8th Bulletin

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Eighth District Dental Society of the State of New York

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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.



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From The Editor

When I returned to Buffalo from Connecticut in 1986, I wanted to become involved in the local dental community. My mentor, Dr. Gerry Gugino, suggested I volunteer at the Eighth District Dental Society in an area of interest to me. Since I like to write, the natural place for me was the Bulletin. It was there I first



picked up the "editing bug", as I like to call it. I enjoyed this very much, so much so that when I was asked to be editor of the bulletin by Dr. John Twist who was stepping down as editor, I jumped at the chance. I remained the editor until 2001, when I stepped down to serve as President-Elect of the District.

In 1995, I was appointed to the Publications Council at the Dental Society of the State of New York, now known as the New York State Dental Association. Being on the Publications Council introduced me to the functioning of the state dental association. I learned things I never knew about the state dental association while serving on that council. It was a terrific introduction to the workings of the association while not

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From The President

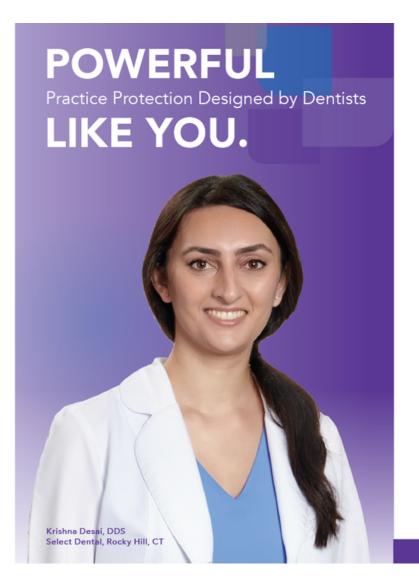
Colleagues,

As the snow melts and signs of spring arrive, there is always a new energy in the air. Everyone at the Society office is looking forward to warmer weather and being together with our membership. It has been a very busy time at the EDDS. Some of our bigger projects include updating our strategic planning, coordinating CE events, preparing for the NYSDA House of Delegates in Saratoga, Life Member Luncheon, and the Golf Tournament this June. I would encourage everyone to participate.



I would like to thank all those who volunteered at Good Neighbors this year to support students from the Class of 2022. The Saturday program was very successful providing care to the community and experiences for the students. Starting this fall, we are hoping to expand the program from one Saturday a month to two. Please contact me directly at jeg9@buffalo.edu or the Society office for more information. The Class of 2023 is very excited about the opportunity to volunteer and will begin participating in May.

My family and I would like to thank Dana, Kari, and John for all the hard work that went into planning and hosting the Presidents Reception in March. It was a wonderful to finally be back together with friends and to recognize our award winners, life members, sponsors, and board members. I hope everyone enjoys the summer ahead and I look forward to seeing you at our upcoming events!



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From The Editor

(Continued from Page 2)

occupying a great deal of my free time. I learned how the association is intimately involved in all of dentistry in New York State, from the smallest private practice to the largest group practices. It was the state association which had our backs during all the various controversies and challenges facing the practice of dentistry in the state.

I started moving through the chairs of the Eighth District in 1999 when I was elected Secretary of the Society. I continued to move through the chairs the following three years, reaching the Presidency in 2002. That was a whirlwind year as I travelled around the district, meeting all the county societies and their officers. It was very fulfilling to see all the member dentists working on behalf of their constituents to help better the practice of dentistry.

In 2003, I was elected to the Board of Governors of the Dental Society of the State of New York. The name change was still in the future. As a member of the Board, we met twice a year to discuss the various resolutions brought before it from all the Councils of the society. It was like the present NYSDA House of Delegates, but the number of Governors was significantly less. I served on the Board of Governors from 2003 to 2009.

Also in 2003 I was named Associate Editor of the New York State Dental Journal and the editor of the NYSDA News. I served in that capacity until 2009, when I became the editor of the Journal, a position I held until 2016, when my term of service ended. As editor, I was a non-voting member of NYSDA's Board of Trustees. The Trustees met three times a year, as well as three times during the annual House of Delegates. They also met by phone at other various times to discuss any important issues facing dentistry. During those meetings, I observed how well connected the Board was with the issues facing dentistry and how they worked diligently on behalf of the members.

During my time on the Board of Governors, I also had the privilege of serving as a delegate to the ADA House of Delegates. This introduced me to the workings of the national organization representing dentists. I saw the concerns of each state being addressed in a professional manner while the House worked to make dentistry and its practice in the United States the best it can be. It was my introduction to the "inside baseball" aspect of the profession.

Being an active member of organized dentistry saved my practice in 2007. I was on vacation in Disney World when I suffered a heart attack and had by-pass surgery in Florida Hospital in Orlando. My wife, Danielle, called David Kinyon, the Executive Director of Eighth District at the time. Mr. Kinyon immediately called orthodontists in the district to tell them of my plight. Several orthodontists covered my office during my convalescence, keeping it open and seeing my patients. I tie this directly to my involvement in organized dentistry throughout my years in Buffalo.

In 2019, I was elected to serve on the Board of Trustees of NYSDA from the Eighth District and have been your Trustee these past four years. My term will end at the end of this year's NYSDA House of Delegates. Trustees are term-limited to four years and my four years are up. This is the reason for this editorial. Without my participation in organized dentistry over the years, I would not have had the opportunity to serve my fellow dentists in this capacity.

(Continued on Page 5)

From The Editor

(Continued from Page 4)

Dr. Raymond Miller will be following me as Trustee over the next four years when he is installed at the House of Delegates in June in Saratoga Springs. He will serve us very well, as he has a depth of knowledge about organized dentistry which will serve him in good stead. This is what is so important about the Eighth District. We always have talented individuals to serve us very well. I wish you well, Dr. Miller. I know we are in good hands.

We have to continue to have people ready to serve when asked. If you know of anyone who is interested in serving organized dentistry in the Eighth District, please have them call the district office to volunteer. If you would like to serve, contact the district office. You will be thankful you did. You will get much more out of this service than you put into it. We need talented individuals to take the reigns of power when the time comes.

I have been blessed in my career here in Western New York. I have made many friends and I will always cherish those friendships. I want to thank everyone for giving me the opportunity to serve you as your Trustee over these past four years. It has been a wonderful experience. However, I am not going away. I will continue to serve the district as its editor. I have served on the Bulletin since 1987, 18 as editor and the remaining as an associate editor.

I told Danielle the other day I will miss being on the Board of Trustees and I will. I also told her I won't have anything to do. And she told me, "Right, until they ask you to do something else." She's right. We'll see where that goes.

Disclaimer: The views expressed here are the author's own and do not necessarily represent the views of the Eighth District Dental Society.







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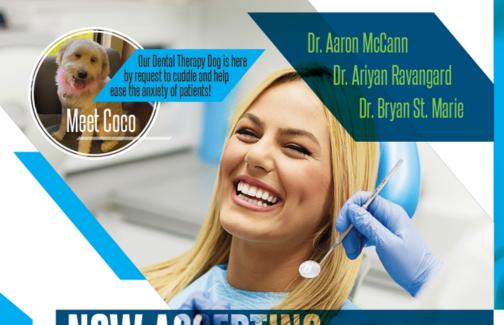
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Executive Director's Note

By John D. Craig, PhD

At the start of this year, it was looking like a complete 180 degrees from previous years here at the Eighth District. Plans were made to strive for open in-person meetings, CEs and other outreach activities as we headed forward. Best laid plans came to a halt in mid-January as the next variance pushed into our region and across the country. Our signature President's events were rescheduled into March, with the hopes that safe and healthy gatherings could reconvene. We were lucky that this variance was milder, but in many ways more contagious than previous ones. In the end, we were able to hold the



majority of our scheduled events as intended and will continue to do so unless otherwise directed. The weather is becoming more agreeable on this verge of the summer season.

At the February Executive Council meeting, we welcomed Dr. James Galati, President-Elect of the NYSDA to the District. Dr. Galati offered his insights to programming, services and appreciated the support of the Society over the years. The President's Reception allowed our new leadership team to be sworn in on Saturday, March 26th. Congratulations to our new President, Dr. Joseph Gambacorta, President-Elect, Dr. Joshua Hutter, Vice-President, Dr. Robert Bochiechio, Secretary, Dr. Joseph Rumfola, and our new Treasurer, Dr. Joseph Modica. We were also able to recognize 23 Life Members at the ceremony in addition to special recognition awards for the late Dr. Robert Connelly, Jr. (accepted by his wife Kathy), and Dr. Chet Gary for their service to the EDDS; thank you. We also listened to the smooth sounds of Central Groove too!

March 31st and April 1st brought together a combined 124 dentists for the annual Risk Management and our Spring All Day seminars, featuring Dr. Todd Snyder, who spoke on Business Practices and Bio Restorative Procedures. We were pleased to have good turnouts for each of these events and I firmly believe our members enjoyed gathering together given the time constraints between in-person visits over the past 18 months.

In the weeks ahead, we have more events scheduled for our members. On Friday, June 3rd all 2022 Life Members of the EDDS are invited to the special recognition luncheon at AcQua. This will be another great opportunity to connect with colleagues and share time together as the summer begins. EDDS Members of the House of Delegates will be gathering in Saratoga Springs on June 9-12 for the annual NYSDA meeting with discussion and votes on a variety of resolutions and updates. On Monday, June 20th, we will be hosting the annual William C. Knauf, Jr. Golf Tournament at Transit Valley Country Club with a CE in the morning on social media and Everyday Dentistry with Dr. Nada Albatish from Toronto, Canada, sponsored by Ivoclar Vivadent. We are encouraging members to send their office managers to learn more about social media and operations. The following Saturday, on June 25th will be holding the annual Shredding event at the Society Offices from 10 a.m. until 1 p.m.

During this first quarter of 2022, I have also been able to connect with many members, business partners and sponsors, as well attend a meeting at NYSDA for the President-Elect in April. These experiences have provided me a great look into the many facets of organized dentistry and learn how better to serve our membership. Recently, I was asked to resume Chris Klimecko's position as a board member of the ACSE (Association of Component Society Executives) for the ADA, I will be attending the annual Management and Membership meeting in Chicago in July as well as taking part in our annual ACSE meeting there. Encouragement from our leadership group is greatly acknowledged for allowing me to take on these important roles for our Society in national discussions.

NYSDA President-Elect Visits Eighth District



The Eighth District Dental Society recently had a visit from the New York State Dental Assocation's 2022 President-Elect Dr. James Galati.

Dr. Galati (pictured in the center of this photo) was in town to meet with current EDDS Executive Council members and sat in on a board meeting.

Dr. Galati is in private practice in Clifton Park, NY. He also works part-time at an Article 28 facility in Albany, serving the less fortunate.

Erie County Dental Society Ski Day



The Erie County Dental Society hosted a successful Ski Day in February down at Holimont Ski Resort in Ellicottville.

Attended by 40 skiiers, Dr. Joshua Grant presented a lecture on "Immediate Implant Provisionalization."

Those in attendance enjoyed a hot breakfast and lunch, followed by a morning and afternoon under sunshine on the slopes.



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Be sure to include the location featured in the photo, date it was taken, and your name.

Calling All Photographers



A gorgeous sunrise taken in Wyoming County previously submitted by Dr. Mark Barone.



June 2022

Friday, June 3 2022 EDDS Life Member Luncheon 12:30pm, Acqua Banquet Center

Monday, June 20 **ECDS Golf Day** 8am, Transit Valley Country Club

Saturday, June 25 Member Shred Event 10am-1pm, Eighth District Office

Tuesday, June 28 **Foundation Board Meeting** 7pm, Eighth District Office

July 2022

Monday, July 4 Independence Day Office Closed

Thursday, July 21 **New Dentist Social** 6pm, XYZ Bar, 500 Pearl

August 2022

Monday, August 1 **Basic Life Support** 5pm, Eighth District Office



Memorials

Dr. Robert A. Werner Dr. Richard Costantini

Dr. Richard Wright

February 2022 February 2022 February 2022

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

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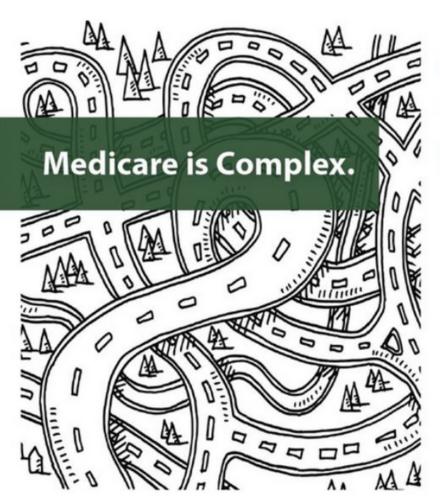
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We are happy to welcome back another event that was very successful last year. A shred it recycling day will be held at the Eighth District offices (3831 Harlem Road, Buffalo) on Saturday, June 25th from 10am to 1pm. As in the past, there is no limit on the amount of paper files you want to bring to recycle. If you have x-ray film, please note it MUST be separated from the paper. There is no cost for this event. More information to follow, or you're welcome to call the Eighth District office at 716-995-6300 with questions.







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Elghth District 2022 President's Installation Dinner



The Eighth District Dental Society held the annual President's Installation Dinner at 500 Pearl on Saturday, March 26th. It was a nght to celebrate the incoming President Dr. Joseph Gambacorta, as well as install his fellow Officers - Dr. Joshua Hutter (President-Elect), Dr. Robert Bochiechio (Vice President), Dr. Joseph Modica (Treasurer), and Dr. Joseph Rumfola (Secretary).

There were also 23 Life Members in attendance who accepted Life Member Achievement certificates.

Music was provided by Central Groove, a band made up of local EDDS member dentists. We would like to thank our sponsors: Fortress Insurance, Ivoclar Vivadent, Walsh Duffield, Bank of America, Patterson Dental, and Vital Dental Laboratory.



































































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ECDS 2022 President's Installation Brunch

"The purpose of organized dentistry is not to fill up your calendar with another place to go, but to draw your strength and ability to face hardships from others. These professionals that I have surrounded myself with over the years have guided me through professional office design issues, staffing questions, insurance problems and so much more." These were the words spoken by Dr. Kathleen McMahon-Wahler, as she was sworn in as the 2022 Erie County Dental Society President. The Installation Brunch, held at The Mansion on Delaware on March 13th, saw an early afternoon filled with an Officer Installation ceremony, awards, and Life Member recognition.

The Officers for 2022 include Dr. Matthew Walla as Vice President, Dr. Amanda Cryan as Secretary, Dr. Martin Gorkiewicz as Assistant Secretary, and Dr. Darren Forcier as Treasurer.

The Recipient of the Frank J. Stone Award was Dr. Peter D'Arrigo.

There were 21 Life Members in attendance who accepted Life Member Achievement certificates.

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Risk Management



EDDS Executive Director Dr. John Craig with Risk Management Presenter Dr. Michael Ragan.

Our annual Risk Management lecture was held on March 31st. Presented by Fortress Insurance, Dr. Michael Ragan came to town to teach the strategies and resources to enhance patient safety and to reduce risk in the dental practice. Closed claim topics included esthetic restorations, wisdom tooth extractions, oral cancer, endodontic treatment, and implants.

Course objectives included the ability to identify common dental malpractice risks, understanding how to adapt office policies and procedures to mitigate identified risks in the dental practice, and to understand the litigation process, board investigations, and the role of the insured provider in each.

Spring All Day CE & Lecture

The Eighth District Dental Society held its annual Spring All Day CE & Seminar on April 1st. It was a well-attended event at Salvatore's Banquet Facility. Two separate CE's were offered at the event. "Smart Practices for your Practice" was held in the morning, and "Modern Bioactive Restorations" was presented during the afternoon session.

Renowned speaker Dr. Todd Snyder flew in from California to present both lectures. Below, he is pictured with EDDS Executive Director Dr. John Craig, as well as EDDS President-Elect Dr. Joshua Hutter.



EDDS Foundation: A History of Supportive Services

By Executive Director - John D. Craig, Ph.D.

In my short time here at the EDDS, it's been a learning curve for me personally. But I would contend that many members are, at times, unaware of certain programming aspects of the Society in general, no matter how long you've been engaged as a member.

In the last Bulletin, I shared an article on the similarities and differences between the Eighth District and the Erie County Dental Societies. While they are mutually exclusive organizations, they often overlap in membership and support, especially in the office with operational aspects of services and programming. This article will focus on another perhaps one of those instances. Just what is the Eighth District Dental Society Foundation and why does it exist?

The Eighth District Memorial Education Foundation was originally organized in 1952 by the Eighth District Dental Society as a 501 © (3) corporation for the following purposes:

- to financially support and assist dental students
- to support the establishment of professional libraries for dental students
- to encourage and assist scientific dental research

To support the activities of the Foundation, the membership was also encouraged to send memorials on behalf of deceased members to provide an ongoing source of funds for the Foundation. As the needs of the Dental Society, its membership, and dental students changed, so too has the focus of the Foundation. In 1997, the Foundation discontinued making loans to dental students; the program was beset by non-payment and collection problems. In addition, the Society's continuing education seminars, which were sponsored in name by the Foundation, had become the primary source of operational funding for the Foundation. Most all our outreach activities are funneled through the Foundation, as an EDDS non-profit arm, for obvious reasons.

The Foundation offers a highly attractive structure for accomplishing a growing agenda of current-day issues confronting organized dentistry and the oral health care needs of Western New York. Consistent with the educational and public benefit provisions of our tax-exempt purpose, the Memorial Education Foundation is positioned to formally become the lead agency for the Dental Society's public health mission, including but not limited to, Continuing Education (CE): All Day; Practice Management; Practice Builder; and Risk Management seminars.

Additionally, it supports: Oral Health Care Practices; Children's Dental Health Months; Dental & Health Fairs; Dental Auxiliary Education; and Dental Auxiliary Education Challenge Grants and other grant sponsorship. Finally, the Foundation assists with Access to Care; Access to Care Campaigns; and The Good Neighbors Health Clinic at Harvest House in Buffalo.

So, while 1952 seems like a long time ago in our 160-year history, the core vision and mission of the Society remains and thrives with the additional designation of a Memorial Education Foundation. Recently, the Society shifted another entity, the Service Corporation, into a mothball state, but other areas of our organizational structure remain intact to support a cadre of services that would otherwise be not possible without this non-profit status.

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New Dentist Spotlight



Introducing Dr. Michael Gengo!

Dr. Gengo grew up in Amherst, NY and has called Western New York home all his life. He is a 2003 graduate of Canisius High School as well as a graduate of Canisius College where he earned his Bachelor of Science degree in 2008. Following his undergraduate studies, Dr. Gengo began his dental education at the University of Buffalo School of Dental Medicine. He graduated Magna Cum Laude in 2013 with a concentration in endodontics and numerous accolades including the Edwin C. Jauch Award, the George B. Snow Award and American Association of Endodontics Award. He also received the Thomas J Feidt Scholarship as a post-graduate student as he continued on with a residency at UBDSM where he earned his Endodontic Certificate.

For the past seven years, Dr. Gengo has been practicing as an endodontist in the area and he became board-certified, a note-worthy accomplishment, in 2017. A business owner as well, Dr. Gengo practices full time at Queen City Endodontics in Hamburg, NY and is a trusted provider for many referring dentists. His office offers exceptional care to patients using the latest technology and evidence-based treatment.

"Having been born and raised in Buffalo, it really is a privilege to be able to get an education, work and ultimately open my own office in my hometown. The dental community in Buffalo is very tight-knit. We all support each other. Dentistry is a perfect example of why Buffalo is called the City of Good Neighbors. Although I'm a little partial to the nickname, The Queen City."

In addition to private practice, Dr. Gengo is a clinical assistant professor in the Department of Periodontics and Endodontics, instructing post-graduate residents in root canal therapy and surgical procedures. He is a diplomate of the American Board of Endondontists, and a member of the American Association of Endodontist, American Dental Association, New York Dental Association, New York State Association of Endodontists, Eight District Dental Society, and the Fonzi Dental Study Club.

Mike and his wife Julia currently reside in Amherst with their two children, 3 year-old Chris and 10 month-old Angela. His father-in-law is Eighth District Member, Chester Gary, a fellow faculty member at UBSDM and his uncle is John Gengo DDS, a practitioner in Olean, NY. Outside of his busy home and professional life. Dr. Gengo enjoys playing hockey a few times a week. He also enjoys golfing; albeit humbly, "I try- there's always room for improvement." As a WNY native he root-root-roots for his home teams, cheering on the Buffalo Bills and Buffalo Sabres as a season ticket member.

Congratulations to Dr. Michael Gengo on being featured in our New Dentist Spotlight! We are fortunate to have so many new dentist members making a difference in our community, dedicating themselves to our profession, and staying involved in organized dentistry. If you have a new dentist in mind that you feel should be featured in an upcoming "New Dentist Spotlight," please e-mail your nomination to erinswee@buffalo.edu.



WILLIAM C. KNAUF JR. MEMORIAL

TOURNAMENT

2022

8:00 - REGISTRATION/BREAKFAST

8:30 - CE LECTURE

11:30 - LUNCH

12:45 - SHOTGUN START

6:00 - COCKTAILS/HORS D'OEUVRES

7:00 - **DINNER**

7:45 - AWARDS

CE, GOLF & DINNER - \$250 GOLF & DINNER - \$215 CE ONLY - \$90 (DENTIST) CE ONLY - \$30 (STAFF)



Transit Valley Country Club 8920 Transit Road, East Amherst 14051

MONDAY, JUNE 20, 2022

REGISTRATION & INFO: 716-995-6300



ADVANTAGES

WALSH DUFFIELD DENTAL INSURANCE PROGRAM



STRENGTH IN NUMBERS

Walsh insures 300+ dental practices in WNY and CNY with Hanover Insurance Company. The weight of the entire Fifth, Seventh, and Eighth District membership is behind each of our customers. Additionally, both Fortress and OMSNIC Insurance Companies have endorsed the Hanover program on a nationwide basis. That strength affords us the ability to offer unique coverage at a competitive premium.

CONVENIENCE

Hanover provides a highly competitive Business Insurance and Workers' Compensation program. The Workers' Compensation includes the potential to earn a dividend if the group's overall claim experience is favorable. Having all your insurance with one agent allows us to fully understand your situation and risk, avoid duplication of coverages, and provides you with the peace of mind of having one company, one phone number to call when a concern arises.

DENTAL EXPERTISE

We know dentistry. Walsh Duffield has insured dentists and their practices since 1974, over 40 years. We speak with suppliers to better understand the latest dental technological advances and the cost and value of dental practices and equipment. This allows us to properly insure an office for full replacement cost.

ADVANTAGES OF THE HANOVER DENTAL BOP

COVERAGE	HANOVER
Replacement Cost for Specialized Equipment	Up to 115% of value
Off Premises Utility Failure Business Income Direct Damage	\$25,000 \$25,000
Business Income Loss Settlement Option	Based on billable hours
Business Income Deductible	None
Computer Funds Transfer Fraud	\$10,000
Tenant Signs	\$20,000
Backup of Sewers or Drains	Up to full Business Personal Property limit
Theft of Precious Metals	\$25,000
Personal Effects	\$25,000
Ordinance or Law	\$25,000
Accounts Receivable	\$150,000
Valuable Papers & Records	Blanket
Computer Hardware & Software	Limit
Employment Practice Liability Coverage	\$100,000
Employee Dishonesty	\$50,000
Data Breach Coverage	\$50,000
Joint Loss Agreement Han over & Fortress Ins. Cos. have agreed to work together to resolve claims where there are questions as to which liability policy applies	Included



TESTIMONIALS

WALSH DUFFIELD DENTAL INSURANCE PROGRAM





Walsh in general and Christine Garvelli in particular, are extremely knowledgeable in all business insurance matters related to the dental field. We can trust that they will give us individualized attention in a timely manner which is very much appreciated.

- Dr. Ron Sadler, Inspire Dental Group, Buffalo



I've had a business relationship with Walsh Duffield (formerly Jacob Hauck) since I started practice over 30 years ago. I have since then used them for all my dental office insurance needs. Over the years they analyzed my personal home, car and umbrella policies and were able to upgrade my existing policies with significant savings. Any time I had a question or concern the personal service I received was exceptional. Christine Garvelli is never more than a phone call away for any all of my insurance needs.

- Dr. John Nasca, Buffalo



Walsh Duffield has a dedicated dental group led by Christine Garvelli who often anticipates your insurance needs before you have them. They are extremely accessible. When you have personal dealing with them, they make you feel like you are a special client, not just another number. My experience working with them has been a true pleasure!

- Dr. Jim Hoddick, Buffalo



They've always been incredibly helpful. As a dentist and business owner, I'm often worried about something. Insurance, however, has never been something for me to be worried about, because I know they are on top of it for me.

- Dr. Joseph Rumfola, Buffalo



We were new to practice ownership, and we had a lot of questions and concerns, Walsh Duffield was quick to give us knowledgeable answers. In addition to their competitive prices and patience, they came highly recommended from our bank and the dental community. Whether it is the knowledge of the products, customer service or their accessibility, it is clear that they are dedicated to the needs of their clients.

- Drs. Tyger Foster & Erica DiMarco, Rochester

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WE ARE HERE TO HELP Christine Garvelli

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