



November 6 – 9, 2002 • Orlando, Florida

## ACP 2002 Annual Session

One of the most valuable benefits of your ACP membership is the excellent educational opportunities available to you and your team. The ACP offers numerous opportunities for both formal and informal discussions at both large and small meetings to discuss current issues, identify best practices and lay the foundation for developing solutions for advancing the specialty of Prosthodontics.

The ACP premiere educational event—the ACP Annual Session—offers members the opportunity to expand their professional knowledge and

expertise in clinical prosthodontics and practice management. The ACP Annual Session provides a means for dialogue, education, advancement and improvement of all aspects of Prosthodontics.

This year's meeting, November 6 – 9, 2002 at the Renaissance Orlando Resort in Orlando, Florida will offer the largest variety of prosthodontic educational material available at one event. You will receive reliable information from top-notch experts in one comprehensive, quality program.

Whether you're a private practitioner looking for innovative marketing ideas, a Prosthodontist

on the road to becoming board certified, or a dental professional focusing in the field of Prosthodontics looking to refine your craft, the ACP 2002 Annual Session offers a vast array of seminars, workshops and scientific sessions designed to reinvent the role of the Prosthodontist within the dental community, and to the public. (The ACP is an ADA CERP recognized provider of continuing education credit; approximately 50 credits can be earned at the 2002 session). Program highlights include:

- **Scientific Sessions** focus on the outcomes of therapy in: Prosthodontics, Implant Prosthodontics and Surgical Therapy, Esthetics, Occlusal Management, Periodontal and Endodontic Therapy.
- **Limited Attendance Lectures** covering such topics as Electronic Pantography and Spectrophotometric Color Matching.

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### PRESIDENT'S MESSAGE

I am writing to ask a personal favor of each member of the American College of Prosthodontists. I am asking that, on behalf of the College, you take the time and effort to recruit a non-member Prosthodontist to join (or rejoin) the ACP. We are currently undergoing an extensive membership campaign, and we are cognizant that between 1,000 and 1,500 trained Prosthodontists are currently not members of the College. While it would be a monumental task for the central office to determine who those potential members are, I'm confident that, like myself, each of you knows one or more trained individuals who practice in your community, teach in your academic institution, or are in your military unit that have not joined the ACP. It is our intent as an organization to target these individuals and show them the value of being a member of the ACP, and encourage them to join our ranks. For this, we need your assistance.

There are many membership categories in the ACP. However, to truly "grow" our specialty, we must identify those individuals who, for one reason or another, have chosen not to become members. Then, we must clearly demonstrate the 'value' of being associated with the ACP, both now and in the foreseeable future. For the record, here are the current ACP membership numbers (as of February 2002):

|                                      |      |
|--------------------------------------|------|
| Active Members Fellows:              | 1787 |
| Life Members Fellows:                | 315  |
| International Members Fellows:       | 140  |
| Student Members:                     | 384  |
| CDT Alliance (opened February 2002): | 11   |
| Honorary Members:                    | 13   |
| Total Members:                       | 2639 |
| Total Dues Paying Members:           | 2311 |



Dr. David A. Felton,  
ACP President

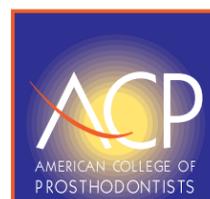
Consider for a moment what 1,000+ new members could do to further our goals of a national advertising campaign, to provide an increased voice for the specialty in the ADA, or to increase the numbers of mentors to assist with graduate resident recruitment. Think of the financial impact that the dues revenues from these additional members would have on improving the quality of our annual session, promoting the recognition of the specialty on the national level, and other current College projects. While each of us can think of a few things the ACP provides to us as member benefits, you may need more ammunition to entice the non-member to join.

First, the ACP is the ADA-recognized voice of the specialty of Prosthodontics. While our numbers may be small, it is crucial to realize the impact we can have with the ADA. For example, at the last ADA meeting in Kansas City, a delegate from Montana introduced a resolution that would involve the ADA in regulating "colleges of dentistry". This resolution, if approved, could have had a dramatic impact on the ACP, and all non-members Prosthodontists alike, by credentialing programs for the training of denturists. By careful scrutiny of the ADA House of Delegates resolutions, representatives of the ACP were able to caucus support from other specialty organizations, and lead the defeat of this resolution, based on the ADA's position (and that of the ACP) of opposing practicing dentistry without a license. The College is also taking steps this summer to invite Dr. Jim Smith, from Nebraska, to attend our Board of Directors meeting and assist us in determining how the ACP can better interface with the ADA. Dr. Smith is an ACP member Prosthodontist who recently ran for Vice President of the ADA. His expertise will hopefully enable us to move our agendas forward at the national level, which will benefit the specialty,

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211 East Chicago Avenue  
• Suite 1000  
Chicago, Illinois 60611-2688



I've got a personal computer.  
I've got a personal trainer.  
Of course I want personalized esthetics.

You know the problem. Today's patients demand individualized solutions, even when it comes to implant prostheses.

And what can you offer in return? Standardized, off-the-shelf products that fail to meet those demands.

But not anymore.

Because with our personalized implant prostheses Procera Abutment and Procera Implant Bridge you can satisfy the specific demands of every patient.

And at the same time reduce costs, increase profits, and enhance your professional reputation.

Want to know more about Procera products and services for personalized esthetics? Or about our business area Procera?

Just give us a call or drop us a line. Of course, you'll get our personal attention.

 **Nobel Biocare**

## EXECUTIVE DIRECTOR'S MESSAGE



Mr. Edward J. Cronin

It has been a reasonably warm winter here in Chicago and the tulips on Michigan Avenue were beginning to come to life...until Spring officially began. Since then, it has been unseasonably cold and gray with daily rain and snow showers. So, of course, our minds turn naturally to warmer climates like Orlando, Florida.

The ACP staff is hard at work on the details for our 2002 Annual Session to be held at the Renaissance Orlando Resort from November 6 - 9. Dr. Bruce Valauri and Dr. David Felton have put together an exceptional scientific program focusing on the current hot topics in Prosthodontics. Of particular interest will be our Implant Surgical Training Sessions to be held on Wednesday. Nobel Biocare, Steri-Oss, Straumann, Astra Tech, Friadent and Sulzer Dental will be presenting didactic and hands-on demonstrations designed to provide attendees with the introductory skills needed for implant surgery. These sessions will be limited in attendance so be sure to register early.

We also expect to have the largest corporate exhibition ever and, of course, the ACP Education Foundation New Vision Campaign wrap-up will make this Annual Session an historic event that you won't want to miss. Expect Big News!

Enclosed with this Messenger you will find registration materials for the meeting. As a major family resort area, Orlando has a large number hotel options but it is very important that you stay at the meeting hotel. To avoid significant financial penalties, the College has a contractual obligation to occupy a certain number of hotel rooms at the Renaissance Orlando Resort. As you will recall, the 1997 Annual Session was also held at the Renaissance and we did not meet our room block thus incurring significant penalties. You are encouraged to stay at the Renaissance not only for this reason, but also to enjoy the great amenities of the resort and the convenience of being just steps away from all the meeting activities.

As you read through this Messenger you will notice that we have four full pages of advertising. We began this program last year by offering complementary ads for those companies who provided sponsorship of our Annual Session. As we had hoped, the companies perceived value in these placements and we are now charging for these advertising pages. We expect it to become a significant source of revenue for the College.

On a final note, our building management has informed us that a neighboring tenant would like to relinquish about 400 square feet of office space. This space is adjacent to our current offices and is ideal to meet our expansion requirements without requiring major renovations. We are working with the building to create a space plan and new lease.

### **VOLUNTEERS NEEDED!**

## **Steve Gordon Memorial 5K Run/Walk Returns to ACP Annual Session**

We are going to resurrect the Steve Gordon Memorial Road Race at this year's ACP Annual Session in Orlando. Volunteers are needed to help with planning as well as onsite logistics. T-shirts (that will be provided by a sponsor) will be given to all participants.

The purpose of this event is three-fold. One—to remember Steve, a Fellow of the ACP that died in a skiing accident several years ago. Two—to provide attendees a fun, early morning event. Three—to raise money and awareness for the ACP Education Foundation.

Our goal is to raise \$5,000. Please contact David S. Clary at 4413 Outer Drive, Naples, FL 34112 or E-mail [claredi@gate.net](mailto:claredi@gate.net) if you can help.

## EDITOR'S MESSAGE

DR. JONATHAN L. FERENCZ

## Marketing Prosthodontics

For the twenty years I have been practicing Prosthodontics, there has been an ongoing dialogue about the lack of public awareness of our specialty. All of us have made a significant investment in the pursuit of a singular focus in Prosthodontics, only to find that many uninformed consumers pass us by in favor of the so-called cosmetic dentist or implant specialist. Not only is the public unaware of who we are, but dental students seem to be equally uninformed since interest in our graduate programs is at an all time low.

Through the years we have thoroughly discussed the reasons the average consumer is unfamiliar with Prosthodontics. Other dental specialties are commonly known by the public and experience patient self-referrals. For at least twenty years we have entertained the possibility of a name change, but have been unable to identify one that could be agreed upon as more descriptive of our specialty.

A few years ago, I began to collect business cards of some of our members in an effort to see how they would define our specialty. Although most of our members include "Prosthodontist" as part of their letterhead, many use additional descriptors, such as cosmetic, esthetic, implant, restorative, etc. At a recent strategic planning retreat, the subject once again was discussed. The group concluded that the name "Prosthodontics" should not be changed for the reason mentioned above and the fact that we are finally beginning to make some progress marketing the specialty to the public with corporate partners such as Procter and Gamble and Ivoclar Vivadent. Rather, it was recommended that we focus on using a more descriptive "tag" line. The one that was agreed upon was *Prosthodontics: Esthetic, Reconstructive and Implant Dentistry*.

During this past year we have witnessed leading dental manufacturers make generous contributions to the ACP Education Foundation, confident that investing in the College and its future would lead to marketing opportunities for them. One of our corporate partners, Ivoclar Vivadent, has even used their own marketing and advertising team, in cooperation with our Central Office, to create a series of beautiful and compelling ads, with a common theme: *Doesn't your smile deserve a specialist's care?*

The Strategic Planning Committee that met over one year ago reaffirmed that we still need to focus on raising the public awareness of our name, our specialty, and the important services we provide. While most of us may agree that this is an excellent goal, many have doubts about our ability to finance such an endeavor. Should individual members use their own resources to run such ads in their local markets, or should the ACP look to secure the funding to run ads in national or regional media?

Consider the following. Advertising by an individual member can be prohibitively costly because a single person (or practice) bears the

entire burden. Individual advertising efforts are often limited to a small population and frequently miss their target audience due to poor timing or placement. Most importantly, they are often perceived as unprofessional and self-serving—especially in the field of healthcare.

On the other hand, using the College to communicate our value as Prosthodontists to the public can be far more effective. It reaches a wider audience. It adds credibility to the specialty. It convinces consumers of the value of choosing a specialist over a general dentist. And because it is viewed as a public service rather than a sales pitch, it increases the likelihood of self-referrals.

Take as an example the automobile industry. Local dealers hardly need to reach out to consumers in their area, other than to inform them of their existence and location. Why? Their respective corporations have already done the hard part. Brands such as Mercedes, BMW, Volvo and Volkswagen are household names. Through intelligent marketing and advertising, they have communicated the value of these brands to the public. And these ad campaigns have been so convincing that they have created a desire—even a perceived need—for these automobiles. The consumer searches out a reputable dealer and the sale is often made without much convincing.

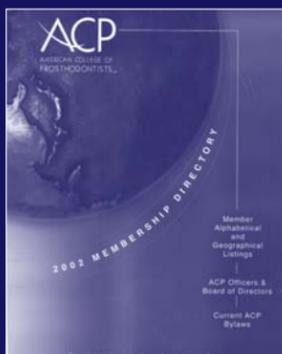
For these and other reasons, should we not consider using the American College of Prosthodontists in the same way? Granted, automobile companies enjoy advertising budgets that dwarf that of the ACP. They also have over 50 years of experience in this endeavor. This notwithstanding, we have already taken several small but very effective steps. However, if we are to capitalize on the momentum we have been able to create, we need to act decisively.

Our primary obstacle to this potentially effective campaign is a lack of funds. Case in point: The ads that Ivoclar gifted to the College remain largely unused due to our inability to meet the costs of effectively placing them and running them nationally or even regionally. *This is not an insurmountable obstacle.* Relatively small investments made by each individual over a period of time, when multiplied by the 2,700 members of the College, could easily make available a sizeable sum for this project of marketing our specialty to the public. If we can recognize our common purpose and combine our resources, we can accomplish great things.

To do this, however, we must first agree. We must agree to this goal, to a financial commitment, and to a long-range perspective that will require persistence, determination and vision.

As members of the American College of Prosthodontists, we will all be called on at some point in the near future to voice our opinion and make our commitment by voting on a proposal to fund a national advertising campaign for the ACP. Please consider it carefully.

## ACP 2002 Membership Directory Published



The ACP 2002 Membership Directory has been published and mailed to all members. Designed to maximize your networking opportunities and increase member-to-member referrals, this compact and easy-to-use listing of Prosthodontists makes a valuable addition to any Prosthodontist's office. Updated and published annually, the comprehensive directory contains listings for nearly 2,700 Prosthodontists throughout the world. The directory includes an alphabetical listing with names, addresses, telephone and fax numbers, e-mail and web site address, primary activity and interests for each member, as well as a geographical listing of members to provide a fast and convenient method for locating and communicating with colleagues.

Official membership update forms will once again be mailed later this summer. As a reminder, we urge you to carefully review and return it back to the College with any changes that you wish to make to your record, or visit the ACP web site at [www.prosthodontics.org](http://www.prosthodontics.org) (in the Members Only section) to submit your changes online. It is our goal to provide the most complete and accurate directory as possible to our membership.

Additional directories can be purchased through the central office for \$25.00 at (312) 573-1260, or ordered online at [www.prosthodontics.org](http://www.prosthodontics.org).

## 2002 Annual Session Continued from page 1

- **Special Seminars and Workshops** offer several methods for positioning Prosthodontists as formidable members of the dental team. Specific courses include: Board Preparation Course, Private Practice Workshop, Classification Workshop for Partial Edentulism, Writer's Workshop, Predoctoral Educators Seminar, Educators Mentoring Workshop and a new Implant Surgical Training Course presented by 6 major dental implant companies (Nobel Biocare, Steri-Oss, Straumann, Astra Tech, Friadent, Sulzer Dental).
- **Table Clinics** are short presentations on a research project, clinical outcome, laboratory technique, etc. using visuals other than a slide projector.
- **ACP Annual Welcome Reception**— Kick off the 2002 Annual Session with this annual welcoming event. Catch up with old friends and make new ones as you join your colleagues poolside to enjoy some great food in a casual and informal setting.
- **Annual Luncheon**— Come celebrate another great year of achievement, and spend an afternoon with some of the most influential individuals in the specialty of Prosthodontics, as we honor and acknowledge those individuals who have made significant contributions to the College and/or specialty during the past year.
- **President's Reception**—The passing of the gavel is one of the many highlights of this four-day event. Join us as we say good-bye to President Dr. David Felton and thank him for his many contributions during the year.

Plus, as is in past years, you will have the opportunity to meet with representatives from key companies marketing to the dental community that focus on products and/or services relevant to Prosthodontists such as laboratory products and equipment, dental implants, education and research materials and practice management resources. Over 50 exhibiting companies are expected to participate in this year's Annual Session. For a current list of companies who are already signed up to exhibit at the meeting, see page 9.

Our headquarters hotel, the Renaissance Orlando Resort offers first-class accommodations and some of the largest guest rooms in all of Central Florida, one of the world's largest resort atrium lobbies and one of Orlando's highest rated restaurants—*Atlantis*. The Renaissance Orlando Resort is located directly across from SeaWorld Adventure Park and within a 15-minute drive of many of Central Florida's themed attractions. The ACP conference rate is \$209 (single or double) or \$219 (triple or quad). All hotel reservations must be made by contacting the hotel directly at (407) 351-5555 by October 14, 2002.

Use the registration brochure, included with the mailing of this newsletter, to register; online registration will be available on the ACP's web site at [www.prosthodontics.org](http://www.prosthodontics.org) shortly. For more information, contact ACP headquarters at (312) 573-1260.

If you missed the meeting in New Orleans, by now you are probably aware that it was no ordinary meeting. The revelation of the ACP Education Foundation's New Vision Campaign, and the announcement of \$3.2 million in donations from our corporate friends created quite a stir. Don't miss this year's meeting, as it will surely prove to be just as exciting and eventful. Catch the captivating conclusion to Campaign, and see what's in store for the specialty in the years to come.

## 2002 ACP Undergraduate Achievement Award

Every year The American College of Prosthodontists (ACP) awards the ACP Undergraduate Achievement Award to graduating dental students who have demonstrated outstanding academic excellence and clinical proficiency in Prosthodontics. This year the recipients of the award are (as of April 1, 2002):

**Michelle Marie Bailey** – State University of New York at Stony Brook

**Aaron Michael Craig** – University of Missouri-Kansas City

**Kevin Edward Fielding** – University of Maryland

**Joshua C. Gorman** – University of Texas

**Ryan D. Goslin** – Indiana University

**Joy S. Hasebe** – University of Oklahoma

**Sharon Elizabeth Johnson** – University of Pennsylvania

**Dennis Wayne Kiernan** – Medical School of Georgia

**Demetrick LeCorn** – University of Florida

**Jamie Jo Peterson** – University of North Carolina

**Christopher R. Pusateri** – State University of New York at Buffalo

**Eric Seiji Smith** – West Virginia University

This list is complete as of April 1, 2002. A complete list of all award recipients will be published in the Summer 2002 issue of the *ACP Messenger*.

All dental schools are eligible to submit a nomination. Submissions for the award should be submitted in writing with the recipient's name and the name/address for the award to be shipped to:

The American College of Prosthodontists  
211 E Chicago Avenue, Suite 1000  
Chicago, IL 60611  
Fax: (312) 573-1257  
Attn: Cassandra Curtis

## Postgraduate Prosthodontic Directors Survey On Implant Surgery

by Dr. Lyndon Cooper

In September 2001, a survey of Directors of Graduate Prosthodontic Programs in the United States was conducted regarding the role of Prosthodontists in dental implant surgery within dental schools, within graduate prosthodontic education and as an integral part of the Accreditation Standards for Advanced Specialty Education Programs in Prosthodontics.

The response from 35 of 60 program directors indicated that this is a topic of current interest and importance. It became clear from the responses (table 1) that further investigation of this topic is needed. There was sufficient positive response among the returned surveys to warrant this. For example, 2/3 of the respondents believe that increasing the standard for implant placement in prosthodontic graduate programs would improve student recruitment. Only 1/3 felt it would harm the specialty.

Only 50% of respondents indicated the ability to teach implant surgery in a graduate prosthodontic program. However, 24 of the responding directors indicated their willingness to have other specialists teach their residents to perform implant surgery.

The solicited general comments to the BOD-initiated survey were extremely helpful. They can be categorized as follows:

- resounding cheers for the initiative,
- reassurances for this step forward,
- quietly reserved and constructively critical optimism, and
- dismay or disappointment.

Further discourse is appropriate. A special Exploratory Subcommittee will be formed consisting of key committee chairs and several program directors to investigate this issue further. If you have any comments on this issue, please contact Dr. Lyndon Cooper at (919) 966-4579; [lyndon\\_cooper@dentistry.unc.edu](mailto:lyndon_cooper@dentistry.unc.edu) or Dr. Nancy Arbree at (617) 636-6622; [nancy.arbree@tufts.edu](mailto:nancy.arbree@tufts.edu).

**Table 1**

| Question                                                                                                                            | Yes            | No          | Not sure             | Don't know |
|-------------------------------------------------------------------------------------------------------------------------------------|----------------|-------------|----------------------|------------|
| Should the Prosthodontic Standards be modified to include surgical placement of dental implants at a higher level than familiarity? | 22             | 14          |                      |            |
| Would it impact your training program if your residents were required to place implants?                                            | 9              | 11          | 5                    |            |
| Would you be willing to teach implant placement                                                                                     | 16             | 20          |                      |            |
| Would you be willing to teach implant placement if you had a 3-5 day implant placement course by the ACP?                           | 18             | 18          |                      |            |
| Would you be willing to have someone else teach your residents to place implants?                                                   | 24             | 7           |                      |            |
| Do you have someone who could and would be willing to teach implant placement?                                                      | 23             | 11          | 1                    | 1          |
|                                                                                                                                     | <b>Improve</b> | <b>Harm</b> | <b>No Difference</b> |            |
| How would implant placement at a higher level in our Standards affect recruitment?                                                  | 21             | 1           | 9                    |            |
| How would it affect the Specialty?                                                                                                  | 22             | 11          | 3                    |            |

### SURVEY OF IMPLANT EXPERIENCE BY U.S. PROSTHODONTISTS

In 2002, the membership of the American College of Prosthodontists was surveyed by the Implant Dentistry Special Interest Group as to their implant usage and performance of implant surgical procedures. Eighty-two percent of the respondents were placing implant-supported prostheses; twelve percent were surgically placing implants.

Of those not placing implants surgically, 24% wished to do so in the future. Forty-three percent expressed interest in learning to do so in an ACP-sponsored course. Further details of the results of this survey will be published by the Chair, Dr. Steven Eckert, and his committee in an upcoming *Journal of Prosthodontics* article.



## The ACPEF New Vision Campaign Update

Last November during the ACP Annual Session in New Orleans, the ACPEF launched what has proven to be an unprecedented undertaking in the prosthodontic community. With an initial goal of \$2 million, the Foundation, with the support of founding donors such as Ivoclar Vivadent, Brasseler USA and Procter and Gamble, soon raised the goal to \$5 million. As we move into Phase II of the campaign, we are pleased to add the support of Kerr Dental, Heraeus Kulzer Dental and Astra Tech to the Director's Circle, each with a gift of \$100,000.

**W**hy did the ACPEF decide to undertake a campaign? Recently, leaders throughout the specialty met at a summit hosted by the ACP to identify emerging trends and challenges facing Prosthodontics. From this discussion, five key issues emerged. They are:

1. The need for skilled Prosthodontists is steadily increasing as a result of an aging population and the growing demand for esthetic procedures.
2. Young dentists are reluctant to pursue post-graduate training the field of Prosthodontics, as well as other specialties, due to cost.
3. Public awareness of the benefits and availability of Prosthodontics is limited.
4. Dental schools must be competitive if they are to continue to attract and retain the highest quality faculty members.
5. Market and technical research is essential in disseminating knowledge about Prosthodontics.

The ACPEF chose to accept a leadership role in addressing these areas by launching a major, multi-phased funding initiative, *The New Vision Campaign*. By partnering with corporate leaders from the manufacturing sector, laboratories, academic institutions and other supporters of the prosthodontic specialty, the Foundation will build support to resolve these industry challenges through education and research. The Foundation seeks to generate financial support for initiatives that will address four core areas of need:

- Promoting graduate student recruitment by providing scholarships and educational grants, and implementing an informational program to elevate awareness of the specialty in all dental schools;
- Design and implementation of programs to recruit and retain the finest prosthodontic faculty in dental schools;
- Develop marketing strategies to increase awareness and an overall understanding of Prosthodontics, and to ensure the general public as well as the dental industry understands the role of the specialty;
- Support for scientific and market research for the betterment of Prosthodontics.

The success of *The New Vision Campaign* will require the participation of all individuals, companies and foundations interested in the field of prosthetic dentistry. Recently, three Division Chairs were announced to move Phase II of the campaign forward. Dr. Peter Johnson has been named Membership Division Chair, Dr. Cosmo De Steno will lead the Corporate Division and Dr. Kenneth Malament is the Laboratory Division Chair. Each of these teams will be working over the next six months to ensure that at the 2002 Annual Session in Orlando, we can celebrate exceeding our \$5 million goal. We look to kick off our membership drive by May 1, so be looking for your chance to participate in this extraordinary opportunity to ensure the future of the specialty.

The successful completion of *The New Vision Campaign* will establish ACPEF as the premier center for research, education and marketing of Prosthodontics now and moving confidently forward into the new millennium.

If you have a personal contact at a company

### ACPEF New Vision Campaign Steering Committee

Dr. Gordon J. Christensen, *Honorary Campaign Chair*  
Provo, UT  
info@pccdental.com

Dr. Jonathan Ferencz, *Campaign Co-Chair*  
New York, NY  
jlferencz@nycpros.com

Mr. Robert Ganley, *Campaign Co-Chair*  
Ivoclar Vivadent  
Amherst, NY  
robert.ganley@ivoclarvivadent.com

Dr. Cosmo De Steno, *Corporate Division Chair*  
New Jersey Dental School  
Newark, NJ  
destencv@umdnj.edu

Dr. Peter Johnson, *Membership Division Chair*  
Le Mesa, CA  
pfjdmd@aol.com

Dr. Kenneth Malament, *Laboratory Division Chair*  
Boston, MA  
kenmalament@attglobal.net

Dr. Thomas McGarry, *ACPEF Chair*  
Oklahoma City, OK  
mcgarry@qns.com

Dr. David Felton, *ACP President*  
University of North Carolina School of Dentistry  
Chapel Hill, NC  
dave\_felton@dentistry.unc.edu

Dr. Nancy Arbree  
Tufts University School of Dental Medicine  
Boston, MA  
nancy.arbree@tufts.edu

Mr. Edward Cronin, Jr.  
Chicago, IL  
ecronin@prosthodontics.org

Dr. Manal Ibrahim  
Schaumburg, IL

Dr. Leonard Kobren  
White Plains, NY

Mr. Nik Lidskog  
Astra Tech  
Lexington, MA  
niklas.lidskog@astratech.com

Dr. Harold Litvak  
New York, NY  
litz888@aol.com

Dr. Thomas Reddy  
Nobel Biocare  
Yorba Linda, CA  
thomas.reddy@nobelbiocare.se

Mr. David Rubino  
Procter and Gamble  
Moscow, PA  
rubino.dv@pg.com

Mr. William Ryan, ACPEF Treasurer  
Straumann USA  
Waltham, MA  
bill.ryan@straumann.com

Mr. Donald Waters  
Brasseler USA  
Savannah, GA  
donwaters@brasselerusa.com

that would enable the ACPEF Division Chairs to make a presentation, or you would like to personally pledge your support to the effort, please contact the appropriate Committee Chairperson, or

the Campaign Director, Ms. Karen Sloat, at the ACP headquarters at (312) 573-1260 Ext. 11.

### ACP Sponsors CDS Program For Second Straight Year

**F**or the second consecutive year, the ACP participated in the Chicago Dental Society (CDS) Annual Midwinter Meeting at McCormick Place in Chicago, Illinois. The ACP presented a one-day program on Thursday, February 21 designed to showcase and promote the specialty of Prosthodontics to nearly 200 dental professionals.

The ACP would like to thank the following members for the time they gave to participate in the program: Drs. Jonathan Ferencz, John Sorensen, Robert Winter, Harold Litvak, Thomas McGarry and Lyndon Cooper. A special thank you to Dr. Kenneth Malament who has done an excellent job working with the CDS and the individual speakers to help create two remarkable educational programs.

Due to the successes of this program the past two years, the College will again sponsor a program in 2003. Speakers for next year's program will include:

- Dr. Vincent Celenza
- Dr. Nancy Chaffee
- Dr. Tony Daher
- Dr. J. Robert Kelly
- Dr. Dennis Weir
- Dr. Jonathan Wiens.

More detailed information on the presentation topics will be published in a future issue of the *ACP Messenger*.

## New Diplomates of the American Board of Prosthodontics



The ACP would like to congratulate the following individuals for their recent achievements of becoming Diplomates of the American Board of Prosthodontics:

(Back Row, Left to Right):

**Dr. Carlo Ercoli** (Rochester, NY)—Program Director at the University of Rochester Eastman Dental Center Division of Prosthodontics.

**Dr. Richard Druckman** (Ft. Bliss, TX)—LTC, U.S. Army Dental Corps, Assistant Prosthodontic Mentor to the OMFS Program at William Beaumont Army Medical Center.

**Dr. Ariel Raigrodski** (New Orleans, LA)—Assistant Professor at University of Louisiana Dept. of Prosthodontics.

**Dr. Flavio Rasetto** (Baltimore, MD)—Assistant Professor of Restorative Dentistry at University of Maryland, Baltimore College of Dental Surgery.

**Dr. Touradj Ameli** (Boston, MA)—Full-Time private practice in Boston, MA.

(Front Row—Left to Right):

**Dr. Robert Miller** (Wichita Falls, TX)—LTC, Academy Battalion Army Medical Department (AMEDD) Center and School, Director of Tri-service Dental Laboratory Technician Course and Prosthodontic Mentor with the AEGD 1yr program of the 82nd Dental Squadron at Sheppard AFB.

**Dr. Cheryl Morgan Riley** (Bosnia)—In active duty in the U.S. Army as LTC and OIC of the task force Medical Eagle Dental Service in Tuzla, Bosnia and Herzegovina.

**Dr. Sudarat Kiat-amnuay** (Houston, TX)—Assistant Professor at University of Texas-Houston, Dept. of Restorative Dentistry and Biomaterials.

**Dr. Debora Beatriz Armellini Dodel** (Ann Arbor, MI)—Clinical Assistant Professor at the University of Michigan Dept. of Biomaterial Science Division of Prosthodontics.

Not Pictured:

**Dr. Rami Jandali** (Detroit, MI)—Program Director at the VA Detroit Medical Center.

**Dr. Edgar O'Neill** (Camp Lejeune, NC)—Commander in U.S. Navy

**Dr. Francisco Rosa** (Puerto Rico)—Associate Professor at the University of Puerto Rico School of Dentistry Dept. of Restorative Sciences.

## President's Message *Continued from page 1*

and every Prosthodontist.

Second, the ACP led a group of representatives from all prosthodontic organizations last January in development of a strategic plan for the specialty. This strategic plan was adopted by our Board of Directors in June and our House of Delegates in November to represent the first true vision for the specialty that I've seen in decades. A copy of this strategic plan is available upon request.

Another key component of our strategic plan is completion and implementation of our three Classification Systems in the pre-doctoral and graduate curriculum in all US dental institutions. We have published the Classification System for Complete Edentulism (which about 50% of the dental institutions currently teach and use), and are nearing publication of the Classification System for Partial Edentulism, which should be ready for distribution this summer. The newest system, the Classification System for the Dentate Patient, has been field tested, and is undergoing final revisions. Each of these systems was developed by the ACP as a means for setting Prosthodontists apart in the level of complexity for which they are trained to diagnose and treat. While it may take four to five years to fully implement the three systems into academic institutions, the outcomes can only be of benefit to the members of the College.

Third, we have instituted the ACP-sponsored continuing education programs, through our new ACP Center for Prosthodontics Education, which for the first time have been targeted at Prosthodontists, rather than GP's. This includes the Surgical Implant Placement initiatives, of which we have held two to date, and for which we have seven implant companies ready to co-sponsor with the ACP. While these courses are designed as a three-day introductory experience to allow members to determine whether they wish to take more advanced courses of study, they are not designed to provide training to the level of competency. Additionally, we are investigating resurrecting the Michigan-style Board Prep Course, to provide ACP members wishing to challenge the American Board of Prosthodontics Certification Examination with the training that will assist in the process.

Fourth, recruitment continues to be one of the major focus points of my administration, both for new members, graduate students, and now Certified Dental Technicians (CDTs). As for student recruitment, graduate resident recruitment may hold the key to our long-term success. While nearly 66% of our current residents are foreign trained, very few of them can remain in the US after graduation. Although the ACP has an International Member category, few graduates actually keep their memberships after returning to their home countries. Thus, it is crucial that the ACP recruit US trained residents, to bolster our member ranks for future years. Additionally, we all know that there is a critical lack of highly trained faculty in US dental schools (currently between 300-400 full time positions). With nearly a 50% reduction in the number of Armed Services Prosthodontists, a lack of US trained students entering the residency programs, and the lucrative nature of Prosthodontics in the private sector, our applicant pool for future teachers is critically small. Each of us must, in our own way, identify the "best and brightest" pre-doctoral students, mentor them as to the benefits of becoming a Prosthodontist, and guide them toward our residency programs. They are, truly, our future. Finally, the 2001 House of Delegates approved a new Certified Dental Technician Alliance. Granted, there is a significant lack of trained laboratory technicians in the US, which is a trend that the ADA has recently recognized. The ADA has contacted the ACP to help resolve this issue regarding dental lab technology recruitment, and we have responded. Our Dental Technician Alliance will enable CDTs to join the organization to give them a voice in the ADA through our organization, provide them with CE opportunities, and allow the ACP to partner with the NADL and ADA in these new recruitment initiatives. There is no other specialty organization that depends more on the dental laboratory technology industry than the ACP, and we are determined to assist the industry in their devel-

opment. We have recently contacted our corporate partners regarding participation in a proposed ADA/ACP Task Force on dental technician recruitment, and have received an overwhelming enthusiastic response.

Fifth, we are working to improve communications in our organization, via new initiatives in our central office, and particularly via our web site. If you have not visited our web site recently, please go to [www.prosthodontics.org](http://www.prosthodontics.org) and check us out. We will use web-based technologies to survey members on the important issues that are facing the ACP and its members, as well as disseminate important specialty and College-related information to our members. In addition, members receive the *Journal of Prosthodontics*, our very own and critically acclaimed specialty journal, and the *ACP Messenger*, which keeps our members fully abreast of the organization, our meetings, and on going programs and initiatives.

Sixth, we are implementing a new, more knowledge-based way of conducting our business and meeting member needs. We will solicit input from our membership to assist in making recommendations to the Board for review and discussion. This will keep us more focused on our member needs, and provide us with the information we need to address key issues facing the College.

And finally, the ACP Education Foundation is off and running. As you may or may not know, the ACPEF was formed in 1985, and since that time, has had around \$30,000 - \$60,000 in its coffers. These funds have been used to pay student scholarships, fund research projects, etc., but have never grown to any level that would permit funding for major campaigns. Last summer, we began our New Vision Campaign, which targeted corporate sponsors, and thus far have raised \$3.4 million dollars on our way to a \$5 million goal for this year. This will enable us to move our strategic plan initiatives forward, fund graduate resident education, and conduct exceptional research projects of merit. By all accounts, it's the fastest growing campaign in any dental specialty's history which has put the ACP on the map, and has the other dental organizations taking notice (including the ADA) of our success.

While this is certainly not an inclusive list of the member benefits of the ACP, it is a starting place to allow informed discussions with prospective new member recruits. Does the ACP provide "value" to its members? Absolutely, and perhaps more now than ever. Do we need non-member Prosthodontists to join? Absolutely, we need to continue to "grow" our numbers, so we can have an even greater voice within organized dentistry.

Here's my challenge for you. Identify a non-member Prosthodontist or certified dental technician that you know, and entice them to join the ACP. The member who recruits the most new members by September 1, 2002 will be recognized at the Annual Member Luncheon during the annual session in Orlando, and will receive round-trip coach airfare, three (3) nights hotel at the annual session hotel, and two (2) complimentary tickets to the Awards Luncheon. (Contest is only valid if more than 10 new members are recruited as a result of this contest.)

Please contact the ACP for an application form or visit [www.prosthodontics.org](http://www.prosthodontics.org) to download an application today. If, for some reason, the individual you have contacted elects not to become a member, please let me know why he/she personally chose not to join. I would also appreciate it if you would provide contact information on your prospect, so we can update our database in the central office. I can be reached at the following:

Work Tel: (919) 966-2712

Home Tel: (919) 361-2772

Fax: (919) 966-3821

E-mail: [dave\\_felton@dentistry.unc.edu](mailto:dave_felton@dentistry.unc.edu) or [prosrules@aol.com](mailto:prosrules@aol.com)

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## News from the *JP*

### Toothaker Selected as *JP* Book Review Editor



Dr Randy Toothaker

Dr. Randy Toothaker, Associate Professor in the Department of Adult Restorative Dentistry at the University of Nebraska College of Dentistry in Lincoln, has been selected to edit the *JP*'s Book Review section. In addition to directing the prosthodontics graduate program at the University of Nebraska, Dr. Toothaker serves as Coordinator of Dental Implant Education and Patient Treatment.

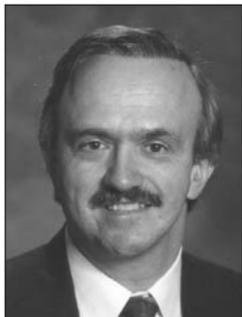
A 1981 graduate of the University of Oklahoma College of Dentistry, Dr. Toothaker completed his prosthodontics training at Brooke Army Medical Center, Ft. Sam Houston, San Antonio, Texas in 1990 and became a diplomate of the American Board of Prosthodontics the following year. He had completed a General Practice residency earlier.

Dr. Toothaker has published articles in refereed dental journals and lectured in this country and abroad on clinical restorative techniques and prosthodontics education. His unusual name has generated several radio and newspaper interviews and feature stories.

Book reviews, previously the responsibility of the Clinical Science Section Editor, have been assigned to a separate section editor to better accommodate the volume of work. Readers interested in serving as reviewers or who would like to suggest titles for review are encouraged to contact the new editor at the following address:

Randy Toothaker, DDS  
Associate Professor and Director,  
Postgraduate Prosthodontics  
UNMC College of Dentistry  
40<sup>th</sup> & Holdrege  
Lincoln, NE 68583-0750  
rtoothaker@unmc.edu

### New Clinical Science Section Editor Appointed



Dr Carl J. Drago

Dr. Carl J. Drago, a private practitioner at the Gunderson Clinic in La Crosse, WI, has been selected to serve as Clinical Science Section Editor for the *JP*, replacing Dr. David R. Burns. Dr. Burns served in the position for two three-year terms.

Dr. Drago is a 1976 graduate of Ohio State University College of Dentistry. He received his prosthodontics training, culminating in a certificate and the Master of Science degree, at the University of Texas Graduate School of Biomedical Sciences in San Antonio, TX. He has been a diplomate of the American Board of Prosthodontics since 1984.

"As staff Prosthodontist at the highly regarded Gunderson Clinic, Dr. Drago brings valuable practical expertise to the position," said Dr. Patrick Lloyd, editor-in-chief of the *JP*. "He combines experience in a highly regarded private practice clinical setting with a notable publication record," Dr. Lloyd continued, "most recently in the area of endosseous implants and osseointegration and he has lectured widely in this country and abroad on prosthodontic care."

Dr. Lloyd also noted that Dr. Drago has broad experience in the area of dental publishing, serving on the Editorial Review Board of the *JP* since 1991 and as a reviewer for the journal since 1992. For the past decade, he has served as a reviewer and member of the Editorial Board of the *Gundersen Medical Journal* and the journal *Trends and Techniques*. He has been Associate Editor of the *Journal of Implants and Reconstructive Dentistry* since 1997. He serves as a Consultant to the American Dental Association, Council on Dental Practice.

## DISABILITY INSURANCE: INDIVIDUAL VS. GROUP PLANS

by: Kenneth C. Thomalla, CPA, CLU, CFP  
Vice President, Marketing - Treloar and Heisel, Inc.

Often when individuals look to purchase disability insurance, they focus more on the premiums and less on the contractual aspects of the policy. Disability insurance has never, and should never, be considered a commodity due to the differences in the plan offered. Over the last 10 years, the disability arena has changed dramatically, and therefore, it is important that the right policy is obtained to avoid surprises in future years. This article will focus on the different disability policy plans that are available today. Disability policy plans can be classified into two groups: individual and group plans.

Individual disability plans can be further split into two categories. The first is non-cancelable and guaranteed renewable (NC) while the other is guaranteed renewable (GR). A NC policy is considered the strongest type of disability insurance available. When a NC policy is purchased and underwriting is completed, this policy can never change to the detriment of the insured. Premiums and contractual language are guaranteed along with the fact that the insurance company cannot cancel coverage.

GR policies are similar to a NC policy except that the insurance company does not guarantee the premiums. Premiums are set based on established loss ratios. Insurance companies focus on loss ratios to determine profitability for each line of business. Under the GR format, if an insurance company wants to lower a loss ratio, they can increase the premium to offset the claim expenses. These premium increases are not capped and can occur at any time.

Group insurance programs are often conditionally renewable (CR) plans and do not provide guarantees for rates, contract lan-

guage nor cancellation of the group. Essentially the only guarantee is that the insured will not be dropped individually from the group. The disability plans offered by The American Dental Association and the Academy of General Dentistry are the two most recognized CR plans. However, individuals employed by teaching institutions, hospitals or large group practices may also be covered under one of these group plans.

Another area of concern with a typical "true group" CR plan is how a partial or residual disability is covered. Many CR plans have a stipulation that requires a predetermined number of days of total disability before any residual claim would be paid. This results in many degenerative disabilities not being covered until the condition is so extreme that the insured cannot work at any capacity for the predetermined number of days (i.e. 30 or 90). For example, a person that is diagnosed with cancer and has to go through chemotherapy will typically work a reduced schedule, possibly working two days a week or a minimal numbers of hours per day. A plan with this restriction will not pay on this type of disability because they are in the office at some capacity. This type of restriction is known as a qualification period, not to be confused with elimination or waiting period, and should be avoided in any contract. Financial planners feel that this type of policy should only be used to supplement existing individual policies.

Your (association) disability program offers the guarantees of NC coverage with the pricing usually associated with group coverage. For more information regarding disability insurance, contact Treloar and Heisel, Inc. at (800) 852-4900 or [www.th-online.net](http://www.th-online.net).



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## ACP Web Site To Help Recruit Prospects Into The Field

Since the inception of the American College of Prosthodontists, over thirty years ago, the recruitment of outstanding dental students into the specialty has been a goal. Although we have been effective at times in the past, in recent years our results have been modest. As our market research shows, the average dental student is likely to make a choice other than Prosthodontics for a variety of reasons, including familiarity, perception of reward and early introduction to a mentor.

As Prosthodontists and members of the ACP, we know what a challenging and rewarding career ours is and we are always looking for new ways to communicate its value to today's dental students. Therefore, we wish to announce a new resource that has been created for dental students who are researching career opportunities in a specialty. The ACP has designed an entire section on its web site for dental students interested in the specialty.

This should serve as an invaluable resource to dental students by providing them with information at their fingertips, which might ordinarily take considerable time and effort to research. The web site also addresses some of their main concerns, for example:

- the scope of a prosthodontic practice
- career paths
- academic opportunities
- compensation
- graduate programs
- scholarships
- board certification
- success stories

The ACP web site is continually being refined and updated with current information, so if you are a program director and your school is not represented on this site, or if you have suggestions for improvements please feel free to contact us at 312.573.1260 extension 16 so we can incorporate your information.

As ACP members, especially those who hold faculty appointments, please familiarize yourselves with this new resource and use it in discussions with students and refer to it in your presentations and lectures. The College also offers a Power Point presentation designed for the dental student, so please contact us if you would like to incorporate this into your presentations.

This "Student Section" of the ACP web site is but one of many avenues in a major endeavor to

reach dental students. Perhaps the avenue that will have the greatest impact is the personal relationship you develop with a dental student. If you are an ACP student member, you can mentor undergraduate dental students and assist them in making their career choices. Tell them why you have chosen this career path and what the challenges and rewards are. If you are a faculty member, spend a small amount of your valuable time mentoring even just

one student. Your leadership and your friendship can inspire a student to emulate your example as a successful Prosthodontist.

Comments or suggestions for the web site can be directed to:

Lisa DeVries, Communications Manager at  
312.573.1260 x16 or  
lopoka@prosthodontics.org

### ACP New Members

#### Student Members

|                           |                          |                       |                    |
|---------------------------|--------------------------|-----------------------|--------------------|
| Dr. Daniela Adeola        | Dr. Deborah L. Ashcraft  | Dr. Renee' Duff       | Dr. Jack Piermatti |
| Dr. Johanna Alarcon       | Dr. Jean-Francios Brochu | Dr. Alessanora Macedo | Dr. Xavier Saab    |
| Dr. Abdullah Alsiyabi     | Dr. Rafael Castellon     | Dr. Javier Martin     |                    |
| Dr. Ioli-Ionna Artopoulos | Dr. Yeonjo Choi          | Dr. Deepa Mehta       |                    |
|                           |                          | Dr. Eduardo Merino    |                    |

#### Members (upgrade from Student Member)

|                    |                         |                   |                         |
|--------------------|-------------------------|-------------------|-------------------------|
| Dr. Donna Barpal   | Dr. Pintip Charunmethee | Dr. Minaxi Patel  | Dr. Martin Schwartzberg |
| Dr. Ching-Ju Chang |                         | Dr. David Pierson | Dr. Mary Walker         |

#### Members

|                            |                   |                     |                           |
|----------------------------|-------------------|---------------------|---------------------------|
| Dr. Jaime Castro-Gutierrez | Dr. Stephen Chu   | Dr. Charles Grannum | Dr. Norberto Perez-Montes |
|                            | Dr. Bruce Crispin | Dr. Scott Miller    |                           |

#### Fellows

Dr. Francisco Rosa

#### International Members

|                      |                   |               |                |
|----------------------|-------------------|---------------|----------------|
| Dr. Yvonna Hrabowsky | Dr. Sunhong Hwang | Dr. Terry Lim | Dr. Don Reikie |
|----------------------|-------------------|---------------|----------------|

#### Life Members

|                        |                    |                       |                     |
|------------------------|--------------------|-----------------------|---------------------|
| Dr. James Baker        | Dr. William Kay    | Dr. Juan Samman       | Dr. William Straube |
| Dr. Gordon Christensen | Dr. Randall Larson | Dr. Forest Scandrett  |                     |
| Dr. Paul Conrardy      | Dr. Marvin Pinn    | Dr. Clifford Selinger |                     |
| Dr. John Houston       | Dr. John Rogerson  | Dr. Robert Selz       |                     |

#### Honorary Member

Dr. Ronald L. Ettinger

#### Alliance Technicians

|                    |                 |                      |
|--------------------|-----------------|----------------------|
| Mr. Colin Barnhard | Mr. Ted Shearer | Mr. Robert Winkelman |
| Mr. Charles Kim    | Mr. Kerry West  |                      |

## Exhibit Space Still Available

The 2002 ACP Annual Session in Orlando is just a few months away, but some excellent exhibit space is still available for companies who have yet to secure a booth. With a projected attendance of over 1,000, there will be numerous opportunities for company representatives to introduce their products to the dental community.

Companies who market to the dental community that focus on products and/or services such as laboratory products and equipment, dental implants, education and research materials and practice management resources are eligible to exhibit. Members who currently work with a dental supplier not listed below, are encouraged to take the time to explain the outstanding opportunities that are available to exhibitors, and invite them to be a part of this annual ACP event. To request an exhibitor's prospectus, you may either call the ACP central office at (312) 573-1260, or visit the ACP web site at [www.prosthodontics.org](http://www.prosthodontics.org) to download a copy of the prospectus today.

Additional marketing opportunities also exist for companies looking to gain the maximum amount of exposure possible at this year's meeting. Sponsorship of individual events as well as advertisting in the meeting program are excellent ways to introduce your company to potential new clients. Information can be obtained by contacting the ACP central office directly at (312) 573-1260.

#### 2002 Exhibitors (as of April 3, 2002)

|                            |                                   |
|----------------------------|-----------------------------------|
| Astra Tech Inc.            | KaVo America Corp.                |
| Axis Dental Corp           | Lifecore Biomedical               |
| BEGO USA                   | Nobel Biocare                     |
| Bicon Dental Implants      | Photomed International            |
| BioTemps Dental Laboratory | Preat Corporation                 |
| Biotene - Laclede, Inc.    | Procter & Gamble                  |
| Bisco Dental Products      | Quintessence Publishing Co        |
| Brasseler USA              | The Straumann Company             |
| Dentsply Trubyte           | Surgitel/General Scientific Corp. |
| Designs For Vision, Inc.   | TMI Incorporated                  |
| Friadent North America     | Treloar & Heisel, Inc.            |
| Great Lakes Prosthodontics | Valley Dental Arts                |
| Impladent Ltd.             | Waterpik Technologies             |
| IMTEC Corp.                | Whip Mix Corporation              |
| Innova Corporation         | X-Rite Incorporated               |
| Ivoclar Vivadent Inc.      | Zeiss                             |
| John O. Butler Co.         |                                   |

### Call for Table Clinic Presentations

#### The American College of Prosthodontists Annual Session

November 6 - 9, 2002  
Renaissance Orlando Resort  
Orlando, Florida

**Table Clinics Session:**  
Thursday, November 7, 2002  
12:15pm to 2:30pm

Poster or Display Presentations of Research Results, Clinical Outcomes, Laboratory Techniques, and Topics of Interest

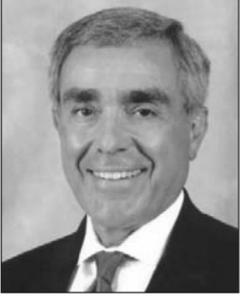
*No Slide Projectors Allowed*

**Application Deadline:**  
August 15, 2002

**Please Contact:**  
Michael A. Mansueto, DDS, MS  
Department of Prosthodontics (7912)  
University of Texas Health Science Center  
San Antonio, TX 78229-3900

Tel: (210) 567-3644  
FAX: (210) 567-6376  
[mansueto@uthscsa.edu](mailto:mansueto@uthscsa.edu)

## MEMBERS IN THE NEWS



Dr. Cosmo V. DeSteno

Dr. Cosmo V. DeSteno has been named Associate Dean for Clinical Affairs at the University of Medicine and Dentistry of New Jersey Dental School. Dr. DeSteno had served as acting associate dean for interdisciplinary and extramural programs at UMDNJ-New Jersey Dental School since July 2000. Dr. DeSteno is a fellow of the ACP and served as president of the College from 1986-87.



The Massachusetts Section of the ACP conducted its annual meeting in conjunction with the Yankee Dental Congress. The renowned Dr. Steven Lewis addressed the postgraduate students and local section membership with his informative perspectives. Dr. Lewis (seated right) is pictured with the section's incoming president Alan Sulikowski DMD (seated left). Standing from left to right are: Nancy Arbre DDS, Senior Councilor; Daryl J. Roy DMD, Secretary; Steven Morgano DMD, Councilor; Aram Sirakian DMD, Councilor and Celeste V. Kong DMD, Immediate Past President.

## Dr. Malament Wins Tight Race for ABP Examiner



Dr. Kenneth A. Malament

Dr. Kenneth A. Malament was elected Examiner of the American Board of Prosthodontics (ABP) by the Diplomates of the ABP. Dr. Malament will replace David Eggleston as ABP Examiner who served this role since 1995.

Dr. Malament is Clinical Professor and Course Director in Postgraduate Prosthodontics at Tufts University School of Dental Medicine, and maintains a full-time prosthodontic practice in Boston. He became a Diplomate in the American Board of Prosthodontics in 1984, and is currently serving his second term as ACP Secretary.

Other candidates in the race for ABP Examiner this year were Drs. Rhonda Jacob, Steven Eckert and Stephen Parel.

The officers of the American College of Prosthodontists (ACP) and the Council for the American Board of Prosthodontics thank all the Diplomates for their participation in this electoral process. This level of participation signifies the interest, responsibility and awareness that marks our specialty and Diplomate status.

### ADVERTISING POLICY

For more information or to place a classified ad in *The ACP Messenger*, please contact:

ACP  
Lisa DeVries, Communications  
Manager  
211 E. Chicago Ave., Suite 1000  
Chicago, IL 60611  
Phone (312) 573-1260  
Fax (312) 573-1257

Ads will be charged at \$45 for the first 60 words and \$1 for each additional word. The minimum charge is \$45. Payment by check, VISA or MasterCard must be received with the advertisement.

To ensure consistency in style, advertisements will be subject to editing. The ACP reserves the right to decline or withdraw advertisements at its discretion.

### ACP Headquarters

For questions regarding your membership, ACP programs and events or general inquiries, please contact the ACP headquarters at (312) 573-1260; fax: (312) 573-1257.

**Executive Director**  
Ed Cronin, Jr.—ext. 17  
ecronin@prosthodontics.org

**Membership Services Director**  
Kevin Fitzpatrick—ext. 15  
kfitzpatrick@prosthodontics.org

**Communications Manager**  
Lisa DeVries—ext. 16  
lopoka@prosthodontics.org

**Membership Services Coordinator**  
Michelle Martin—ext. 14  
mmartin@prosthodontics.org

**Accountant**  
Jacquie Pollard—ext. 13  
jpollard@prosthodontics.org

**Administrative Assistant**  
Cassandra Curtis—ext. 10  
ccurtis@prosthodontics.org

## CLASSIFIED ADVERTISEMENTS

### EMPLOYMENT OPPORTUNITIES

**OGDEN, UTAH**—Perio/pros group seeks prosthodontist associate leading to ownership. Inhouse lab is very well equipped and staffed. A perfect place for all seasons-outdoor recreation including world class skiing only minutes away. See for yourself the breathtaking beauty that Utah has to offer. A place with strong family values, safe and ideal for raising children. Contact Dr. McLane Felt (801) 782-5010 or mfelt10014@aol.com.

**SAN DIEGO, CA**—Prosthodontist with 30+ years implant surgery experience seeks partner with surgery training to participate in rapidly growing high-end Prosthodontic/Implant practice. Great location in medical community near downtown, 2100 sq. ft., new décor and equipment (2001), five treatment rooms, two private offices. Send CV to drpatrick@dentalimplantcenters.com.

### PRACTICE FOR SALE

**CENTRAL NEW JERSEY**—Well equipped and well appointed office. Long established - Implant emphasis - gross: \$600k plus - owner retiring. Call PPC of New Jersey Inc. at (732) 549-6060 or visit www.ppc-north.com.

### CONTINUING EDUCATION

**OCTOBER 5, 2002**—Live implant surgical course for prosthodontists. Been thinking about placing your own implants? If yes, this is the course for you! Learn how to intelligently integrate implant surgery into your practice. Case selection, surgical technique, armamentarium, patient management and referral politics will be covered. Limited attendance. \$995.00 - October 5, 2002 - Providence, RI. Call Lawrence J. Dario, DMD, FACP at (401) 421-2022.

### FOR SALE

**Journal of Prosthetic Dentistry** from Vol. 1, Issue 1 to date (missing only a few early journals). Most not bound. Best offer. Willing to donate to legitimate organization. Respond to: implantpro@aol.com.

## Calendar of Events

### 2002

#### June

5 - 9 American Association of Women Dentists Annual Meeting  
Orlando, FL

7 - 9 Academy of Dental Sleep Medicine Annual Meeting  
Seattle, Wa

19 - 22 Pacific Coast Society of Prosthodontists Annual Meeting  
Tucson, AZ

#### July

4 - 7 Academy of General Dentistry Annual Meeting  
Honolulu, HI

#### August

28 - 31 American Student Dental Association Annual Meeting  
Portland, OR

#### October

2 - 6 American Academy of Implant Dentistry Annual Meeting  
Los Angeles, CA

19 - 23 American Dental Association Annual Meeting  
New Orleans, LA

#### November

3 - 6 American Academy of Maxillofacial Prosthetics  
Annual Meeting  
Orlando, FL

6 - 9 ACP Annual Meeting  
Orlando, FL

## The ACP Messenger

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The American College of Prosthodontists  
211 E. Chicago Avenue, Suite 1000  
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Phone: (312) 573-1260 or (800) 378-1260  
Fax: (312) 573-1257  
E-mail Address: acp@prosthodontics.org  
Web Site: www.prosthodontics.org

Dr. Jonathan L. Ferencz  
275 Madison Ave. #2900  
New York, NY 10016-1101  
Tel: (212) 557-1300  
Fax: (212) 557-1675  
E-mail: jlferencz@nycpros.com

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Relative position of the implants is recorded by making an impression of impression posts for placement of implant analogs in a stone model.



Chosen abutments are modified prior to application of polyceramic material, DiamondCrown™.



Prepared abutments prior to receiving five coats of metallic coupler.



Opaque layer is applied onto the prepared abutments.



Different layers of DiamondCrown™ are applied incrementally.



Model with finished Bicon Integrated Abutment Crowns™.



Model with one DiamondCrown™ and ten implant analogs.



Ten Bicon Integrated Abutment Crowns™ with various angles.



Subgingival implant wells prior to insertion of Bicon Integrated Abutment Crowns™.



Implant wells revealing the possibility for 360 degrees of universal positioning of Bicon abutments.



Bicon Integrated Abutment Crown™ being inserted.



Aesthetics and healthy papillae are facilitated by the subgingival interface of the Bicon Integrated Abutment Crown™.



Occlusal and palatal aesthetics of Bicon Integrated Abutment Crowns™.



Radiograph of ten Bicon Integrated Abutment Crowns™ and one DiamondCrown™.

# Revolutionary.

## Can your implant do *this*?

Please view our website for additional clinical cases: [www.bicon.com](http://www.bicon.com)

# SAN DIEGO 2002

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Topics · State-of-the-art of Immediate Implant Loading  
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· ITI Research Competition  
· Session for post-doc Students and ITI Scholars

### Detailed information will be available by January 2002

ITI Center | Basel | Switzerland  
Phone ++41 61 270 83 83 | Fax ++41 61 270 83 84  
E-mail: [iticenter@iticenter.ch](mailto:iticenter@iticenter.ch) | [www.iti.ch](http://www.iti.ch)



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