throughout the U.S., Canada, Europe, and Australia on techniques to help dentists achieve their goals.



For Your Refreshment

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from 4:00-5:00 PM

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February 4, 2014 CPR Certification Class Open to Doctors and Staff

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Lancaster Country Club | 6:00 PM | \$25.00 per person

Number of people attending: _____ Check Number: _____

Names of people attending: _____

Contact Information: _____

Please remit check to LCDS, P.O. Box 5157, Lancaster, PA 17606.

Please contact Alycia at lcdentalsociety@yahoo.com with any questions.

LCDS Member's Benefit

The Dental Hygiene Association offers employment referrals service
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For this service, please call Susan Horton, R.D.H.
at her home, preferably evenings at (717) 581-1055.



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Our History

In 1982, a group of physicians of the Lancaster City and County Medical Society of PA founded The Edward Hand Medical Heritage Foundation, a charitable organization, with a mission to preserve and make accessible the rich heritage of the healing arts of Lancaster County.



Join Us

If you would like to donate any historical medical artifacts or historical letters to our collection, please call us at : 717-940-1770 or email us at:

info@EdwardHandMedicalHeritage.org.

Visit our web site at:

WWW.EdwardHandMedicalHeritage.org.

To become a supporting member, return the portion below along with a check payable to Edward Hand Medical Heritage Foundation to:
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_____ Business \$ 500

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The Collection

The Foundation's collection has grown to over 11,000 artifacts, including books, photographs and medical instruments documenting and reflecting the healing profession's history. Much of the collection has been catalogued and selected artifacts have been exhibited in hospitals, colleges, and other institutions, including at Rock Ford Plantation, the 18th century home of General Edward Hand.

Available on our web site are articles written by Lancaster County medical professionals documenting and preserving the history of medical specialties such as ophthalmology and contact lenses as well as a history of Lancaster General Hospital with more articles to come on subjects such as neurology, dentistry and osteopathy.

Thank you,

Nikitas J. Zervanos, MD
President



Contributions may also be made through PayPal at our web site: WWW.EdwardHandMedicalHeritage.org.



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SERVICE OFFERED - Dr. Paul G. Heimer, Jr. is presently a Locum Tenens. He is available for temporary dental services (sick leave, maternity leave, vacation and hygiene coverage) in the Lancaster area.
Telephone (717) 898-8975 OR FAX (717) 898-6895



On the popular TV show, "The Voice", who were the judges on the 4th season and have all the winners been female ?

NER Who played the first Ronald McDonald ?

Recognized as the 3rd biggest "party day" after New Year's and Super Bowl Sunday is when?

What animal does the prestigious race-bred automaker, Ferrari, use in its logo ?

Answers to 3rd Quarter 2013 "Handpiece" Trivia Corner

The British Union Jack can be found in the flag of which US state ? Hawaii

On the popular game show, "Family Feud", how many hosts have there been and what are their names ?

Richard Dawson (1976-85, 1994-95); Ray Combs (1988-94)

Louie Anderson (1999-2002); Richard Karn (2002-06)

John O'Hurley (2006-10); Steve Harvey (2010-present)

What are the names of the four Teenage Mutant Ninja Turtles ?

Raphael, Donatello, Leonardo, Michaelangelo

Our 30th President, was born on July 4, 1872, and, so far, is the only President to have been born on Independence Day. Who is it ? Calvin Coolidge

Name four professional baseball players whose faces have been displayed on U.S. postage stamps.

1982-Babe Ruth / 1983-Roberto Clemente / 1983-Lou Gehrig / 1989-Jackie Robinson

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We don't want to lose contact

Updated LCDS Member Contact Information

"It's been a while since we updated info on our Society members and about 20 emails kick back when I email blast", says LCDS Executive Secretary, Alycia Billy.

We would like to ask you for your name, address, telephone number and most importantly email address.

This information can either be emailed or mailed using the form below to Alycia.

lcdentalsociety@yahoo.com L.C.D.S. , P.O. Box #5157, Lancaster, PA. 17606

NAME: _____

ADDRESS: _____

TELEPHONE # / CELLPHONE #: _____

EMAIL ADDRESS: _____

APPEAL FOR DONATIONS FOR INSTRUMENTS AND EQUIPMENT FOR HAITI DENTAL CLINIC

Dr. William Piepgrass is a well-respected general surgeon in Lancaster County. He operates at Lancaster General Hospital and Ephrata Community Hospital. Prior to joining a surgical group in Lancaster County, Dr. Piepgrass spent three years treating patients and training physicians and surgeons in Haiti. He has significant ties to the northwest portion of Haiti and the small mission hospital, Beraca Medica Center, located in La Pointe.

In the past there has been sporadic dental coverage from the U.S. for just several weeks, one week at a time. Most of the treatment has consisted of exodontia and minor oral surgery. There now is a full-time dentist, Sergeline Baptiste, for one year. There is a significant need for instruments and equipment since she will be also doing restorative and prosthetic dentistry.

Dr. Piepgrass has requested any donations of instruments or equipment that may be available from our society members. We have received a list of the needs as compiled by Dr. Baptiste:

Forceps 16, 23, 15, 150, 151, 88R, 88L, 53R, 53S, 222, 32, 69

Elevators, luxators, curettes

3-0 suture (absorbable)

Surgical scissors and needle holders

Gelfoam

Dental syringes

Carpules of local anesthetics (various)

Triturator

Amalgam

Amalgam carriers and condensers

Amalgam carving instruments

Matrix bands and holders

Curing light

Dual cure composite resin

Glass ionomer restorative material
(liquid and powder)

High- and low-speed handpieces and burs

Dental mirrors, explorers, periodontal probes

Periodontal scalers and curettes (various)

Alginate

Dental stone



Dr. Piepgrass is taking a medical team of 5 or 6 people to Haiti from March 15 – 22 and could take some supplies with him at that time. Also we will see that any donations over the next months will be sent to the hospital in La Pointe, Haiti.

Any interest in helping with donations should be directed to William C. Funk, DMD, Cocalico Dental Offices, 601 North Sixth St., Denver, PA 17517. Office phone number is (717) 336-2807 or email popdent@dejazzd.com. Thank you for any help you may be able to provide.



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**THE
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The Newsletter of the



Lancaster County
Dental Society
Est. 1867



Editor: Alycia Billy
Layout & Design:
veejayem GRAPHICS
Vic Matroni

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Lancaster County Dental Society,
P.O. Box #5157, Lancaster, PA. 17606
Telephone (717) 606-6534

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