

New Dentist Spotlight

Dr. Kirsten Riester



Dr. Kirsten Riester, a native of Euclid, Ohio, practices general dentistry in Eden, NY. In 2016, she purchased the dental practice of Dr. Franklin Meyer, who still practices with Dr. Riester as an associate and mentor. The office is now named Eden Family Dental, PLLC.

Dr. Riester excitedly considers Buffalo her home. “Buffalonians are very similar to Clevelanders, so I have never felt very homesick. For my whole life, I’ve complained about my sports teams and have over-eaten regional foods. What can be better?! I feel especially lucky to have found the town of Eden. My girls will get the advantage of growing up in a tight-knit community, and my office is only 3 minutes from my house. My mentor, Dr. Meyer, has been a dentist here in Eden for 30 years and continues to be a source of knowledge about our patient base as well as implantology. It is important to me to treat and support the community I am a part of.”

Following graduating cum laude with a BS in Biology and a minor in chemistry from SUNY Geneseo, Dr. Riester went on to attend the University at Buffalo School of Dental Medicine, graduating magna cum laude with a minor in periodontics. She completed her general practice residency at the VA Hospital of Buffalo.

Dr. Riester maintains membership with the American Dental Association, the New York State Dental Association, and the Eighth District Dental Society. Her loyalty to our profession and leadership within our profession began early on. “I was pretty involved in dental school with our ASDA group. It showed me from an early start the benefits of organized dentistry. I am proud of my tripartite membership and the help it can provide dentists. As an associate, it helped me secure job opportunities, and the Eighth District Dental Society was the first place I turned to when looking for CE options. As a business owner, NYSDA and the ADA are my sources for researching state and federal regulations, and compliance issues. It is easy to get lost in your own bubble, but organized dentistry gives young dentists a trusted place to ask questions and find answers.”

Dr. Riester is the mother to two beautiful children; Natalie, 4, and Coralyn, 3. She has been married to her husband, Patrick, for seven years. Since purchasing her practice, her hobby has been researching ways to update the office in a cost-effective way, and to improve herself as a manager and “CEO.” She loves running around with her girls, reading, skiing, and traveling back to Ohio to visit family and friends.

Congratulations to Dr. Kirsten Riester on being featured in our 8th District Dental Society’s “New Dentist Spotlight!” If you have a new dentist in mind you feel should be featured in an upcoming “New Dentist Spotlight,” please e mail your nomination to lrbarres@gmail.com.

It has been a privilege to serve as the New Dentist Committee Chairman

(Continued on page 7)

Inside this issue:

From the Editor	2
From the President: 100 Days of Change	3
Calendar	4
Executive Director’s Note	5
Call for Volunteers	6
Nomination Report	8
2017 Children’s Dental Health Month	10
2017 UB Signing Day	11
New Members	13
County Society Pages	14
Classifieds	18
Vendor Listing	19

8th District

Bulletin

Volume 53, No. 2 Summer 2017

Eighth District Dental Society of the State of New York

3831 Harlem Road Buffalo, NY 14215
(716) 995-6300 FAX (716) 995-6305

American Dental Association 800-621-8099
New York State Dental Association 800-255-2100

EDITORIAL STAFF

Kevin J. Hanley, Editor 871-7443
Cynthia Bellinger, Associate Editor 995-6300

2017 OFFICERS

Raymond G. Miller, President
Glen C. Donnarumma, President-Elect
John R. Tibbetts, Vice President
James C. Matteliano, Secretary
Mark K. Barone, Treasurer
Cynthia L. Bellinger, Executive Director

EXECUTIVE COUNCIL

Patrick Anders	James Hoddick
Frank Barnashuk	Joshua Hutter
Mark Barone	Ronald Jarvis
Robert Bochiechio	Shawn Jordan
Amy Bryan	Elizabeth Kapral
Samuel Carocci	Michelle Mai
Dominic Colarusso	James Matteliano
Amanda Colebeck	Raymond Miller
Robert Connelly	Julie Mills
Joseph Craddock	Joseph Modica
Patrick Danna	John Nasca
Frances DePlato	Eugene Pantera
Glen Donnarumma	Marian Pilecki
Michael Ehlers	David Rice
Carl Embury	Frank Sindoni
Robert Engl	Susan Soja
Jennifer Frustino	David Stasiak
Joseph Gambacorta	John Tibbetts
Chester Gary	Charles Travagliato
James Glennon	Joseph Zambon
Kevin Hanley	



Member Publication American Association of Dental Editors

The Bulletin of the Eighth District Dental Society (USPS 909-900) is published four times a year by the Eighth District Dental Society for its members. Unless officially adopted by the Eighth District Dental Society and so indicated, opinions expressed in this publication are not necessarily the views of the association.

Address all communications pertaining to this Bulletin to the Editor, Eighth District Dental Society, 3831 Harlem Road, Buffalo, New York 14215. Material for publication should be submitted three weeks prior to the month of publication.

The Dental Society is organized for the purpose of encouraging improvement of the health of the public, to promote the art and science of dentistry, and to represent the interests of the members of the profession and the public which it serves.

From the Editor

By Kevin J. Hanley, DDS



I was watching TV the other day, and a commercial caught my eye. It was for the “Smile Direct Club”, a company offering a clear aligner system for home treatment to straighten your teeth for “70% less than seeking treatment at an orthodontist’s or dentist’s office”. Not only that, typical treatment time was only five months. The advantage of this treatment is that you NEVER had to visit an orthodontic or dental office to receive treatment. All you had to do was take some impressions of your own teeth and send them in. Once you did that, a “dental professional” would examine your case to see if you are a candidate for their treatment.

This “dental professional” would then scan your impressions into a computer, analyze your “smile”, and come up with an appropriate treatment plan. The Club then sends you a series of aligners over several months which you change on a periodic basis to achieve the smile of your dreams. They also include a teeth whitening gel to get those pearly whites actually pearly white. Once you are done with the aligners, you can order retainers which you wear at night for as long as you want to maintain that wonderful smile.

They ask you a series of questions to see if you are a candidate for their treatment. They want to know if you have had previous orthodontic treatment, either with braces or Invisalign™. In a drop down menu they ask what is your basic concern. There are four choices: spacing, crowding, fix a bite problem (overbite, underbite, cross bite), or generally straighter teeth. They then show you three examples of crowding and three examples of spacing and ask which looks like you. You supply your zip code and email address and submit it to the Smile Direct Club. The Club sends you an email to tell you if you are a candidate.

If you are a candidate you can order an impression kit from them to take your own impressions. This kit costs \$95. They also ask for photographs of your teeth which you can take with the help of the “smile spreader” included in your impression kit.

Since I didn’t submit my case to the Club, I can’t tell you whether I was an acceptable patient. However, there is something really wrong here. This basically takes diagnosis out of the equation. There is more to orthodontic treatment than just looking at a set of study models and photographs. There are limits as to where you can put teeth in the jaws and have them have any chance of being stable over time. Since they do not ask for any x-rays, how can they determine whether there is any periodontal disease present? How do you determine skeletal pattern without a cephalometric x-ray?

The answer, of course, is you can’t.

Has it finally come to this? Cut out the middle man and do your dentistry yourself! I am sure glad I wasted ten years of my life becoming an orthodontist. Of course, what did I know then? We didn’t have the internet so I could learn how to treat myself and be safe in the knowledge I could do it right the first time!

Do-it-yourself orthodontics is nothing new. Go to YouTube and there is a plethora of videos, most of them done by teens, explaining exactly how to

(Continued on page 7)

From the President

A Hundred Days of Change

By Raymond G. Miller, DDS

As I write this message I am celebrating my one hundredth Day as the President of the 8th District Dental Society. It has been the greatest hundred days of any society president, surpassing anyone that preceded me or will follow. It has also been the longest one-hundred-day period ever recorded, surpassing previous hundred day periods by many, many days. There have been tremendous, unbelievable, fantastic accomplishments for me as well as dentistry! More than anybody could have imagined. Sound familiar?

Approximately forty-eight hours after my installation I was informed by then Executive Director, Mr. Chris Klimecko, that he would be resigning. My immediate assumption was that the Russians had a hand in this dilemma. It was not their influence nor was it my assumption of the presidency that drove him away. Two factors played heavily into his decision. One was an opportunity to operate a state dental society, a promotion and advancement. The second was of greater significance: the chance to be closer to family. The first, I could possibly have fought. The second I wouldn't even try. I could not have won. As time moves forward I, and I am sure as many of you realize, of all the good things in life,

family surpasses all. In his approximately four years as our Executive Director, Chris was a consummate gentleman and professional who guided us through some difficult financial times on to stable footing. We wish him well in his new role as the State Executive Director of Rhode Island.



Out of what appeared to be a severe blow to our society's operations, a positive solution arose. Beside leading and steering our organization, Mr. Klimecko also mentored the Executive Assistant of our society. Ms. Cyndy Fiegl gained significant experience working with Chris. She had been employed by the society since 2009. It was her time to ascend to the directorship and assume the responsibility and challenges. The choice to hire the Executive Director is not taken lightly. Officers come and go, as do council chairs and committee members. The Executive Director is the face of our society and responsible for the day to day

(Continued on page 7)



MVP Network Consulting, LLC.

Technology *That Works!*



**The Official I.T. Provider of
The Eighth District Dental Society**

WNY's Dental IT Experts

- Dentrix, Eaglesoft, Carestream Specialists & Many More
- HIPAA Compliance Consulting
- Digital Integration Experts
- 24/7/365 Help Desk Support
- Web Development & Search Engine Optimization (SEO)
- Phone Systems

mvpworks.com

716-630-1701

Calendar

June 2017

Tuesday, June 6

Eighth District Dental Foundation Meeting

7PM Eighth District Office

Monday, June 19

Eighth District's Golf Tournament & CE Program

8AM Transit Valley Country Club

September 2017

Thursday, September 7

HIPAA Compliance Course

5:15PM Lucarelli's Banquet Center

Tuesday, September 12

Eighth District Dental Society Executive Council Meeting

7PM Eighth District Office

Thursday, September 21

Eighth District Service Corporation Meeting

6PM Eighth District Office

October 2017

October 4-6

Buffalo Niagara Dental Meeting

Buffalo Niagara Convention Center

Tuesday, October 10

Eighth District Dental Society Executive Council Meeting

7PM Eighth District Office

Tuesday, October 17

Eighth District Dental Foundation Meeting

7PM Eighth District Office

October 19-23

ADA Annual Session

Atlanta, GA

November 2017

Tuesday, November 14

Eighth District Service Corporation Meeting; Eighth District Dental Society Executive Council Meeting; Appreciation Dinner

6PM Buffalo Club

December 2017

Friday, December 1

Dr. Richard Fink Memorial Lecture - "GPS to Get You to Your High Tech Dental Practice"

8AM Lucarelli's Banquet Center



**Chiampou Travis
Besaw & Kershner LLP**

We strive to help dentists and dental practices **minimize their tax burden** and **maximize their practice profits.**

Let our dedicated and experienced team help you or your business with:

- Tax Preparation ■
- Estate and Trust Planning ■
- Succession Planning ■
- Business Valuations ■
- Practice Management ■

45 Bryant Woods North | Amherst, NY 14228
716-630-2400 | ctbk.com | info@chiampou.com



University at Buffalo

**Office of Continuing
Dental Education**

School of Dental Medicine

Thur-Fri, Oct 19-20, 2017

Enteral/Parenteral/I.V. Sedation

Dr. Marc Gottlieb, NYS 12-hr renewal mandate

\$495 CE HRS: 12

Sat, Oct 21, 2017

ACLS/PALS Certification

Details and fees TBA

Wed, Nov 1, 2017

Infection Control/OSHA Update

Karen Daw, Authorized OSHA Trainer

\$65, CE HRS: 2

Fri, Dec 15, 2017

Vertical Bone Augmentation

Hands-On Cadaver Workshop

\$1295, CE HRS: 7

www.BuffaloCE.org or call (716) 829-2320

Executive Director's Note

By Cynthia Bellinger

As my first month as Executive Director has come and gone, I want to take this opportunity to thank each and every one of you who took the time to send me a congratulations card or to call the office to congratulate me and wish me luck. I very much appreciate all your kind words of encouragement and support.

When Chris announced he was leaving, it was a shock to say the least. For those of you who don't know, when Vicki left in 2012, I applied for the Executive Director position back then. Obviously ... I was not selected as the final candidate.

I have to say, I am thankful I was not selected back then. It gave me the opportunity to be an active participant in my infant son's life at the time (he's 4 now). It also gave me the wonderful experience of working with Chris and learning from him over the past 4 years. He allowed me to get involved in many different aspects of the Dental Society, and I am forever grateful to him for those experiences.

When Dr. Miller approached me about taking on the role of Executive Director, I, of course, jumped at the chance. Again, I am very grateful for his support and the belief I was ready to take on the job, as well as the rest of the

officers — Drs. Donnarumma, Tibbetts, Matteliano, and Barone — and many others who offered their words of encouragement and support for my candidacy.

Although we do miss Chris around the office, I am very happy to say I am falling into my new role very nicely. April was a very busy month for us, especially being a person down in the office. But, we have managed and we are still here! We are in the process of interviewing to fill my previous position; so hopefully you will hear a new voice answering the phones here at the Society office.

Within my first month as Executive Director, we held our annual Risk Management Course with Fortress, a very informative seminar on Do's & Don'ts of Patient Termination, as well as a very successful and well attended (250) Pain Management Course to satisfy the new mandated opioid abuse requirement. We also held the annual Signing Day with 60-70 D4 students from UB Dental School.



(Continued on page 9)

Introducing

Bluephase® Style 20i

LED Curing Light

- Slim, ergonomic and lightweight design
- Up to 2,000 mW/cm² in TURBO mode for an efficient polymerization through ceramic restorations
- The short curing time of only 5 seconds helps to boost practice productivity and patient satisfaction



ivoclarvivadent.com
EXPLORE SHOP LEARN

For more information, call us at 1-800-533-6825 in the U.S., 1-800-263-8182 in Canada.
© 2017 Ivoclar Vivadent, Inc. Ivoclar Vivadent and Bluephase are registered trademarks of Ivoclar Vivadent, Inc.

**ivoclar
vivadent**
passion vision innovation

Call for Volunteers

On June 10-11, 2017, the Eighth District Dental Society and Eighth District Dental Foundation, in partnership with the University at Buffalo School of Dental Medicine, are planning a health fair, courtesy of St. Bonaventure University and Remote Area Medical (RAM).

This will be an exciting educational initiative, promoting the connection of oral and overall health. By offering free medical and dental services, we will be highlighting this much-neglected connection. With extensive media coverage, we plan to expose many of the health connections overlooked by the general population. This especially includes the very needy, working poor that do not have dental and medical homes.

All too often, we see chronic oral infection, be it abscessed teeth or periodontal disease. These patients often suffer with a plethora of non-communicable diseases such as diabetes, cardiovascular disease, and rheumatoid arthritis, which are exacerbated because of chronic oral infection. As practitioners, we are also aware of potential complications including preterm birth, morbidity with elective surgery in prosthetic joints, and chemotherapy treatments.

During this health fair, we will be offering free oral cancer exams, extractions, restorations, and preventive care. RAM will set up 40-50 dental operatories and

provide all the necessary instruments and supplies. The 'Smiles To Go' UB dental van will also be there for additional patient support. UB dental students will coordinate information kiosks promoting the initiative and will offer education while patients and family members wait.

Primary care physicians will be providing general medical exams and dermatologists will be offering skin cancer screening. Optometrists will be giving free refractory exams and same day milling and fitting of glasses. The NYS Department of Health will offer educational tables and Olean General Healthcare Systems along with UB will be providing counseling for placing patients into dental and medical homes. This complements the NYSDA Volunteer Dental Demonstration Project by adding a whole health initiative to the RAM project.

This event will also start our dental pre-clearance for an elective surgery initiative. The standard of care for a patient undergoing elective surgery is that 12 weeks before surgery, a thorough exam is performed by a dentist or form attesting to that fact, to be provided to the patient and presented to the surgeon and/or primary care physician. We will be providing forms at the event and copies in future 8th District Bulletins and on the Eighth District web site (www.8ddsny.org).

(Continued on page 9)



The NYSDA-MLMIC Program for Dental Professional Liability Insurance

MLMIC ANNOUNCES A NEW 20% DIVIDEND

As New York's #1 dental liability insurance provider, MLMIC is committed to putting policyholders first. That's why we're offering a 20% dividend on new policies and renewals.* With more than 40 years of experience; unparalleled claims, risk management, and legal services; and a recently announced decision to be acquired by Berkshire Hathaway Inc., no other insurer is better positioned to support you and your career. Today and tomorrow.

**See what MLMIC can do for you.
Visit MLMIC.com/2017dividend
or call (888) 996-1183 to learn more.**

Exclusively Endorsed by
New York State
Dental Association

*The 20% dividend applies to policyholders insured by May 1, 2017 and who maintain continuous coverage through July 1, 2017 and is based upon the annual rate of premium in effect on May 1, 2017.

New Dentist Spotlight

(Continued from page 1)

for the past few years. Thank you to all of you who have contributed to the success of our “New Dentist Spotlight.” We are so fortunate to work together in a community that fosters the success of our youngest members of the profession. I am pleased to announce that Dr. Laura Barres, our past New Dentist Spotlight nominee, will be taking my place. She is a wonderful addition to our leadership, and we are thankful for her willingness to serve!

Dr. Amy. S. Nagai
New Dentist Committee Chairman

From the Editor

(Continued from page 2)

straighten your teeth without going to see an orthodontist or dentist. What could be simpler? No need to worry, nothing can go wrong. Why pay a professional for something you can do yourself in the privacy of your own home? Money well saved, if you ask me.

I am, of course, being sarcastic. There is a reason dentists and orthodontists receive all the training they receive. We treat a human organism with all that entails. We have to know what can and can't be done to treat our patients effectively and ethically. We have to know how a treatment will affect the patient and what the possible side effects will be. We serve the patient to the best of our abilities and if something goes wrong, the patient has avenues of recompense available to correct it and make it right.

Who does the patient sue for malpractice if the treatment doesn't work out? Himself or herself? That may be possible in our litigious society, but I doubt it.

There are thirteen Smile Direct Club offices in the US at this time. These offices offer 3-D scans of your teeth if you don't want to try to take your own impressions. Two are located in New York State: New York City and Prospect Heights. I'm sure there will be more if this is successful.

My advice is, let the buyer beware. We must educate our patients on what is possible and not possible when it comes to dental care. With education, the proper decisions can be made. Without it, patients are put at risk unnecessarily. What's next, do it yourself extractions? Just like a lawyer who defends himself or herself, someone doing do-it-yourself orthodontics (or any other do-it-yourself dentistry) has a fool for a patient.

From the President

(Continued from page 3)

activities. Keeping our membership informed, directing our events and progress, and monitoring finances are just a few of the significant duties that require constant attention and scrutiny. I am fully confident that the right decision was made and we will continue to progress as a society and collectively as a profession. My hope is that Ms. Fiegl will maintain our stability and continue our development for years to come.

The society works to serve our membership. That is the reason for our existence. Do not hesitate to reach out when you need us. In that same vein, we need you. We need you as a member and we also would love for you to offer your service to the society. Opportunities always arise to give back, so contact us and submit your name to serve in some capacity of organized dentistry.

An issue that I addressed in the previous Bulletin was my involvement with governmental affairs on the state and federal level. Like many of you I despise mandates, regulations and interferences that affect our autonomy. I just want to touch on the issue regarding the recent mandated opioid course in New York State. Occasionally I am questioned as to how organized dentistry let this happen. Why they did not fight to keep this State legislated, education mandate off our back. The answer is the fight was fought. We have power in our advocacy but this battle was bigger than we are. Partnered with the state medical society, we did successfully fight this bill in 2014-15. In 2016, Governor Cuomo and the Legislature announced that there would be a pain management and opioid training course enacted into law and nothing and nobody was going to stand in its way. It was part of a major program package for fighting the prescription opioid abuse epidemic. An epidemic, to which pharmacy data has demonstrated, dentistry has contributed. In our fight we did make changes gaining continuing education credit and limiting to every three years as opposed to the suggested two years. Will this course make a difference? Difficult question to answer, but this epidemic is an ugly monster. A majority of us have seen the devastation caused by this drug in society, our patients, and sadly our families. We are well aware of the problem. Education and information is always good, and hopefully lives are saved, bodies healed and families reunited.

I hope to see many of you at the Remote Area Medical (RAM) mission in Olean, NY, providing free dental treatment and education to the underserved on June 10-11. Also at the William Knauf Memorial Golf and CE Day on June 19. You can partake in golf, continuing education or both. Details and registration information for both events can be found on our website.

2018 Nominating Committee Report

The Nominating Committee unanimously approved the following recommendations for nominations for 2018. All candidates have been contacted and are willing to accept the positions.

Incoming Secretary: Joseph Craddock
Returning Treasurer: Mark Barone

John Tibbetts (President Elect)
James Matteliano (Vice President)

The following officers will advance to the positions of:

President: Glen Donnarumma
President Elect: John Tibbetts
Vice President: James Matteliano

Counselors at Large for 2-year term (2018-2019):

Edward Dwyer
Anthony Lister
Nicole Hinchy
Thomas Martin

NYSDA Delegate for 4-year term (2018-2021):
Michael Ehlers

NYSDA Delegates with terms remaining:

Kevin Hanley (2018)
Jennifer Frustino (2019)
Frances DePlato (2020)

NYSDA Delegates per bylaws for 1-year term:
Raymond Miller (Immediate Past President)
Glen Donnarumma (President)

NYSDA Alternate Delegates for 1-year term:

1st and 2nd per bylaws:
Mark Barone (Treasurer)
Joseph Craddock (Secretary)
3rd and 4th per Committee selection:
Nicole Hinchy
Elizabeth Kapral

ADA Delegates for 1-year term:

Per Bylaws: Glen Donnarumma (President)
Committee selection: James Hoddick
Kevin Hanley

ADA Alternate Delegates for 1-year term:

Per bylaws:
Frank Barnashuk (NYSDA Trustee)
John Tibbetts (President Elect)
James Matteliano (Vice President)

VITAL DENTAL LABORATORY

CROWN, BRIDGE AND IMPLANT RESTORATIONS



Vital Dental Laboratory has specialized in crown, bridge and implant restorations *for over twenty five years.*

For doctors who prefer cutting-edge digital accuracy, Vital has the latest CAD/CAM milling machines and scanners.



40 Pineview Drive
Amherst, NY 14228
716.874.0252
vitaldentllab.com



Executive Director's Note

(Continued from page 5)

I look forward to the future of the Eighth District Dental Society and I welcome any comments, suggestions or concerns you may have. We are here for you, our members, and want to know what we are doing right and what could use some improvement.

Dental Assistants & Hygienists

Over the past few months, the Eighth District office has been receiving an increasing number of calls from members searching for dental assistants and/or hygienists to temporarily fill-in at their offices. Unfortunately, we have never maintained a database of this type.

In order to address this need, we are creating a central location online for our member dentists to source potential candidates. A link will soon be available on our website.

In order to create this list, we need to get the word out to local dental assistants and hygienists. If you or someone you know is a dental assistant or hygienist who would be interested in having their name and contact information listed, please call us at 716-995-6300 or email Cyndy Fiegl at cfiegl@8ddsny.org.

Call for Volunteers

(Continued from page 6)

This will be an exciting community initiative, gathering many non-professional groups such as service groups, churches, and local businesses. They will be providing food for volunteers and lodging via the gracious offering of dormitories for out of town volunteers.

Our goal is to bring in people out of the mainstream health loop, address their needs, and then educate them about the dangers of oral neglect and the corresponding decline in total health.

To volunteer, please log onto the RAM website at www.ramusa.org and click Volunteer at the top of the page to register. Then select the times that you are available. The event will be listed as "St Bonaventure University" found under Olean, New York.

There will be many volunteers available with varying experience for assisting, but bringing your own staff down is advantageous and a wonderful experience for them. If they are coming down with you have them register on the site as well.

20 ways Patterson can benefit your practice

Single-Source Solution

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



- 1. SALES SUPPORT**
from dedicated Patterson representatives
- 2. INVENTORY CONTROL SYSTEMS**
to expedite electronic orders
- 3. FAST DELIVERY**
- within 24 to 48 hours on most orders
- 4. LARGE INVENTORY**
of more than 90,000 dental products
- 5. CUSTOMER SERVICE**
to assist you in every way
- 6. TECHNICAL SERVICE SUPPORT**
from local service teams
- 7. COMPETITIVE PRICING**
on all dental supplies
- 8. MERCHANDISE BUDGET PLAN**
with balanced monthly payments
- 9. FREE EMAGINE SOFTWARE**
to make you more productive
- 10. BRAND-NAME EQUIPMENT**
from top manufacturers
- 11. OFFICE DESIGN**
for new or expanding offices
- 12. IN-HOUSE FINANCING**
tailored to your specific needs
- 13. EQUIPMENT INSTALLATION**
by experienced design and service teams
- 14. SITE SELECTION**
for relocating practices
- 15. 24-HOUR HANDPIECE REPAIR**
from Patterson's National Repair Center
- 16. ASSOCIATE REFERRALS**
to help you expand your practice
- 17. NEW DENTIST SET-UP ASSISTANCE**
to help get you started
- 18. LOCAL MEETING SUPPORT**
and sponsorship
- 19. SPECIAL PROMOTIONS**
on equipment and supplies
- 20. SATISFACTION GUARANTEED**
on all products - period!



PATTERSON DENTAL

For more information, contact the Buffalo Branch at 716-636-2860.
Buffalo Branch • 405 CrossPoint Pkwy, Suite 110 • Amherst, NY 14068

2017 Children's Dental Health Month



2017 UB - ASDA Signing Day



Esthetic & Solutions
Dental Laboratory

*Serving
Western New York
Dentists Since 1993*



e.Max restorations 6-11

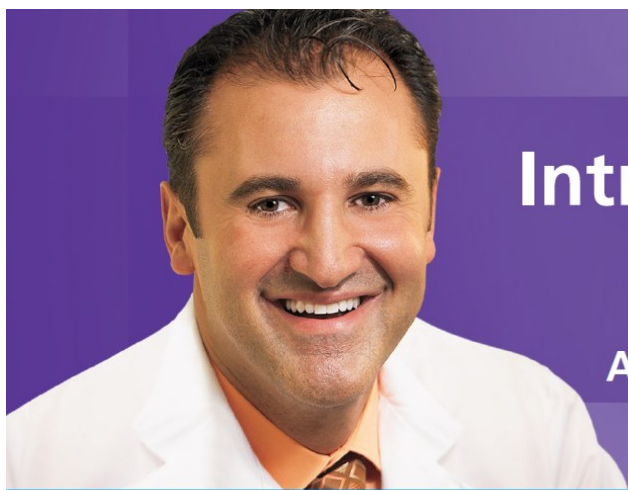
*Hand Crafted and Digital Technology
for the Modern Dental Practice*



6471 Transit Rd. East Amherst, NY (716) 662-4332 | estheticsolutionsdental.com

Eighth District/Erie County Dental Opioid Pain Management Course





Endorsed by the
Eighth District
Dental Society

Introducing DDSGuard™

Advanced Practice Protection,
Only from Fortress.

Ed Silva DDS, a Fortress Dentist

DDSGuard is the powerful insurance program that Fortress Insurance Company designs exclusively for the profession of dentistry. What makes DDSGuard different from other dental practice liability insurance? Fortress has a depth of clinical expertise unmatched in the industry, with firsthand knowledge of implants, extractions, anesthesia, and other complex procedures increasingly common to modern dentistry.

DDSGuard Policy Features

- No settlement without consent of Eighth District Claims Committee
- Patient safety and risk management education
- New to practice premium discount
- Professional regulatory defense coverages
- Fortress is owned and operated by dentists, and only insures the profession of dentistry

dds4dds.com



Your Fortress Agent is Christine Garvelli at Walsh Duffield Companies, 716-853-3820

*The language contained in each policy of insurance establishes the specific terms and conditions of insurance, and will supersede any statements contained herein. © 2017 Fortress Insurance Company. All rights reserved. DDSGuard™ is a registered trademark of Fortress Insurance Company.

New Members

Please join us in welcoming the following as new members of the Eighth District Dental Society.

Richard S. Conley

University of Pennsylvania, 1996

Employed at: 140 Squire Hall; Buffalo, NY

Sanel Sadibasic

University at Buffalo School of Dental Medicine, 2015

Employed at: 3277 S Park Ave; Lackawanna, NY

Maria I. Vasilakos

Boston University, 2015

Employed at: 5462 Sheridan Dr; Williamsville, NY



October 4-6, 2017

**Opening Night
40th Birthday Celebration**

**Wednesday, October 4, 2017
5:30 pm - 8:00 pm**

The Entire Dental Office is Welcome!

**Free Beer Tasting, Live Music,
Hors d'oeuvres and over 100 Exhibitors!**

For more information contact:
UB Dental Alumni Association
(716) 829-2061 (800) 756-0328 Ext. 2
ss287@buffalo.edu www.BNDMeeting.com



Celebrating 65? **It's Time To Think About Medicare.**

There is a lot to know when it comes to Medicare.
We're here to help guide you through the process.
Contact us today for assistance!

**Ask us about our Medicare
informational sessions!**

Brendan Farrell
716.362.7334
bfarrell@walshins.com



Walsh Duffield
Insurance since 1860

Erie County Dental Society Page

The Erie County Dental Society has decided to discontinue the creation and distribution of its own separate ECDS newsletter, and instead will have this Erie County Dental Society page within the Eighth District Bulletin. We wanted to share our information with the entire Eighth District membership, not just Erie County Dental Society membership. We hope you find our ECDS page to be informative and we encourage all to attend our ECDS sponsored CEs and other events.

We would like to take this opportunity to thank our previous ECDS newsletter editor, Dr. Robert Crabtree, for all his hard work and dedication to producing a wonderful ECDS newsletter for the past 3 years.

ECDS President's Message

It is with great honor that I serve the Erie County Dental Society as President. Personally, I feel very fortunate to be part of the dental profession with you. Many of us have and continue to make sacrifices and work tirelessly everyday to provide exceptional care for our patients. Having often been asked why I do what I do, the answer is simple: I truly and unequivocally enjoy it. I love helping others improve their quality of life while making them healthier in the process. Furthermore, having opportunities to perform some rather amazing surgeries while being able to work amongst such genuinely great people is sincerely a blessing.

So, in honoring the art of dentistry, patient care, and the values of our dental society, I ask this of each and everyone of you:

First, remember why or figure out why you chose to practice dentistry. Second, treat your patient family how you would want your loved ones and yourself to be treated. Be driven by your respect and passion for your craft. Embrace the opportunities to give back to your community. Last but not least, support organized dentistry. Dental societies, locally and nationally, require our support. They allow us to practice and serve our patients with autonomy. Our societies serve as our collective voice, they lobby for us, they aid and they promote us. I urge you to continue to be a part of our organization which always strives to advocate for our profession, actively participates in and provides community service opportunities, promotes oral health and consistently creates continuing education opportunities for its members.

Be great, be passionate and inspire others.

Truly,
Tara Halliwell-Kemp, DDS, MD
Erie County Dental Society

Upcoming ECDS Events

August 7, 2017 @ 5pm

Basic Life Support/CPR
Eighth District Office

September 22, 2017 @ 8am

All Day Seminar - Topic TBD
Location TBD

November 6, 2017 @ 5pm

Basic Life Support/CPR
Eighth District Office

Tri-County Dental Society Page

Upcoming TCDS Events

There are currently no scheduled events for Tri-County Dental Society.

For more information about TCDS events, please contact Dr. Joseph Craddock at 585-591-1404.

Niagara County Dental Society Page

The Niagara County Dental Society (NCDS) is delighted to announce that 2017 has started off strong providing comradery and CE to its members. We held three educational dinners and we have two more scheduled in the fall. This year our members enjoyed the Como in Niagara Falls, the Hideaway in North Tonawanda and Savor (inside the Niagara Falls Culinary Institute). Also, don't forget about our annual Holiday Party in December at Niagara Falls Country Club.

We would also like to announce our next in line Executive Council Member, Dr Robert Reszel. He will take on the responsibility as Treasurer of the NCDS for 2018.

As always we are looking for new members who reside or practice in Niagara County to enrich our group. If you are interested in joining, or would like more information about NCDS, please email us at niagaracountydentialsociety@gmail.com.

Upcoming NCDS Events

Tuesday May 16, 2017

6:00-6:45 PM pm cocktails

7:00-8:30 PM program and dinner

Savor Restaurant (inside the NF Culinary Institute)

28 Old Falls St

Niagara Falls, NY 14303

Use Ramp, park on 3rd floor, bring ticket inside for validation. You do not need to pay for parking.

Course Speaker: Andrew Murphy

“Current Trends in Endo, Focus on Irrigation and Obturation”

For more information about Niagara County Dental Society, please contact one of the following officers:

President	Shawn Jordan	998-7735
Vice President	Marian Pilecki	572-5154
Secretary	Roger Anderson	242-9237
Treasurer	Stacy Hoffman	870-4174

New members are always welcome. Membership dues are \$65.

Cattaraugus/Allegany County Dental Society Page

Upcoming CACDS Events

There are currently no scheduled events for Cattaraugus/Allegany County Dental Society.

For more information about CACDS events, please contact Dr. Dominic Colarusso at 716-372-8017.

Chautauqua County Dental Society Page

Upcoming CCDS Events

June 12, 2017

Give Kids a Smile Day

744 Central Ave

Dunkirk, NY

716-366-6822

June 28-30, 2017

38th Annual Chautauqua Dental Congress

Chautauqua Suites Hotel



The UB School of Dental Medicine seeks area dentists to serve on our Doctor of Dental Surgery [DDS] & International Dentist Program [IDP] student admissions committee.

- As an Admission committee member, you will be assigned to evaluate 4-6 online applications per week.
- In addition, committee members must commit to interviewing potential students for six ½ days between September and February.
- A schedule of interview dates and meeting dates for the upcoming year becomes available in May of each year.
- Preparation time outside of meetings varies by committee member.

If you would like to learn more, please contact:

Dr. David Brown
UB SDM Director of Admissions
Email: dhbrown@buffalo.edu

Deadline: Please contact Dr. Brown no later than May 24, 2017

New York Paid Family Leave **What EVERY NY Employer Should Know**

On January 1st, 2018 New York State will begin the most comprehensive paid family leave program in the nation. The Act applies to all private sector employers of one or more employees.

Leave may be taken to participate in providing care, including physical or psychological care for a family member, to bond with the employee's child during the first twelve months after the child's birth, or the first twelve months after the placement of the child for adoption or foster care; or for a qualified military exigency as defined by the FMLA.

An employee who works 26 consecutive weeks (no hours minimum) for an employer is considered eligible.

The program will be phased in over 4 years, and in 2021, covered employees will be eligible for up to 12 weeks leave at 67% of weekly earnings. As of 1/1/2018, the benefit will be up to 8 weeks at 50% of weekly earnings.

The program and benefits paid will be funded through employee deductions beginning 1/1/2018. The leave program will be added as a rider to your NYS disability policy.

PRO-ESTHETICS
DENTAL LABORATORY
Precise. Predictable. Perfection.

MAXIMUS
FULL CONTOUR ZIRCONIA

MAXIMUS HT
HIGH TRANSLUCENCY FULL CONTOUR ZIRCONIA

"High quality and good fit are consistent for both fixed and removable prosthetics, making it easy to create a comfortable patient experience."

— Jason Marshall, DDS, Lewiston, NY



Made in Western New York!

PRO-ESTHETICS
DENTAL LABORATORY

1 (877) DDS-6100 • proesthetics.com

338 Harris Hill Rd., Suite 211 • Williamsville, NY 14221 • (716) 626-1258

MEMORIALS

Dr. Leo T. Crowley Jr. passed away on February 14, 2017 at the age of 87. Dr. Crowley was a Life Member of the Eighth District Dental Society.

Dr. Barry F. Wood passed away on March 14, 2017 at the age of 75. Dr. Wood was a Life Member of the Eighth District Dental Society.

Dr. Conrad J. Kubiniec passed away on March 18, 2017 at the age of 79. Dr. Kubiniec was a Life Member of the Eighth District Dental Society.

Dr. Gordon R. Kauderer passed away on March 18, 2017 at the age of 83. Dr. Kauderer was a Life Member of the Eighth District Dental Society.

Dental Donations

Contributions have been made to the Eighth District Dental Foundation for the following:

In Memory of Dr. Gordon R. Kauderer

By: Dr. John Twist

In Memory of Dr. Barry F. Wood

By: Dr. John Twist

In Memory of Dr. Conrad J. Kuniniec

By: Dr. John Twist

Tax deductible contributions may be made anonymously, as a memorial, or on behalf of an individual by sending checks payable to:

*Eighth District Dental Foundation
3831 Harlem Road; Buffalo, NY 14215*

The Eighth District Dental Foundation is a 501(c)3 nonprofit organization, and is a tax exempt arm of the Eighth District Dental Society. The management of its affairs is the responsibility of the Board of Directors; Andrew L. MacDonald, DDS, President; Mark K. Barone, DDS, Treasurer.

**We want to be at the
center of your smile.**

WALSH

Walsh Duffield

**At Walsh Duffield, we have a team dedicated
to providing you health insurance and
other employee benefits products.**

We are here to:

- ☒ Work with your staff to determine best medical plan.
- ☒ Answer all of your questions on-site during your plan renewal.
- ☒ Provide you service throughout the year, whether you have new hires to enroll, carrier/eligibility issues, or any other concerns.
- ☒ Assist in disability and life insurance planning, as well as succession, partnership and corporate planning.



**Endorsed and Recommended by
The Eighth District Dental Society**

For More Information Contact:

Brendan Farrell
716.362.7334
bfarrell@walshins.com

Classified Ads

Professional Services

Practice Sales & Appraisals - Since 1981, Jim Kasper Associates, LLC. We have several excellent general practices for sale in Western New York, Buffalo suburbs and Rochester areas. Our Western New York representative is Dr. Joe Breloff. If you are interested in exploring your transition options, please contact us. All inquiries are confidential. Call 603-355-2260 or visit www.JimKasper.com.

Employment Opportunities

Associate sought for busy general practice located in Niagara Falls. We are an established practice seeking a motivated individual to join our team. Great opportunity for growth and possible partnership. Candidates can submit cover letter and resume to ammiancefamildental@roadrunner.com

Associate general dentist - feel like you're not able to do the dentistry you enjoy? Pay check full of ppo write-offs? Relate to the above? We've got a position for you! Ethical, quality focused practice, modern computerized facilities, guaranteed base + commission. 716-655-5000 x 1137 or maria@wmsmile.com

Offices/Equipment for Sale

ENTIRE DENTAL OFFICE CONTENTS FOR SALE: Recently retired Dentist has equipment/instruments/supplies for sale. Some new items including patient disposables. Complete inventory lists/photographs available for inspection. Contact Dr. Ted Pantera 716-683-0992

General dentist selling well maintained dental equipment in existing office. Three treatment rooms with A-dec dental units, Panorex and digital x-ray system, and more. Move in ready; perfect for start-up and/or satellite office. Reasonable rent. Great location. Handicap accessible. Call for details 716-901-1320.

Practice for sale: unique, turn key opportunity. Very well established general practice in Buffalo's Historic Preservation District/Elmwood village. Four fully equipped operatories, 1200 sq ft office with 800-1000 patients. Retiring sole practitioner, amenable to continuing on a limited basis. Doctor-owned Carriage House with first floor dental office and second floor income generating apartments is also for sale. Call 716-316-7371 or email duvalss@buffalostate.edu

Dental Office equipment for sale. Williamsville prime location. 5 operatories; 2000 sq ft; Gendex x-rays, Royal chairs, Pelton lights and stools, Global Protégé Microscope, central nitrous oxide, custom cabinets, many extras. Buyer may also consider utilizing functional space for lease as a new/satellite office. Contact nsxendo@roadrunner.com



Creative Design Newsletters/Catalogs/Booklets
Business Stationery Direct Mail Services
Postcards/Flyers/Brochures Posters

1906 Clinton St., Buffalo, NY 14206 • 716.821.1880 Fax 716.821.1843
info@printedimageofbuffalo.com • www.printedimageofbuffalo.com

CALL TODAY! LET US QUOTE YOUR NEXT PRINT JOB.

Assistance for Dependencies Available

The Council for Chemical Dependency is in existence to help colleagues, staff or family who may have an issue with alcohol or other substance abuse. All inquiries are kept strictly CONFIDENTIAL and will be acted upon in a non-punitive, non-judgmental and caring way. If you or someone you know has an issue, please call State Chairperson, Dr. Bob Herzog (716-565-2160) or Eighth District Chairperson, Dr. Amy Bryan (716-433-7684).

Volunteers Needed

The Dental Office at Good Neighbors is in need of volunteer dentists and dental assistants to provide free dental care to the people of WNY.

The Dental Office operates on:

Monday evenings from 5:30-7:30 PM
Wednesday mornings from 8:30-11:00 AM
Friday afternoons from 1:30-4:30 PM

The Dental Office at Good Neighbors Health Care Center
175 Jefferson Ave
Buffalo, NY 14210

Please call 716-856-2400 to volunteer.

Eighth District Dental Society: Endorsed Vendors

Credit Card Acceptance:

Retriever Systems (800) 337-3630
x2017

Payroll Service:

Payroll Processing (716) 668-5200

Insurance:

Professional Liability Insurance

Fortress Insurance (716) 362-7363
thru Walsh Duffield

Medical Insurance

Walsh Duffield (716) 362-7386

Other Insurance Products

Walsh Duffield (716) 362-7363

Eighth District Dental Society: Sponsoring Vendors

Accounting:

Chiampou Travis Besaw (716) 630-2400
& Kershner LLP

Banking:

Personal Banking

Bank of America (716) 847-7221

Business Loans

Bank of America (646) 265-3004
Practice Solutions

Computer Network Solutions:

MVP Network Consulting (716) 630-1701

Dental Laboratory:

Pro-Esthetics (716) 626-1258

Dental Suppliers:

Benco Dental (716) 692-0647
Ivoclar Vivadent (800) 533-6825
Patterson Dental (716) 636-2860

Financial Planning:

L & M Financial (716) 839-1234
Merrill Lynch (716) 635-4366
Wealth Management Group (716) 625-4520

Handpiece Repair:

Dental Dynamics, Inc. (716) 685-9200

Practice Transitions:

Jim Kasper Associates (603) 355-2260

Professional Liability Insurance:

MLMIC (888) 392-0638

Printing & Graphics:

Printed Image (716) 821-1880

Waste Management:

Biosan Disposal (716) 817-8858

NYSDA Endorsed Services

Financial Services:

Patient Financing

CareCredit (866) 246-9227

Financial Planning

Altfest Personal (888) 525-8337
Wealth Management

Credit Card Acceptance

Best Card (877) 739-3952

Student Loan Refinancing

SoFi (855) 456-7634

Payroll Processing

SurePayroll (866) 535-3592

Insurance Services:

Professional Liability

MLMIC (888) 744-6729

Other Business Insurance

Arthur J Gallagher & Co (888) 869-3535

Long-Term Care

New York Long-Term (844) 355-2596
Care Brokers

Banking:

Credit Cards

US Bank (888) 327-2265

Practice Loans

Bank of America (800) 497-6076

Other Services:

Electronic Prescribing

Henry Schein (800) 734-5561
x2

Website Development

Prosites (888) 511-9467

Patient Marketing

Demandforce (800) 210-0355

Waste Management

Solmetex (800) 216-5505

Luxury Vehicles

Mercedes (866) 628-7232

Apparel for Staff

Lands End (800) 990-5407

Delivery Services

UPS (800) 636-2377

PRST STD.
U.S. POSTAGE

PAID

Buffalo, N.Y. 14240
Permit No. 1238



Give Yourself The Gift of Security.

Simplify your insurance needs with

One Agency.

- ✓ Auto, Home, Life, Business Insurance
- ✓ Insuring dentists and their families for over 40 years
- ✓ Endorsed by the Eighth District Dental Society
- ✓ Discount programs available for dentists

WALSH

Walsh Duffield
Dental Practice Insurance Center

For More Information Contact:

Christine Garvelli
716.362.7363
cgarvelli@walshins.com