



Lancaster County
Dental Society
Est. 1867

THE HANDPIECE

Q1
2014

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

FEBRUARY 4, 2014

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

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
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

FEBRUARY 1, 2014

Deadline for article
submission for next
Handpiece
Please e-mail to
[lcdentalsociety@
gmail.com](mailto:lcdentalsociety@gmail.com) or call Alycia
TELEPHONE : 717-606-6534

Dear Friends and Colleagues,

As 2013 draws to a close, I first would like to say "Kudos" to you – you, along with your co-workers and staff, have worked diligently to maintain and improve Lancaster's health, and your good efforts have not gone unnoticed or unappreciated. It is my hope that in 2014, we continue to strive towards providing the same levels of exceptional care as we have done in the past.

Additionally, we are entering in a time when the health care industry will experience a new set of challenges. Far from being discouraged, I urge you to consider these challenges as opportunities – opportunities to continue public education about the benefits of regular oral health care, to reach out and address patient needs, and to investigate innovative technologies and techniques into your repertoire.

With an economy still in flux and the Affordable Health Care Act signaling change in the health care industry, one of the questions on the minds of employers and employees alike is, "Is dental insurance a benefit I really need?"

Frighteningly, current numbers suggest "no": it is estimated that 130 million Americans are presently without dental insurance. As a direct result, one-third of Americans forgo annual dental visits and early signs of periodontal disease and decay go undetected. Or, according to a 2010 National Hospital Ambulatory Medical Care Survey, rising numbers of Americans opt for emergency room dental

visits – long after the damage is done.

With all the benefits that result from preventive care, why do people opt out? What are the pros and cons of dental insurance?

PROS:

- Bi-annual check-ups and procedures are covered, allowing for corrective measures to begin immediately, or for preventive measures to be put into place.

- Having dental insurance is important for more extensive – and costly – corrective or restorative measures.

CONS:

- Affordability. Regular oral health care – or the payment for insurance to maintain it - is often viewed as an unnecessary expense, especially for those on a fixed income.

- Restrictive plans. Often, plans don't offer the coverage individuals need, and they choose to opt out entirely.

As oral health care providers, what can we do? Examining your requirements and considering alternative options, like in-house care plans as primary or supplementary insurance, may go a long way in addressing this major – and unspoken – need.

Many blessings to you and your loved ones this holiday season, and best wishes for 2014!

Best Regards,
Michelle Cantwell, DMD



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CHAIRSIDE CHATTER



a thought to ponder:

Attitude: "I am still determined to be cheerful and happy, in whatever situation I may be; for I have also learned from experience that the greater part of our happiness or misery depends upon our dispositions, and not upon our circumstances.

Martha Washington

Dr Eric M. Katch has successfully completed the American Board Of Oral and Maxillofacial Surgeons recertification examination and Certification Maintenance process.

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."

This is traditionally the time of year we are reminded to give thanks for all that we have. DALCO is especially thankful for the number of participating dentists providing care to those less fortunate.

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 6 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 \$650,000 worth of donated dental care. We realize many dentists already link with other 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



We are in need of a part time EFDA instructor to teach our evening program that begins in Jan. The class will be 2 evenings a weeks from 6 PM to 9:30 PM. If anyone is interested they can contact Allison Ault at the LCCTC/ Human Resources Dept. at 464-7050 x3139.

Kay Hudak

Lancaster Pediatric Dental Associates, PC, is proud to announce that Dr. Ying-Lee Ong and Dr. Brianne Shanley recently completed their board certification process and are Diplomates of the American Board of Pediatric Dentistry. The board certification process takes a minimum of two years. Dr. Ong and Dr. Shanley will be recognized as Diplomates at the Annual Meeting of the College of Diplomates of the American Board of Pediatric Dentistry in May, 2014, at their meeting in Boston, MA. By completing their Boards, Dr. Ong and Dr. Shanley join Dr. Kim Coblenz and Dr. Peter Ross as Board-certified in pediatric dentistry.

The FRANKLIN & MARSHALL pre-dental club members are looking for volunteer opportunities within the Lancaster County Dental Society. Any member or organization that can host a member should contact Dr. Peter Ross at 717-560-9002.



LCDS Member's Benefit

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

February 4, 2014
CPR Certification Class
Open to Doctors and Staff
NO food or refreshments Come prepared with drink.
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@gmail.com with any questions.

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 aid 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.

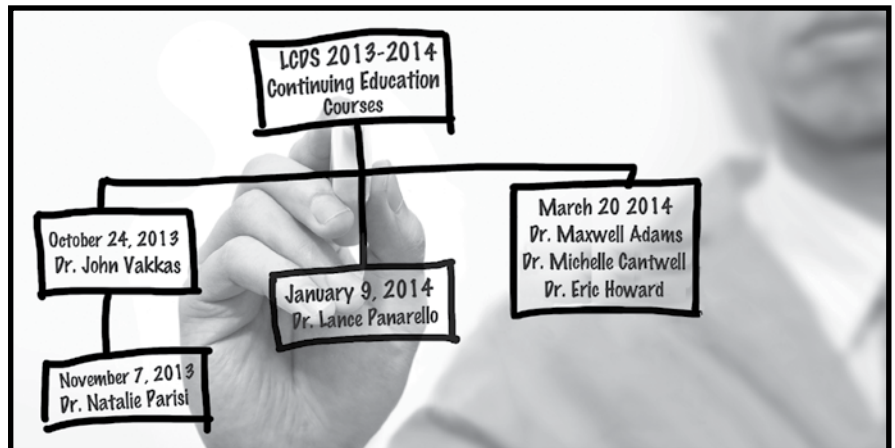
Dr. Howard is a member of the Lancaster County Dental Society, American Dental Association and American Association of Orthodontics. Recent invited lectures include the First Pan-African Cleft-Craniofacial Congress, Ibadan, Nigeria; The Bottom Line, Hamilton Island, Australia; and the Orthodontic Residency 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 this Course is on the next page

Lancaster County Dental Society Continuing Education 2013-2014

EVENT REGISTRATION FORM

"Lancaster County Dental Society, is designated as an Approved PACE Program Provider by the Academy of General Dentistry. The formal continuing dental education programs of this program provider are accepted by AGD for Fellowship/Mastership and membership maintenance credit. Approval does not imply acceptance by a state or provincial board of dentistry or AGD endorsement. The current term of approval extends from (11/1/12 to 10/31/15)." 



Please indicate those courses you wish to attend
Light fare and beverages will be available at all lectures

- D** March 20, 2014: Introduction to Dental Sleep Medicine and the Role of Oral Appliance Therapy/ **3 CE**
"Tired Teens: The Orthodontists Role in Diagnosis and Treatment of Obstructive Sleep Apnea?"
by Dr. Maxwell Adams, Dr. Michelle Cantwell and Dr. Eric Howard
- E** May 14, 2014: "Multi-Speaker Event" **NO CE**
"The Business Side of Managing Your Dental Practice"

Number of Attending Doctors	Number of Attending Staff	Cost
	Total Cost	

Fees:

FOR LCDS MEMBER DOCTORS AND STAFF ONLY: BUY THE ENTIRE COURSE PACKAGE AND RECEIVE 1 EVENING OF CE WORTH 3 CREDITS FOR FREE!! YOU MUST RSVP BY FRIDAY SEPTEMBER 27 FOR ELIGIBILITY FOR THIS GREAT OFFER!

Evening Course Pricing (3 CE Credits)

LCDS Member Dr. : \$40.00 per course (A \$240 Value for only \$200!)
 LCDS Member Staff : \$25.00 per course (A \$150 Value for only \$125!)
 Non-LCDS Member Dr. : \$60.00 per course (Not eligible for Early Bird Special)
 Non-LCDS Member Staff : \$40.00 per course (Not eligible for Early Bird Special)

MAY 14th Course Pricing (NO CE Credits)

LCDS Member Dr. : \$80.00
 LCDS Member Staff : \$50.00
 Non-LCDS Member Dr. : \$120.00
 Non-LCDS Member Staff : \$80.00

Name: _____ Address: _____

Check # _____

Preferred Phone #: Day _____ Night _____ E-mail address: _____

Please print names of all in attendance and letter designation of the course they are attending:

_____	_____	_____	_____
_____	_____	_____	_____
_____	_____	_____	_____
_____	_____	_____	_____

RSVP by Friday, September 27, 2013, for the Early Bird Special to Lancaster County Dental Society, P.O. Box 5157, Lancaster, PA, 17606.
 All other courses, please RSVP no later than 3 days prior to the date of the lecture(s) you are attending.
 No Refunds Available. Cash or Check only. Questions: call 606-6534 or e-mail lcdentalsociety@gmail.com.

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St. Joseph Health Ministries

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

Brush. Brush. Smile!® begins 10th school year! How time flies!

Our Brush.Brush.Smile!® team marked the start of our 10th school year

servicing children in need within Lancaster County. Our program has grown tremendously over this time. During our first year in operation we served 245 patients, with 1 dentist and one mobile clinic, and provided \$175,000 value of care. Now with 2 full time dentists and two mobile clinics, we have grown exponentially – look at these stats from last school year:

- 1,149 children
- 13,942 procedures
- 45 schools visited
- \$1,104,524 value of care

Since our inception, we have served more than 5,800 children and provided more than \$5 million of dental care to children who are on medical assistance or uninsured. We have also provided oral health education to 64,000 children throughout schools and community agencies in Lancaster County.

The Board and staff of St. Joseph Health Ministries is committed to our mission of improving the health of children in need within Lancaster County! We accomplish this through our clinical programs, our children's oral health education, and our advocacy initiatives.



★ 2014 SJHM Gala Committee

Join the fun – join our gala committee!

The SJHM 2014 “Night Beneath the Stars” Gala, our main fundraising event of the year, is scheduled for Friday, September 5th at Lancaster Country Club. Last year's event raised more than \$53,000 towards our children's dental health programs. If you, your spouse, or someone from your office is interested in being a part of the gala committee, please contact Beth Grossmann at 239-1188 or bethgrossmann@catholichealth.net

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keep these little guys happy.

brush. brush. smile!



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Dual Representation



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Your local PARAGON practice transition consultant is Edward Landau, DMD, MBA
Contact him at 215.803.7603 or elandau@paragon.us.com

Children's Dental Services of Columbia



Do you know a family with young children in need of dental care?

Our newest program, Children's Dental Services of Columbia (CDSC), is nearing the celebration of its first year of service. Our pediatric dentist, Dr. Peter Caso, along with his assistant Amy Thomas, have seen over 100 young children between the ages of birth through entry to kindergarten since the program started last February. The program's main goal is the prevention of early childhood caries, and the team's clinical focus is on restorative work, preventive techniques, and parent education of proper oral health habits. CDSC serves Lancaster County children who are on medical assistance or uninsured for dental care and meet income eligibility guidelines. Appointments available today! 717-617-7997

Attention LCDS Members



Mail Us

Do we have all your updated information?

If not please contact the PDA

**Att: Michelle Rozman, Membership Service Coordinator
at (800)223-0016 ext. 121 or mlr@padental.org
to have your information updated...**



Call Us



Email Us

**This is how I reach out to you such as email blasts,
Handpiece mailings, etc. The membership roster comes
to me from the PDA with all this information. If I don't
have your correct information this is why you are not
hearing from me. Respectfully, Alycia**

Lancaster Periodontal Associates Periodontics and Implant Dentistry Welcomes Dr. Mary G. Lee

Mary G. Lee, DMD, MSD

Diplomat American Board of Periodontology

has joined our practice of Periodontal and Implant Dentistry.

131 Foxshire Dr.

Lancaster PA 17601

717-560-9191

www.PeriodontalProbings.com

Dr. Lee is skilled in all aspects of Periodontal and Implant surgery including:

- Periodontal Cosmetic Surgery
- Immediate Placement of Dental Implants
- Pre-implant surgery such as Ridge Augmentation and Sinus Lift procedures.
- Prevention and treatment of Periodontal Diseases
- Oral pathology/Oral medicine

Dr. Lee is a graduate of the University of Kentucky-College of Dentistry and has earned her Certificate in Periodontology as well as a M.S.D. from the Medical University of South Carolina. She has already achieved her Diplomat status with the American Board of Periodontics. Dr. Lee has been working as a Periodontist in a Baltimore practice for several years. Dr. Lee's husband is a second year resident in Oral and Maxillofacial surgery at the University of Maryland. With Dr. Lee joining our practice we are now able to offer additional pre-implant procedures, such as ridge augmentation and sinus lift.

Please join with us in welcoming Mary to Lancaster County!



NCDHM

National Children's Dental Health Month

FEBRUARY 2014

PDA
Pennsylvania Dental Association



ELECTRONIC NCDHM

Preparations for the 2014 National Children's Dental Health Month's (NCDHM) promotion are underway. Continuing from last year's modification to the program, materials will be made readily available online.

The 2014 lesson plan, activities and statewide poster contest information are only available through PDA's website. Visit www.padental.org/ncdhm to download the materials. The NCDHM promotional posters are still available for you to order. There may be a postage fee depending on the quantity.



WWW.PADENTAL.ORG/NCDHM

GET INVOLVED

Help judge the student posters.

An online NCDHM advisory group on **PDA's Social Network** is open to all interested members who would like to participate. PDA staff also is a part of the NCDHM advisory group. This advisory group plays an integral role in the statewide poster contest and is responsible for judging the poster contest entries.

In order for another successful campaign, PDA needs your help. Complete the form below or visit www.padental.org/ncdhmgroup to sign up for NCDHM's advisory group by **December 31, 2013**.

NCDHM ADVISORY GROUP SIGN UP AND POSTER ORDER FORM

The advisory group is open to all PDA members and will be responsible for judging the NCDHM poster contest entries. Names must be submitted by **December 31, 2013**. Poster orders must be placed by **January 31, 2014**, to allow time for the processing of your request.

NCDHM ADVISORY GROUP

Your Name _____
Address _____
City _____ State _____ Zip Code _____
Email _____ District/Local Society _____
City _____ Email _____

.....

POSTERS

Quantity _____ Date by which you them _____
Credit Card (REQUIRED for shipping & handling fee)
 Visa MasterCard American Express Discover
Credit Card Number _____ Exp. Date _____
Name on Card _____ Signature _____
Promotion Type Mall event School visit Other
Promotion Sponsor District/local society Individual Both Other

Mail or fax form to: Pennsylvania Dental Association, Attn: NCDHM, P.O. Box 334, Harrisburg, PA 17105-3341 Fax: (717) 234-2186

"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.

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.



Carol E. Roland

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.



Tim Miller

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

**Join us at this May 14th
Multi-Speaker Event for a
"Beer & Wine Happy Hour"
from 4:00-5:00 PM**

- compliments of LCDS



WATER STREET HEALTH SERVICES

210 South Prince Street
Lancaster, PA 17603
717.358.2011

Providing health care through
Christian faith & guidance.

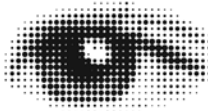
WATER STREET DENTAL CLINIC UPDATE

Merry Christmas and Happy New Year!

This time of year we're especially grateful for all the volunteer professionals who support the clinic on a regular basis and enable us to provide quality dental care to so many underserved individuals in Lancaster.

Recently a patient came to us in pain and was told that that he would need to lose his tooth because we were not equipped to do molar endo treatment in the clinic. The patient broke down and sobbed. He told us that he was not able to handle another loss in his life. We were able to contact a volunteer dentist who agreed to bring in equipment to treat the patient. At this busy time of year, it was amazing that the timing worked out with the patient's and dentist's work schedules. The patient was in awe to see how God helped to work this out so there would not be another loss in his life!

Because of generous sponsors and donors, another patient recently received a complete set of dentures. When she came back for an adjustment, she stated that she had not been able to chew a sandwich in past few years but was able to do so within the first two weeks of receiving her new dentures. She beamed as she shared this with our staff and the volunteer dentist that made them for her, adding how excited she was that her husband had complimented her on her beautiful smile!



At a glance...

- Water Street Health Services (WSHS) has just received a LCCF grant that will enable us to expand our services and bring our staff dentist, Dr. Lydia Baird, on fulltime! This expanded capacity will also open up new opportunities for additional volunteers in the Water Street dental clinic. For more information or to request a volunteer application, please call (717) 917-6743 or email Tina Nissly, Dental Administrator, at tnissly@wsm.org.

- WSHS will be a host site for Sealant Saturday on February 8, 2014, from 8 a.m. to noon. Hygienists and EFDAs are needed! If you're interested in donating your time, please call (717) 917-6743.

- Save the Date: The WSHS annual dinner and auction will be held at the Lancaster Country Club on Friday, April 25, 2014, from 6 to 10 p.m.

- The Clinic has launched a new informational website to promote sponsorships and networking. Be sure to check out thecaringcircle.org.

Thank you again so much to all the volunteers who have donated their time, talents, and finances to care for the patients of Water Street Health Services!

Merry Christmas from the Alliance!

Members of the Alliance gathered at President Stephanie Grambau's house for the annual Christmas Party/Holiday

Sharing Card mail-out. Although they were faced with a daunting pile of holiday cards, the night passed quickly, fueled by Christmas cookies and red wine, and they all got done. Thank you to everyone who showed up to help out! Special thanks to Margaret Phillips for



lending her design talents and putting together the card this year!

Mark your calendars for our next meeting, the Children's Dental Health Month Kit Stuffing! Just like last year, we will be holding the kit stuffing at Highland Presbyterian Church. Your kids are invited to come help! What better way to embody the spirit of giving in our community than some hands-on volunteer work.

We are so lucky to have Cherisse Feddock returning again to chair the event this year. She has been working for months to ensure the night goes smoothly. We will open the doors early to accommodate the bedtime schedules of our youngest helpers. Cookies and milk will be served to all those who show up to work! So gather your troops and meet us at Highland Presbyterian Church 500 East Roseville Road on Thursday Feb. 6 at 5:30pm.

Next month's Alliance meeting is the Children's Dental Health Kit Stuffing! Join us on Thursday Feb. 6 at Highland Presbyterian Church, 500 East Roseville Road, Lancaster, PA 17601. Doors open at 5:30pm. Bring your kids! All help is appreciated!

Have fun while doing good!



In honor of Children's Dental Health Month this upcoming February, the Alliance is sponsoring a Kids' Poster Contest!

Your patients could win \$\$\$! There will be cash prizes in each age category: kids aged 5-7, 8-10, and 11-13 could win 1st (\$50), 2nd (\$35), or 3rd (\$20) prize!

Just follow these rules:

- 1) Poster must be 8 1/2 by 11 inches. (It is OK to fold your poster for mailing.)
- 2) Use the ADA CDHM 2014 theme: "Join the Super Smile Team!"
- 3) No computer generated artwork.
- 4) Must be postmarked by Jan. 31, 2014.
Mail to: Alliance Poster Contest
c/o Dr. Grambau
1891 Fruitville Pike
Lancaster Pa 17601
- 5) Put your name, age, phone # and your dentist's name on the back of your entry. Winners will be notified the first week of February.
- 6) Posters will be displayed for the month of February in the corresponding dentist's office. (If you do not designate a dentist, posters will be distributed among LCDS dentists.)

Dentists - encourage your patients to enter! They can win CASH!



Warmest Holiday Wishes!

*The warm hearts, helping hands
and generous donations of our
local community have made
our charitable contributions
to dental care in our local,
national and international
communities possible!*

Thank you!

Rosa & John Cooper
Janice & Tom Dudas
Deb & Mike Eckhart
Jere Eshelman
Cherisse & Todd Feddock
Stacey & Matt Freedman
Colleen & Michael Funk
Holly & Bill Funk
Mindy & George Georgelis
Sue & Rich Graff
Stephanie & Todd Grambau
Aurora & Gerry Green
Laura & Sean Harkin
Janet & Vincent Heaps
Delphine & Paul Heimer, Jr.
Leeša & Andrew Heise
Steve Homyack &
Vickie Gardner
Darlene & Eric Howard
Meg & Rick Leibold
Julie Lehr
Jennifer & Jim Lenahan
Freda & Fred Levin
Barbara & Rusty Long
Rana Mathias
Allison & Jeremy
McCracken
Delores & Marvin Nolt

Stashia & Geoffrey Nolt
Mary & Gil Palmieri
Sarah & Matthew Patterson
Margaret & Jason Phillips
Jeanette & Jim Pikarksi
Marla & Charles Pitt
Coral Pou-Perez & Joe Perez
Joe Regalla
Barb & Tom Regan
Steve Rheault
James Smallwood
Dan Springer & Peg Stoll
Chris & Steve Springer
Gail & Larry Stender
Lisa & Roger Strause
Mary Anne & George Stuppy
Susan & Steve Sudbrink
Jean & Dale Treese
Melissa & John Voler
Vincent Votilla
Ava & Steve Waugh
Libby & Steve Weibel
Kathy & John Weierbach II
Amy & Jim Wilde
Patty & Gary Wright
Barb & Tom Yingling
Claudia & David Zug

Add More Expertise To Your Dental Team

Expanded Function Dental Assistant (EFDA)

Our EFDA program attracts career-minded students who want to take their dental assistant training to the next level. These graduates are trained to:

- ▲ Place, contour and finish amalgams and composite restorations
- ▲ Place and remove matrices, wedges and rubber dams
- ▲ Apply bases and liners

Designed according to the PA State Board of Dentistry's EFDA guidelines, our program includes 15 weeks of classroom/clinic instruction and a maximum 15-week clinical externship. Student externs may use your instruments and materials to train effectively for your office.

Dental Laboratory Technician

Graduates of our Dental Lab Tech program are professionally prepared in the art and science of manufacturing corrective devices and replacements for natural teeth. They learn to:

- ▲ Develop skills needed to use impressions or molds to create crowns, bridges, dentures and other dental appliances.
- ▲ Use a variety of high-tech materials, such as ceramics, plastics and metal alloys for crowns and bridges.
- ▲ Perfectly capture and recreate patients' teeth.

Students in the Dental Lab Tech program complete classwork at our Willow Street Campus and labs/clinicals at Toothsmiths in Lititz.

My hands-on training can immediately help increase productivity and teamwork.

-Tammy



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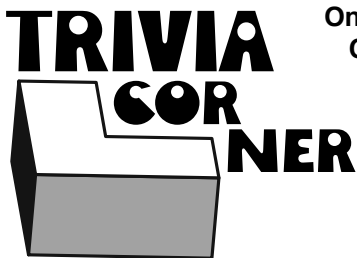
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SERVICE OFFERED - Dr. Paul G. Heimer, Jr. is presently a Locum Tenens. He is available for temporary dental services (sick leave, maternity leave, vacation and hygiene coverage) in the Lancaster area.
Telephone (717) 898-8975 OR FAX (717) 898-6895



On January 15, 1967 at the Los Angeles Coliseum, the first Superbowl was played. Which two teams battled for the win ?

Do more people use red toothbrushes than blue toothbrushes ?

What do the words racecar and kayak have in common ?

What does the "CVS" in CVS/pharmacy mean ?

Could the state name "Pennsylvania" be misspelled on the Liberty Bell ?

What is the only man-made structure that is visible from space ?

Answers to 4th Quarter 2013 "Handpiece" Trivia Corner

On the popular TV show, "The Voice", who were the judges on the 4th season and have all the winners been female ? Adam Levine, Blake Shelton, Skakira and Usher. Seasons 1 & 2 winners were male; 3rd, 4th and 5th seasons were female.

Who played the first Ronald McDonald ?

Former NBC "Today Show" weatherman, Willard Scott

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

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



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