

Messenger

VOLUME 27 ISSUE

DECEMBER 1997

"DENTAL SPECIALISTS DEDICATED TO THE RESTORATION AND REPLACEMENT OF TEETH"

ACP "Narrowing The Gap" at 1997 Annual Session

PROSTHODONTIST PATIENT TECHNICIAN

he 1997 Annual Session held in Orlando Florida last November was one of the College's most successful meetings. More than 1,500 attendees, exhibitors and guests spent three full days attending scientific lectures, touring the exhibit hall and relaxing at special ACP planned events.

President Dr. John Burton addressed a full assembly of attender a during the Thursday morning plenary session. Interfaces in

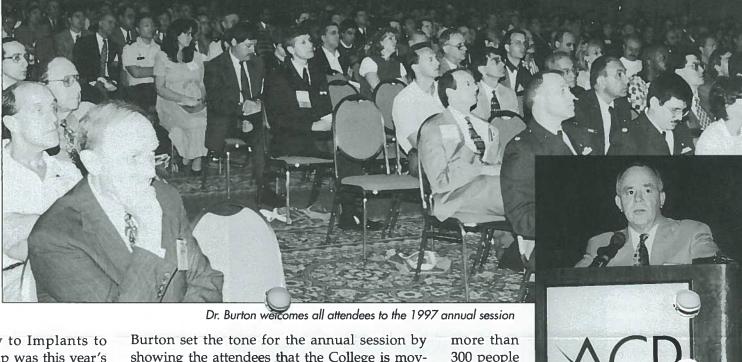
Prosthodontics: Technology to Implants to Esthetics — Narrowing the Gap was this year's theme — the annual session and Dr. Burton took this opportunity to show how the College is "narrowing the gap" on prosthodontic issues.

"I have worked [during my term as president] toward "narrowing the gap" of fragmentation between various prosthodontic organizations. As members of the American College of Prosthodontists, we must first pledge our allegiance to the organization that is the ADA recognized sponsoring prosthodontic organization ... prosthodontists [must] have a strong unified voice in the dental arena [and] we must have one association that speaks for all of us," said Burton.

He also relayed how the College is "narrowing the gap" between what members need to promote their specialty to the general public, referring dentists and what services and materials the College can provide. "The long awaited public relations plan is well underway. We have gathered the necessary data to create and initiate messages to educate the general public on who a prosthodontist is and why they should seek care from a prosthodontist," relayed Burton.

Dr. Burton reiterated the College's participation within the dental community was also a major accomplishment. He personally spoke about tackling the issue of increasing the funds available for students in graduate specialty training. He informed the audience that he met with the executive director, government affairs, and senior staff of the AADS. "We discussed their efforts in seeking improved federal funding for advanced dental training programs. There was a consensus that reduced federal support will hurt all of us in our efforts to attract the best and the brightest to our profession," said Burton. He referred to the necessity of "narrowing this gap" and sharing creative solutions to fund graduate students in all the dental disciplines.

"There is no doubt in my mind that Dr.



Burton set the tone for the annual session by showing the attendees that the College is moving forward," said ve Hines, Executive Director. He continued, "A level of enthusiasm and energy was established which lasted the whole meeting."

New to this year's meeting was the addition of the Members Services booth located next to the registration area, which soon became the Annual Session information hub. "It was a wonderful opportunity to meet members and guests and to provide them with membership benefit information they may not have been aware of," said Lisa Laske, Director of Communications. "I appreciated the members who shared how the College could improve some of its products and services, as well as personal perspective on what works."

After a long day of educational seminars, members and their guests had the opportunity to have some fun arranged by Phoebe Weinberg, Director of Meetings and Education. "We had

more than 300 people join Shamu and his pals for a

wonderful private dinner party at Sea World," said Weinberg. The other evening attractions included the President's Dinner held at Church Street Station in historic downtown Orlando and a poolside cocktail party. "It is always important to give people a chance to unwind and chat among colleagues," said Hines.

If you were not able to make the Orlando Annual Session be sure to mark your calendars for next year's session scheduled September 16-19 at the Sheraton Hotel and Marina in sunny San Diego, California. Program Chair Dr. John Kois is finalizing elements for what should be another top drawer meeting. Look for details in the registration materials to be sent to members in February.

ACP ADOPTS NEW LOGO

The American College of Prosthodontists adopted an updated more contemporary logo at the 1997 Annual Session, Orlando, FL. The new design was an outcome of the research phase of the College public relations program. "During the

focus group process, we discovered that the College needed to make the logo more eyecatching," said Lisa Laske, ACP Director of Communication. PCI, Inc., the College's public relations agency, developed the logo based on feedback from the focus groups participants.

The logo is available to members from the



AMERICAN COLLEGE OF PROSTHODONTISTS ®

ACP headquarters in two formats.

- Camera-ready art slicks in black and white only are free of charge to members.
- A Macintosh diskette formatted in Illustrator. The logo on the disk is accessible in black

and white and in a 2-color form. There is a \$3.00 charge for the diskette.

"We encourage all members to contact the ACP Headquarters and request the logo format best suited for their needs," said Laske. To order the new logo, please call the ACP at 312-573-1260.

PRESIDENT'S MESSAGE



Dr. Ned Van Roekel President

Prosthodontists is an exciting yet daunting task. I am appreciative of the ground work established by Dr. Burton this past year and I want to congratulate him on a most successful presidential year. He challenged all ACP members to show their commitment to our specialty by asking that membership in the ACP be the primary responsibility for all prosthodontists. I strongly support this initiative and will continue to encourage all prosthodontists to become members of the ACP, which is the only ADA recognized sponsoring organization for the specialty of prosthodontics.

Looking ahead to 1998, I see many positive steps being taken by the leadership and staff. My objective is to continue to accomplish the goals set forth in the strategic plan. During my term as president, I hope to focus on three objectives from the strategic plan and challenge the staff, leadership and membership to help in attaining significant progress in these areas. The first challenge is to enhance the communication between the American College of Prosthodontists and its state sections. It is time to create a cohesiveness between the ACP headquarters and our sections. We can have a much stronger voice, if we coordinate



Dr. Van Roekel inducted as President by ACP Past President, Dr. Ken Turner.

our efforts. Too many legislative issues and decisions are being made on the state level. We need the ACP sections to be our eyes and ears and promote the College's position which affects all prosthodontists.

Secondly, I challenge the ACP to provide opportunities for members to increase their skill and knowledge of prosthodontics and improve patient care. I believe we can achieve this goal by encouraging participation in recertification by the American Board of Prosthodontists.

Third, we must continue to develop an interactive relationship with the dental laboratory industry. Prosthodontists and laboratory technicians have a unique relationship; we continually rely on each others professionalism to improve patient care. The ACP needs to officially recognize this relationship and pursue avenues that will allow us to develop a strong partnership.

Lastly, the College is proceeding with its public relations program. Our goal is to educate consumers/patients on who is a prosthodontist and the valuable services we perform. As many of you witnessed at the Annual Session, the research phase of our public relations program has been successfully completed. We now have the groundwork to create materials which will help teach the public about the prosthodontist as well as create national attention to our specialty.

We have much work to do, but in my opinion, there is no better time to be a member of the ACP. We are moving forward and fulfilling the professional needs of our membership. I look forward to serving as your president and I hope to hear from as many members as possible during my term.

My wife, Eleanor and I wish you and your families a very happy new year!

Membership Renewals Mailed

s we close out the end of 1997, this would be an excellent time to "wrap up" all remaining business loose ends. You recently received your ACP 1998 Annual Dues Statement. Now is the time to renew your membership and help us reduce costly reminder notices and assure you a correct listing in the 1998 ACP membership directory. If you have questions regarding your dues statement, please call the ACP office at 312/573-1260.

FYI: BENEFITS OF ACP MEMBERSHIP

- Representation of the Specialty The American College of Prosthodontists (ACP) is the ADA-recognized sponsoring organization for the specialty of prosthodontics. The College leadership and staff have established direct communication with the ADA, AADS and other ADA-recognized specialty organizations in order to best represent the needs and interests of our members within organized dentistry.
- Prosthodontic Coding and Classification System -The ACP has devoted substantial resources to the development of a proposed coding and classification system for prosthodontic procedures to be introduced to the insurance industry.
- Public Relations Program The ACP continues to meet consumer/patient and members' needs by advancing its public relations program. The goal of the program is to increase consumer awareness of the ADA recognized specialty of prosthodontics. Outcomes of this program include media placements regarding the specialty, updated prosthodontic procedure brochures and on-going marketing, advertising and public relations consultation.
- The Journal of Prosthodontics A subscripti this award winning publication, which is published four times per year.
- **Prosthetic Dentistry Review** A subscription to the clinical publication made possible by a grant from Jer & Gamble Company. Published four times a year, members may also purchase additional copies at a minimal cost.
- **The ACP Messenger** A subscription to the informative membership newsletter. The ACP Messenger is published six times per year, covering issues that affect the specialty as well as timely stories of interest to all members.
- **Resource Materials** The ACP provides a variety of information for private practitioners, those studying for board certification and researchers. A member rate is available for all items purchased.
- American Board of Prosthodontics ACP is a direct referral source to the Executive Director for information on board certification.
- Patient Referrals The ACP receives numerous calls from dental patients seeking the care of a prosthodontist in their area. Prospective patients are provided a list of members involved in private practice in their state, at no cost.
- The ACP Membership Directory The directory is published yearly and is distributed to all ACP members, and is an excellent source of member-to-member referrals, as well as a way to network with colleagues across the country.
- ACP Logo Advertising Advertise your practice under the ACP Trademark or Tradename in your local yellow page directories with the ACP's endorsed yellow page ad broker, the O'Connor agency (800/229-1702).
- **Discounted Insurance** Access to a full-line of discounted insurance programs including auto, health, disability, homeowners and retirement programs offered by the College's endorsed insurance agency, Treloar & Heisel (800/345-6040).
- Access to Credit at Great Interest Rates MBNA now offers an ACP Affinity card that provides a credit-line of up to \$100,000 at very competitive interest rates.
- Convenient Travel at Great Prices Use of the ACP's full-service travel agency, Premier Travel (800/274-8506).
- Continuing Education at a Discounted Fee Attend all ACP functions at discounted member rates, including the ACP Annual Session.

Educators/Mentors' Seminar Reviews Standards, Survey and Recruitment

the primary focus of the Educators/Mentors Seminar was a discussion of the revision of the Specialty Standards for Advanced Education Programs in Prosthodontics which was chaired by Dr. Dennis Weir, chairman of the ACP committee for revision of these standards. Dr. Ron Woody, Chairman of the ADA Council on Dental Accreditation/ADA Prosthodontic Advisory Committee, set the stage for this discussion with an explanation of the proposed changes in the "boilerplate standards" for advanced education programs in dentistry. These standards are the areas in common to all advanced specialty education programs such as facilities and resources, radiology, student rights and responsibilities, and outcomes assessment. The revision included reducing twelve "boilerplate statements" to six. Dr. Woody also explained that the Commission on Dental Accreditation approved in principle a proposal to restructure its current ten advanced education advisory committees and five standing committees into 13 discipline-specific review committees.

Dr. Weir led the discussion to reach consensus on revision of the Prosthodontic Standards. The Commission on Dental Accreditation directed each specialty to reorganize their standards to reduce the number of "must" statements and to narrow the focus on program quality. Also, specialty specific standards had to be restructured from the original 12 boilerplate statements to integrate with the newly proposed 6 boilerplate statements. Prior to the Educators/Mentors' seminar, prosthodontic program directors were asked to provide input on a prototype document developed by a group of consultants. These consultants were Dr. Dennis Weir, Dr. Ron Woody, Dr. Mark Marunick, Dr. Pat Lloyd Dr. Ron Desjardins, Dr. Joseph Cooney, Dr. Steve Action, and Dr. John Agar. During the seminar, consensus was reached by program directors on the proposed standards. The proposed consensus document is being prepared for submission to the ADA Commission on Dental Accreditation for presentation to the appriate communities of interest at the American association of Dental Schools meeting in Minneapolis, March 1998. Dr. Steve Cameron and Dr. Steve Brousseau provided projected computer support during the session so that proposed changes could be more easily evaluated and recorded.

Prosthodontic Applicant Pool Surveyed

Dr. Carl Andres presented the results of a survey sponsored by the ACP Education Division, which was designed to profile the applicant pool for Advanced Education Programs in Prosthodontics. The survey was sent to 65 program directors; 50 surveys were returned, only 24 program directors provided most of the requested information. These 24 programs accounted for almost 50% of the total applicants reported in the ADA survey of Advanced Education Programs (478/1033). After duplicate applications were eliminated, only 224 applicants remained, indicating that the actual applicant pool is less than 50% of that reported in the ADA survey. Sixty-five applicants applied to more than one program and one applicant applied to nine programs, 24 applicants applied to two programs. Insufficient data were provided to determine average class rank and GPA. Forty-one of the 50 respondents indicated all available positions were filled for 1997; four indicated all but one position was filled and one filled none of his positions. The respondents accounted for 116 of 162 available positions. The respondents indicated that 59 positions were filled by graduates of ADA accredited dental schools, and 37 were filled by international applicants. They also indicated that the 1997 graduating class was composed of 66 ADA graduates and 46 international graduates. The 1998 graduating class is composed of 63 ADA graduates and 50 international graduates. Twenty-seven programs indicated tuition is required, varying from \$1,000 to \$33,000 per year. Fifteen programs indicated no tuition charges were made. Six programs responded that full tuition remission was possible; 3 indicated partial tuition remission could be granted. Thirty-three respondents indicated stipends were available, ranging from \$1,500 to \$45,813. In 17 programs, the tuition exceeded the stipend; in 27 programs the stipend exceeded the tuition. Instrument rental/purchase costs varied widely among programs.

The most important finding in the survey, obtained using extrapolated data, was that there are only four applicants for each position in advanced education programs in prosthodontics, and only 1.5 of the 4 applicants are graduates of ADA accredited dental schools.

ABP Process Explained

Dr. Dick Grisius, President of the American Board of Prosthodontics, explained how the board examination process has evolved during the last few years. He explained how the examiners have tried to ensure that the process is based on criteria that reflect the ADA standards which define the specialty of Prosthodontics. Dr. Grisius discussed efforts by the Board to make the examination fair and appropriate for candidates seeking certification. He discussed the value of certification and the need for mentors to encourage trained individuals and graduate students to seek certification.

Recruitment Luncheon A Success

Dr. Don Mitchell gave a status report and discussion about recruitment of prosthodontic residents. Graduate prosthodontic programs have had difficulties in attracting qualified applicants. Last year, in a pilot effort, Dr. Susan E. Brackett organized a very successful luncheon meeting for students at the University of Oklahoma School of dentistry with a local prosthodontist, Dr. Tom McGarry. Dr. McGarry was able to describe his experiences as a prosthodontist in private practice in an effort to educate and promote the specialty to dental students.

Dr. Mitchell suggest that others interested in conducting similar read ment programs should involve a local private practitioner. The reason is because he/she can contrast a prosthodontic practice to a general practice. The speaker also should be someone who the students are no contact with on a regular basis. It is hoped that simpresentations can be organized for every dental school in North America. In the discussion, it was pointed out that during diagnosis, treatment planning, and restorative courses, it should be stressed that complex cases should be referred to a specialist, i.e. a prosthodontist.

Any school interested in sponsoring one of these recruitment programs should contact Dr. Brackett at 404/271-5346.

Proposed future Educators/Mentors' Seminars area scheduled to focus on issues such as recruitment of residents, improvements in our training programs, sharing of educational materials and ideas, the status of undergraduate programs and how to stimulate interest in board certification. Information on the 1998 seminar will be available in early spring.

JP Editorial Board Selects Carr and Knoernschild as New Section Editors

(JP) is pleased to announce the selection of Dr. Alan B. Carr and Dr. Kent L. Knoernschild to serve as Section Editors. Dr. Carr, the Director of Maxillofacial



Alan B. Carr, DMD, MS Clinical Research Section Editor



Kent L. Knoernschild, DMD, MS Basic Science Research Section Editor

Prosthetics at the Ohio State University College of Dentistry, will serve as the Clinical Research Section Editor. Dr. Knoernschild who is codirector of the Advanced Education Program in Prosthodontics at the University of Illinois at Chicago College of Dentistry will be the Section Editor for Basic Science Research.

"The Journal's policy of publicly soliciting nominations for positions on the editorial board continues to yield highly qualified candidates," remarked Dr. Patrick M. Lloyd, Editor-in-Chief of the JP. "This type of selection process assures a constant infusion of fresh ideas and 'new blood' in how the College's Journal is managed."

Dr. Carr is uniquely qualified to serve as the *Journal's* Clinical

Research Section Editor. He has a long read of interest and activity in the prosthodontic research from both a basic science and clinical perspective. He is well published in the field of occlusion and implant prosthodontics. He is particularly recognized for his work in the area of strain transfer from dental implements to bone. Dr. Carr was one of the "original ten" chapter to receive training in Clinical Epidemiology at McMaster University in preparation for his contributing to the Research Symposium sponsored by the College on Evidence-Based Dentistry.

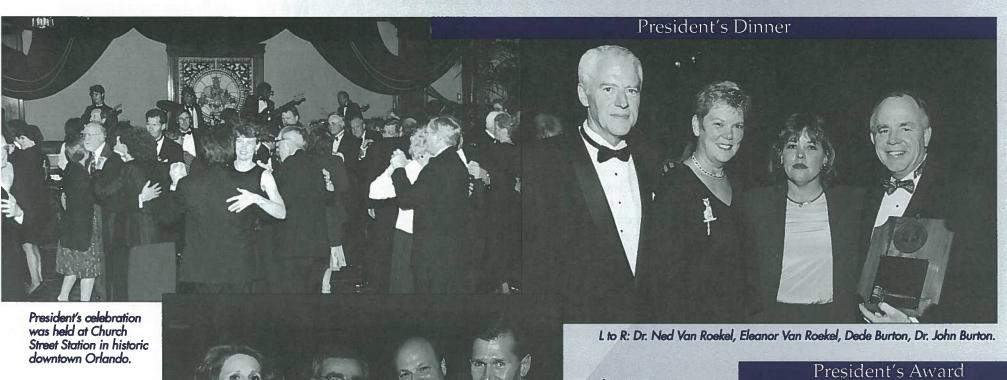
Wanting to have an opportunity to "enthusiastically accept the challenge" of serving on the Journal's editorial board was how Dr. Knoernschild summarized his desire to participate in the operation of the JP. His research, in keeping with the scope of content for the Journal's Basic Science Research Section, has concerned issues that relate to a more fundamental understanding of prosthodontic materials and techniques. As a codirector of the graduate prosthodontic program at the University of Illinois. Dr. Knoernschild has accepted responsibilities in developing future prosthodontic researchers and critically thinking clinicians.

New Fellows Recognized at Annual Session



These individuals were recognized during the Annual Members Luncheon in Orlando, FL. They had successfully completed their board certification in prosthodontics and were honored at the luncheon where each new fellow received a certificate. The ACP congratulates all the recipients.

1997 Annu



downtown Orlando.

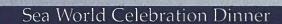


Dr. James A. Fowler receives the 199 presented by Dr. John Burton. esident's Award



Dr. Leonard Mueninghoff, (Birmingham, AL) won 2 roundtrip airline tickets to San Diego, CA.

Dr. Jason Gillespie, (Dallas, TX) won 1 free weekend at the Sheraton Hotel and Marina, San Diego, CA.

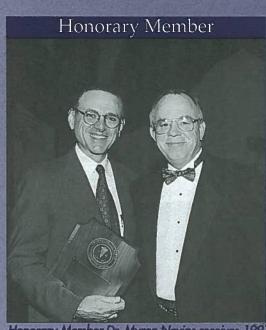




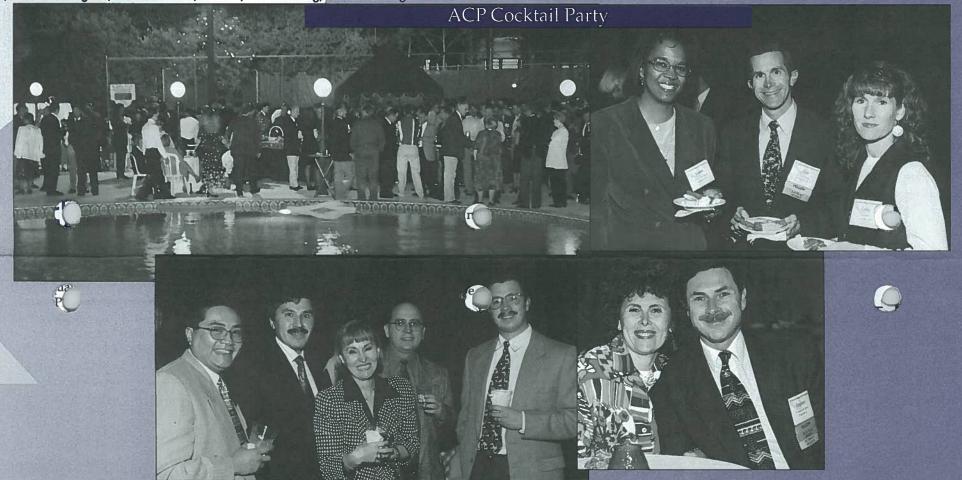
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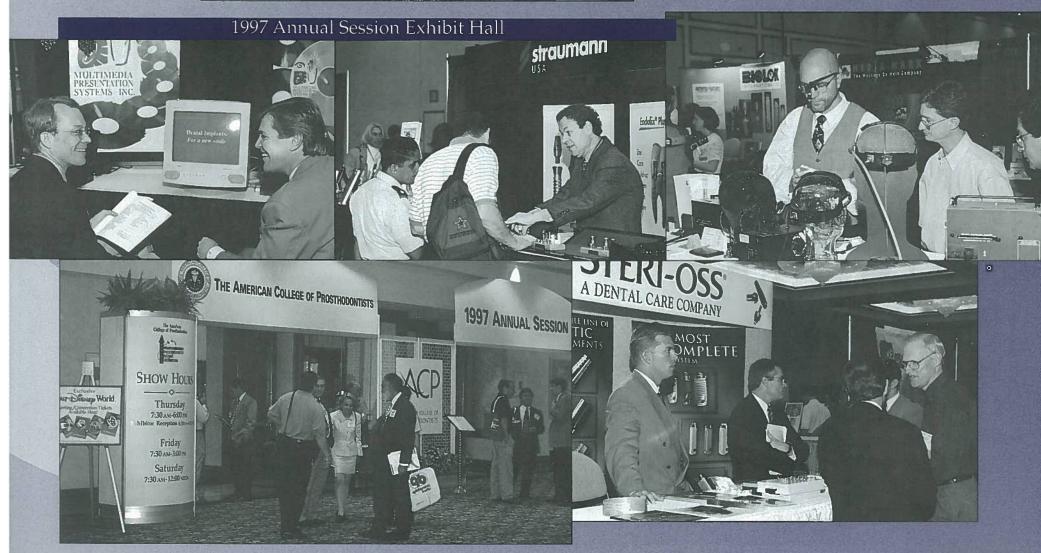


L to R: Dr. Richard Jones, Treasurer; Dr. Arthur Nimmo, Vice President; Dr. John Burton, Foundation President; Dr. Ned Van Roekel, President; Dr. Tom Taylor, President-Elect; Dr. Nancy Arbree, Director; Dr. Ken Turner, Past President; Dr. Tom McGarry, Director; Dr. Ken Malament, Director. Dr. Fred Muenchinger, Director; Dr. William Sulik, Director-at-Large; Dr. Ken Hilsen, Director; Dr. Ken Kent, Speaker, House of Delegates; Dr. Dennis Weir, Director; Dr. Brien Lang, Director-at-Large.



Honorary Member Dr. Myron Nevins receives 1997 Honorary ACP Membership from Dr. John Burton.





HOUSE NOTES

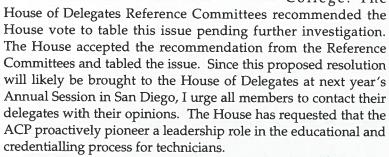


Dr. Kenneth Kent, Speaker House of Delegates

The ACP House of Delegates met in Orlando and approved the enclosed set of resolutions. I encourage all members who were not in attendance to read the insert and make note of the changes which impact the College. As your Speaker of the House, there are a few resolutions that I would like to highlight in this message.

Perhaps one of the most controversial resolutions discussed on the House floor was the Board of Directors' initiative to allow certified dental technicians (CDT) to become affiliate members in the

> American College of Prosthodontists. Many ACP members expressed concern regarding this resolution, while others felt an affiliate category for CDTs would only strengthen the College. The

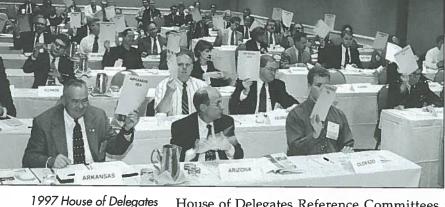


Other specific issues raised by Board and staff re House included the 1998 budget and the on-going public relations program. Treasurer Dr. Richard Jones reported on the 1998 budget process and noted that more than \$100,000 in budget requests for additional programs were removed in order to present a balanced budget to the House. The 1998 budget of \$1.4 million was passed with the following recommendation from the 1997 House of Delegates: the 1997 House of Delegates recommends that the 1998 House of Delegates adopt a fiscal policy which will include a method to increase revenues to correspond with anticipated expenses from sources which may include but not be limited to:

- 1. Implementing a dues increase We are entering our fourth year at the current dues schedule.
- 2. Corporate Support The entire membership must help identify appropriate corporate contacts for follow-up by the ACP Executive Director.
- 3. Increasing profit from salable items, especially by targeting the user.
- 4. Voluntary Support Fund drives for special programs.
- 5. Membership State sections and members should be challenged to increase membership.
- 6. Special Assessments Support may be targeted for special programs and projects.
- 7. Meeting attendance fees targeting the user.

The House was also presented with the outcomes of Phase I of the ACP public relations program. Executive Director, Steve Hines and Director of Communications, Lisa Laske presented the results of the four focus groups conducted this past summer and the one random dialed telephone survey conducted in the fall. Although the statistics presented were not encouraging, for example, only 2% of those surveyed knew the services provided by a prosthodontist, the materials being developed to help educate the public about the College and prosthodontists was very positive.

I want to thank all the delegates and alternate delegates present in Orlando for participating in the House meeting and reference committees. I encourage each of you to participate actively in all on-going and future issues facing the College. I also challenge each of you to recruit one of your ents or peers to become a new member of the College mis year. Furthermore, I challenge all delegates to develop their sections to take an active role in future meetings of the House.



MEMBERS IN THE NEWS



Stephen Bergen, DDS MSD BA

Dr. Stephen Bergen was appointed to represent the ACP on the ADA Board of Commissioners for the Commission on Dental Accreditation.

Dr. Robert W. Elliott, Jr., was awarded the American College of Dentists highest honor, the William John Gies Award. This award recognizes Fellows of the College who have contributed to the advancement of the dental profession or provided service to the public in an usual or significant manner. Dr. Elliott is a Life Fellow of the American College of Prosthodontists.



Ned Van Roekel,



Thomas J. McGarry,

Dr. Van Roekel and Dr. McGarry were recently accepted into the American College of Dentists at a convocation ceremony held this past fall in Washington, D.C.

Call for Speaker of the House Nominations

The House Nominating Committee is now calling for written nominations for Speaker of the House. The speaker shall serve a two-year term and is eligible for re-election for an additional two-year term

Qualifications. The speaker must be an active member who is not an elected or appointed official of the College or a member of the Board of Directors.

The Committee will make its report to the House of Delegates and put forth three candidates from among the nominees received. The delegates will elect the speaker..

Written nominations should be sent to the attention of Executive Director, Steve Hines at the ACP Headquarters, 211 E. Chicago Avenue, Suite 1000, Chicago, IL 60611. All nominations must be postmarked by May 30, 1998.

ACP Education Foundation Board Thanks Contributors

In 1997 more than \$2900 was contributed to the ACP Education Foundation by life fellows and members of the College. "It is a great feeling to give something back by supporting the College's scholarship program, " said Dr. Ken Turner, Foundation President.

The College appreciates those who contributed in the September 1997 Life Member Solicitation.

Dr. Constantine B. Aronis

Dr. Stephen Bartlett

Dr. Louis J. Boucher

Dr. John P. Christensen

Dr. Robert W. Elliot, Jr.

Dr. Richard J. Goodkind

Dr. Niles F. Guichet

Dr. John B. Holmes Dr. Dean L. Johnson

Dr. George Kiser

Dr. Alex Koper Dr. John J. Lucca Dr. Ernest B. Nuttall

Dr. Frederick A. Pflughoeft

Dr. Richard G. Preece

Dr. John E. Rhoads

Dr. Harold Schwartz

Dr. Francis Shaffer

Dr. Frederick I. Silverman

Dr. Dale E. Smith

Dr. Edwin H. Smith, Jr.

Dr. Philip C. Thomas

Dr. Kenneth A. Turner

CLASSIFIED ADVERTISEMENTS

PRACTICE OPPORTUNITIES WANTED

New York/New Jersey -**Metro Area:**

Second year prosthodontic resident seek an associate position in the New York/New Jersey metropolitan area. Enthusiastic and energetic with private practice experience. Comfortable in implants, fixed, removable, and high class dentistry. Interested in possible partnership or buy-in/out. Please contact Arman Rokhsar at 973/674-6865 or e-mail me at rokhsar@umdnj.edu.

Prosthodontist seeks associateship leading to partnership or buy-in of practice. Desires caring, ethical, upbeat environment. Private practice experience and Maxillofacial Prosthetic training. Please call at 805/786-0800.

Florida Gulf Coast:

Prosthodontist Seeking opportunities on Florida Gulf coast. Board Certified and Florida licensed. Experienced in all prosthodontic disciplines including implants. Gnathology background. 20+ years experience. ACP, Box M1-98, 211 E. Chicago Ave., Suite 1000, Chicago, IL 60611. Please send all responses to ACP Box.

PRACTOR OPPORTUNITIES

East Coast and Midwest Locations:

Retirement coming soon! and care for your quality practice? A well experihodontist (B.E.) would like to negotiate possible buy-in/out (partnership) or even sublet 1-2 days/wk. NO BROKER, SERIOUS individuals please. In Massachusetts, New York (Westchester), Illinois (Chicago). All responses confidential. ACP, Box M2-98, 211 E. Chicago Ave., Suite 1000, Chicago, IL 60611. Please send all responses to ACP Box.

California, Santa Barbara:

Modern prosthodontic office exquisitely appointed established 5 years in ideal downtown location. Grossing \$150K per year on 2 days per week ready for full time commitment owner cannot make due to divorce. This is a once-in-a-lifetime opportunity priced to sell. Contact R. Simon, 714/525-5200 or rlsdc@earthlink.net.

North Miami Florida, Gold Coast:

Prosthetic practice. 4-chair office, with fully equipped lab; 1150 sq.ft. in 8-year old office building. Fee-for-service, referral practice. Established for 35 years; ready to retire. Contact: Dr. Robert W. Shippee, 305/891-3221 or 305/754-7124.

New York City - E. 50's:

Practice for sale, \$360,000 gross income on 3 days per week, fee-forservice, 4 operatories, modern office dentist relocating, will stay on to transfer. Contact: Epstein Practice Brokerage, Inc. 212/233-7300.

Colorado, North of Denver:

Well established prosthodontic practice, gross \$352k. Dr. retiring. Contact: Peter Mirabito, DDS, Precise Consultants, 800/307-2537

Virginia:

Established prosthodontic practice for sale. Practice is active and growing with 90% fee for service population. Patient services includes fixed, removable, implant and maxillofacial prosthetics. Day: 804/320-9055 Evenings: 804/741-2042.

ACADEMIC **OPPORTUNITIES**

Minneapolis, Minnesota:

University of Minnesota School of Dentistry - Several full-time tenured, tenure-track, and clinical teaching positions are available in the Division of Prosthodontics starting July 1, 1998. Responsibilities include clinical and didactic instruction in prosthodontics to pre- and postdoctoral students. A complete job description is available upon request. Qualifications for any of these positions include a D.D.S. or D.M.D. degree and eligibility for licensure in the State of Minnesota. Also, the candidates must have completed a M.S. or certificate program in prosthodontics. A minimum of two years of teaching experience in prosthodontics, or two years in a fulltime practice limited to prosthodontics is desired. In addition the successful tenured, tenure-track candidates will be expected to develop a strong independent research program and should have evidence of previous research experience. There is an opportunity for private practice or consulting one day per week. Salary will be commensurate with experience and credentials. Curriculum vitae and letter of intent should be sent to:

Dr. James Holtan

Chair, Search Committee and Department of Restorative Sciences 8-426 Moos Health Science Tower 515 Delaware St. S.E. Minneapolis, MN 55455

Applications received prior to February 14, 1998, will be assured full consideration, but applications will be accepted until positions are filled. The University of Minnesota is an equal opportunity educator and employer.

North Carolina:

The University of North Carolina, School of Dentistry, seeks to fill a tenure track Associate Professor level position effective September 1, 1998 to assume the duties of Graduate Program Director in the Department of Prosthodontics. The qualified candidate should have advanced training in Prosthodontics and be board certified with at least five (5) years of demonstrated teaching experience. The candidate will direct the teaching, research, patient care and service missions of the Graduate Prosthodontics program, consistent with the policies of the school and the university. The director will be responsible for maintaining program integrity for advanced education programs in prosthodontics, overseeing graduate student recruitment, coordinating rotations, insuring adherence to clinical protocols and monitoring student progress. Scholarly activity and service is expected. As an Equal Opportunity/Affirmative Action Employer, the University is committed to equality of educational and employment opportunities, and actively seeks to promote diversity by this recruitment. Women and minorities are encouraged to identify themselves voluntarily. Preference will be given to those applicants who apply before March 1, 1998. Applicants should include a curriculum vitae and the names and addresses of four references. Direct your inquiries to:

Dr. David A. Felton, DDS, MS

Department of Prosthodontics, **UNC School of Dentistry** Chapel Hill, NC 27599-7450

Columbus, Ohio:

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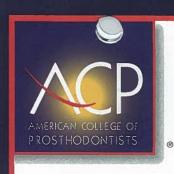
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