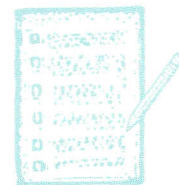
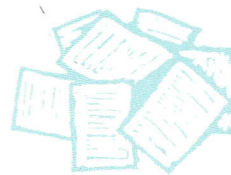




Stephen D. Hines



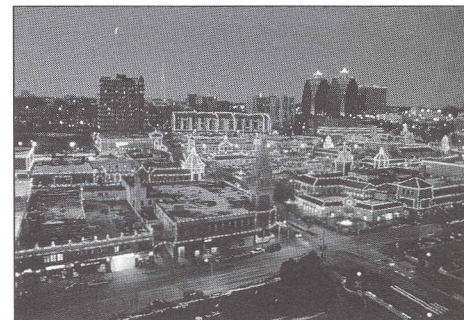
*The News
Source for
Members of the
American
College of
Prosthodontists*

The ACP Messenger

Kansas City Meeting Promises Scholarship and Adventure

Mark your calendars now. The 26th Annual Session of the American College of Prosthodontists will be held in Kansas City, Missouri October 2-5, 1996. The theme for this year's meeting is "Prosthodontics - The NEXT 25 Years."

This year's meeting will again feature concurrent educational sessions. This arrangement has proved very popular in previous years. General topics to be explored include esthetics, dental implants, prosthodontics for the geriatric patient, pharmacology and endodontology updates, classic and electronic prosthodontics, ceramics and materials, and future directions in prosthodontics.



A cultural and financial center of the Midwest, Kansas City offers a variety of entertaining and affordable diversions for those attending the 1996 Annual Session. Numerous social outings will be offered during the meeting that will highlight the city's many assets. Arrowhead Stadium, the Truman Presidential Library, the Nelson-Atkins Museum of Art...these are just a few of the attractions found in Kansas City. And don't forget to save room for world-famous steaks and barbeque!

Plan on joining your friends and colleagues this October. Detailed program and registration information will be mailed to all ACP members in early July. ♦

Interim Speaker of the House Named

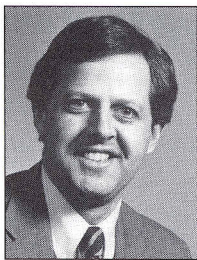


Dr. James Holtan

ACP President Dr. Kenneth A. Turner has appointed Dr. James R. Holtan to assume the newly created position of Interim Speaker of the ACP House of Delegates. Dr. Holtan will serve in this position from now until the closing session of this year's House of Delegates meeting.

Dr. Turner remarked, "I wanted to appoint a diplomatic leader with an open mind and a firm understanding of the College and its mission. Jim Holtan was an easy choice!" Dr. Holtan is currently the Director of the Graduate Program in Prosthodontics at the University of Minnesota School of Dentistry. He is a retired Captain from the Navy Dental Corps and lives in Minneapolis with his wife, Susan.

The 1996 ACP House of Delegates meeting will take place October 2nd and 5th during the College's Annual Session in Kansas City, Missouri. ♦



Stephen D. Hines

My first month as Executive Director has been extraordinarily busy, informative and fulfilling. The staff, Officers, Board of Directors and members alike have been most kind and gracious in welcoming me to The American College of

Prosthodontists for which I'm most appreciative. I am particularly impressed by everyone's personal commitment to the College and their genuine desire to enhance the value of the organization to members as well as consumers.

The Board has developed an ambitious agenda for the remainder of the year, but one that I am confident can be achieved with the active support and participation of the membership. I want to echo Dr. Ken Turner's comments in the March, 1996 issue of *The ACP Messenger* regarding the direction of the College. The staff and I are committed to professionally representing the interests of the membership and aggressively promoting the specialty and discipline of prosthodontics to the public at large, the dental community, other health care professions, government agencies, educational institutions and other appropriate stakeholders who could impact the future accessibility and quality of prosthodontic care.

Timely, concise communications is paramount for success. The staff must and will be responsive to each request for information

and/or service no matter how detailed and complicated it might be. I am always available and, if out of the office, promise a prompt response to

The staff and I are committed to professionally representing the interests of the membership and aggressively promoting the specialty and discipline of prosthodontics...

each and every call. Communication is a two way process and we really need and want to hear from the membership in order to meet your needs. To that end, I encourage you to take a few minutes to fill out and return the questionnaire printed in this issue. The requested data will be used to develop and implement a plan to market the College and membership to the dental equipment, supply, and laboratory industries. In the coming months I will be approaching public and privately held companies as we seek new strategic and financial partnerships. The more detailed information we have on the membership, the specialty and patients served, the better our chances for long-term success.

Since joining the College, I have initiated review of all the vendors serving the organization with specific emphasis on quality of service and cost effectiveness. As a result of this process, the College has changed travel agencies and is now being served exclusively by UNIGLOBE Premier Travel in Chicago. UNIGLOBE is prepared to administer business travel arrangements as well as personal and vacation needs. They are eager to serve the membership and expect to offer special promotions in the coming months.

Recently, I joined Drs. Tom Taylor and Tom McGarry in Kansas City to finalize plans for the Annual Session scheduled October 2-5. Dr. Taylor and his committee have put together a full and diverse agenda affording members, spouses and guests ample time for business and pleasure. Meeting registration materials will be mailed in early July. If you have any questions in the interim, please give me a call me at the Chicago office or you can find meeting information on our "home page" on the Internet. Dial up the College Web page at <http://www.prosthodontics.org>. We recently went on-line and, in addition to our regular printed publications, will be providing membership and consumer information on our world wide web page.

As the year progresses, I look forward to meeting and talking to many more members of the College. I do hope you will give me or other College staff a call, not only when you need assistance or information but whenever you have a new idea or thought on ways to enhance the services we are currently providing. ♦

College Highly Visible at Annual Dental Schools Meeting

The American College of Prosthodontists was well represented at the 1996 meeting of the American Association of Dental Schools (AADS) in San Francisco. In addition to participating in many of the educational programs at the meeting, several ACP members were installed as section officers. For the Fixed Prosthodontics Section: Dr. Stephen Rosenstiel as Chair-Elect and Dr. Nancy Chaffee as Secretary-Elect. For the Removable Prosthodontics Section: Dr. James Clancy as Chairman, Dr. Patricia Nihill as Chair-Elect, and Dr. John Jones as Secretary. Drs. Joseph Cooney and Donald Curtis completed terms as chair of the Fixed and Removable Sections. Drs. Robert Saporito and Arthur Nimmo continue to serve as councilors of the respective sections, and Dr. Ashok Soni continues as the newsletter editor for the Removable Section.

The sections meetings are an important component of the annual meeting. Scientific presentations are made on current topics in dental education. This year the Fixed and Removable Sections presented a combined program entitled "The Changing Emphasis of Predoctoral Prosthodontic Education," which was organized by Dr. James Clancy. ACP Treasurer Dr. Richard Seals, Jr., made the opening presentation on the topic "Defining the Discipline and Specialty of Prosthodontics: What Should We Tell Our Students?" Dr. Paul Olin presented details of an educational program where complete dentures are taught on an elective basis.

Abstracts of educational research or new programs were presented at the meeting. A number of these were authored or co-authored by the following College members: Drs. Nancy Arbree, Stephen Campbell, Paul Conrardy, Sarah

Gray, John Jones, Patrick Lloyd, Patricia Nihill, Arthur Nimmo, Robert Saporito, and Joan Sivers. Drs. Lee Jameson, Thomas Hurst and Robert Saporito participated in educational exhibits.

ACP President Dr. Kenneth Turner, President-Elect Dr. John Burton, Past President Dr. Ronald Woody, and Dr. Dennis Weir represented the College at the reference committee hearings, the Match and PASS steering committees, and worked towards increased specialty representation within the AADS.

The next annual AADS meeting will be held in Orlando, Florida from March 16-20, 1997. Information concerning the 1997 AADS meeting is available from Ms. Christine Shattuck, American Association of Dental Schools, 1625 Massachusetts Avenue, NW, Suite 502, Washington, DC, 20036. ♦

Reinventing the Prosthodontic Dental Practice

Editor's note: The following monograph on practice management is designed to respond to member requests for more information on this subject and was produced by Dr. Roger Levin who presented the Private Practice Seminar at the ACP Annual Session in Washington, D.C. last October. Its presentation began last issue in The ACP Messenger as a series of articles and will be continued over the next few issues. The statements and opinions expressed in this series are solely those of Dr. Levin. His statements and opinions do not reflect any endorsement by the American College of Prosthodontists.

Part II

Competitive Edge

The prosthodontist has a tremendous competitive advantage. Patients will pay money to have their oral health designed and treated properly. They will do this in an elective manner just as people shop at higher level stores and pay more for similar items. It has nothing to do with the item itself, but a great deal to do with everything surrounding those items.

In order to clarify the above paragraph, it is important to understand that patients judge the prosthodontic dental practice by four things:

1. Physical appearance of the office
2. Level of customer service
3. Level of technology used in the practice
4. Overall positive experience at each visit.

Notice that none of the above indicate that clinical dentistry is the most important factor in choosing the prosthodontic dental practice. Most patients believe that general dentists are highly qualified to treat them and their families. In fact, most patients do not even understand what a prosthodontic dental practice does. This is due to the fact that prosthodontists

have focused mainly on clinical excellence and not education as the overall marketing strategy. For years, there were plenty of patients for the practice and we were all trained to be excellent clinicians, not necessarily excellent educators.

Building the Boutique Practice

To fully educate patients today, the prosthodontic dental practice must communicate the elements that make it unique and critical to care. We have to first sell patients on the concept that your practice is the best place for their treatment. Begin this process by educating the current patient base and all new patients carefully. This is how you build the boutique practice.

The boutique practice represents a place where people are willing to pay higher fees in order to receive a more customized and higher skill level of service. The level of customer service in the prosthodontic dental practice has to achieve a high level of excellence and still be incredibly comprehensive. However, excellent service is not sufficient unless the patients are clearly educated as to the benefits of the prosthodontic dental practice. Education must come first in order to increase the amount of dentistry which can be done.

By understanding that patients judge you in the four major categories mentioned above, and not by the quality of care which you provide, you are developing a better understanding of the level of education. This means that a marketing and communication program must be designed in order for patients to take advantage of everything your practice has to offer. Education is the main component in creating a sense of value for patients so that they are willing to pay higher fees for a better perceived service.

I have long believed that prosthodontists sell products when they should really be selling services. As a prosthodontist some of you present cases as if you are "selling a product," when in reality we are selling a benefit to the patient. Because practically every crown has nearly the same fee in every practice, it is easy to see how we can begin to view these procedures as products. I am not suggesting that you alter your fees, but rather that the concept of selling a service entails education, customer service, technology and a highly positive patient experience. When a prosthodontist offers a service, it should include the product (i.e., crowns) as well as the education that goes with it.

Education of patients has to answer the following questions:

- What is a prosthodontist?
- What level of education is required to become a prosthodontist?
- What services are provided by the prosthodontic dental practice?
- Why would a patient be happier in a prosthodontic dental practice than a general dental practice?
- What elective services are available in the prosthodontic dental practice?

These are key questions that help you to address the issue of patient education. If each patient cannot answer these questions in detail then your education program has not been successful. Remember, education is the key to providing service rather than products. ♦

Part III of this series will focus on the new patient experience — look for it in the next issue of The ACP Messenger.

The ACP Messenger

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Managing Editor

Joanne M. Constantine
Director of Communications, ACP

Mark Your Calendars for Future ACP Meetings

1996 Annual Session

October 2-5
Hyatt Regency Crown Center
Kansas City, MO

1997 Annual Session

November 3-8
Stouffer Hotel
Orlando, FL

1998 Annual Session

September 15-19
Sheraton Harbor Island Resort
San Diego, CA

1999 Annual Session

October 13-16
New York, NY

The College's Financial Position Remains Strong

In late February, the College's accountants, McMahon & Poydence, P.C., completed the 1995 audit of the financial position of the American College of Prosthodontists. The Report of Independent Auditors found the College's financial statements to accurately present the financial position of the ACP as of December 31, 1995 and to conform with generally accepted accounting principles.

The College's financial position remains strong with over \$525,000 in cash and investments as of December 31, 1995 (See Table I. Statement of Financial Position). After two years of decreases, the College experienced a significant increase in net assets in 1995.

While the ACP officers and staff continue to refine our chart of accounts and expand our financial database for the purpose of providing additional analysis, the input of membership is essential. Together we must ensure that College goals and objectives are funded according to their priority, that the budgetary process accurately reflects anticipated College activities and services, and that College activities and services are provided in a timely and cost-effective manner.

If any member has specific questions regarding the 1995 audit, please contact Dr. Richard Seals, Treasurer. ♦

Table I. Statement of Financial Position

December 31, 1995

Assets

Current Assets

Cash	\$87,749
Investments	389,077
Receivables	
Donations	17,000
Interest	2,719
Due from Affiliate	9,674
Inventories	21,766
Prepaid expenses and other	1,472

Total current assets 529,457

Long-term portion of investments 49,938

Office furniture and equipment, net of accumulated depreciation of \$44,416 38,144

\$617,539

Liabilities and Net Assets

Current Liabilities

Accounts payable	\$9,760
Deferred revenue	
Prepaid 1996 dues	115,727
Implant donations	10,302

Total current liabilities 135,789

Net Assets

Unrestricted	42,735
Temporarily restricted	439,015

Total Net Assets 481,750

\$617,539

The report of independent auditors and accompanying notes are integral parts of these financial statements

Announcements

New Travel Agency Set to Assist ACP Members

The American College of Prosthodontists has begun a partnership with a new travel agency to serve members' College, business, and personal travel services. Beginning May 1, 1996, the College will be working exclusively with UNIGLOBE Premier Travel.

UNIGLOBE is the largest travel agency franchise in the world with computers and special rates experts that have access to many of the lowest airfares available. Among the services offered by UNIGLOBE are a 24-hour emergency traveler assistance phone number, ticket delivery service, and the UNIGLOBE Key Cities Hotel Program which provides premium hotel rooms at lower-than-published corporate rates in many cities.

If you wish to try this new travel agency, simply call 1-800-274-8506 and identify yourself as a member of the American College of Prosthodontists. To secure the best rates, UNIGLOBE recommends making your reservations at least 21 days in advance and incorporating a Saturday night stay in your travel plans.

In the coming months, UNIGLOBE will also be offering ACP members attractive vacation packages. ♦

Member Rate at Chicago Hotel

An ACP rate is now available at a downtown Chicago hotel for members in town on business or pleasure. The Omni Chicago Hotel is an all-suite hotel on Michigan Avenue located just a few blocks from the ACP and ADA offices. The Omni has established an ACP member rate of \$145 per night. To secure this rate, members should call the reservations department of the hotel at (312) 944-6664 and identify themselves as a member of the American College of Prosthodontists. ♦

Two Calls for Papers

The Academy of Osseointegration (AO) has announced two separate calls for research papers. The first is for presentation at the First International Meeting on Implant Rehabilitation of the Compromised Patient which will be held October 17-19, 1996 in Amsterdam. Scientific research abstract sessions for poster presentations will be held at this joint meeting of Academy of Osseointegration and the European Academy for Osseointegration. The submission deadline is June 14, 1996.

Scientific research abstract sessions for oral and poster and poster presentations and table clinics will be presented at the AO Annual Meeting held March 6-8, 1997. The submission deadline for this meeting is October 1, 1996.

For further information and for abstract applications contact AO at (800)656-7736. ♦

Study: Managed Care Adds To Paperwork Blizzard

Although managed care is “billed” as a more cost-effective way to deliver health care, it has actually contributed to an increase in hospital administrative personnel, the *Washington Post* reported recently.

A study published in the *American Journal of Public Health* shows the number of managers and clerks in the health industry increased almost 700 percent from 1968 to 1993. As a percentage of the industry workforce, administrative personnel increased from

18 percent to 27 percent over that period. At the same time, the percentage of personnel devoted to caregiving (such as physicians and nurses) shrank from 51 percent to 43 percent.

According to one of the study's authors, Dr. Steffie Woolhandler of Harvard Medical School, “managed care squeezes doctors, nurses and patients but eats up most of the savings with bureaucracy.”

The study's authors blamed the increase in administrative staff on “promarket policies”

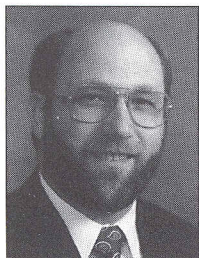
designed to make profitability “the sole condition for survival” and creating the need to hire administrators to engage in “cost-tracking” and marketing efforts to eliminate “unprofitable” practices and to “battle insurers over payment.”

The authors also said administrative costs have risen because of trends that require “increasingly rigorous inspection” of facilities which demands a “detailed paper replica” of each clinical encounter. ♦

Source: *HealthNews OnLine*, Feb. 15, 1996.

Sections

East Georgia Section Member Receives Recognition



Dr. Steve Nelson

Dr. Steve Nelson, a member of the East Georgia Section of the ACP, received third place in the 1995 Tylman Research Award Competition which is sponsored by the American Academy of Fixed Prosthodontics. The most

outstanding manuscripts are selected from research funded by a Tylman Research Grant awarded the previous year.

Dr. Nelson, an assistant professor in the Department of Oral Rehabilitation at the Medical College of Georgia, submitted his manuscript entitled, “Lipopolysaccharide affinity for titanium implant biomaterials.” Dr. Kent Knoernschild, associate professor and assistant director of the Medical College of Georgia School of Dentistry's prosthodontic residency program, was his mentor. ♦

Is Dentistry Through with Film?

Digitized X-rays have advantages over traditional film, not least of which is a decrease in patient exposure to ionizing radiation, according to an article in *The New York State Dental Journal*, November 1995.

But, unlike their French colleagues, American dentists have been slow to adopt this new technology, the article notes. Cost seems to be a factor, along with confusing terminology.

The article reports that Radio VisioGraphy (RVG), Computed Dental Radiography (CDR) and Direct Digital Radiography (DDR) are all terms used to describe “intraoral radiography that does not require film.”

Though radiography film has been used for a century, filmless radiography (FR) has been available for only a decade. The article notes that FR currently is an excellent choice for selective periapical radiography, and, as costs decrease and improvements in software and hardware are made, FR should become a viable choice, with firm, for full-mouth radiography. ♦



Once again in January 1996, the Massachusetts Section of the American College of Prosthodontists conducted its Yankee Dental Event and annual meeting. This year's meeting was exceptionally successful thanks to its guest speaker, Dr. Dennis Tarnow, numerous sponsors, and the high level of attendance. Left to right: George Kay, DMD, Past-President; Hiroshi Hirayama, DDS, Treasurer; Berdj Kiladjian, DMD, Past-President; Elliot Kronstein, DDS, President; and Louis M. Brown, DMD, Vice-President. Seated are Nancy Arbree, DDS, Past-President and Dennis Tarnow, DDS.

ACP Education Foundation Thankful for Donors

The ACP Education Foundation has been funded by College member donations and proceeds from the annual Foundation Auction.

This funding has allowed the Foundation to award scholarships for the past five years to first-year students in accredited advanced specialty education programs in prosthodontics.

Many members took the opportunity to make donations with their 1996 membership dues payments and some made sizable individual donations. The College would like to acknowledge and thank the following members who have contributed to the Foundation since the end of 1995.

Lisa R. Antonoff	David W. Eggleston	Paul S. Kudyba, Jr	Arnold G. Rosen
George P. Argerakis	Betty G. Galvan	William A. Kuebker	Simon W. Rosenberg
Constantine B. Aronis	David L. Guichet	Frank R. LaMar	Evangelos T. Rossopoulos
Samuel W. Askinas	Kenneth L. Hilsen	Rodger A. Lawton	Maryanne Salcetti
Thomas J. Balshi	Julie A. Holloway	Harold Litvak	Thomas J. Salinas
Jay A. Black	John B. Holmes	James L. Lord	Carl W. Schuller
Benjamin A. Blackburn, II	Robert M. Humphries	Kenneth A. Malament	Harry B. Schwartz
John F. Bowley	Gregory Jacobs	Vincent J. Mariano	David L. Schwartz
Lawrence Calagna	Michael L. Jacobsen	Paul F. Marischen	Boris Schwartzman
Jacopo Castelnovo	Dean L. Johnson	Jeffrey H. Markowitz	Richard R. Seals, Jr
Vincent Celenza	John D. Jones	Joel O. Martin	Kenneth D. Silvestri
Vassilios N. Chronopoulos	Ezra H. Kantor	Mohammad Mazaheri	James J. Simone
David S. Clary	Michael B. Karczewski	Richard D. Miller	Ronald M. Sloan
Stephen R. Cohen	Jerome Kaufman	Lillian M. Mitchell	Thomas B. Smith
Ernest J. Dellheim	Yasuo Kishimoto	Dennis N. Morea	John A. Sobieralski
Juan C. Echeverri	E. Neal Kopp	James B. Morris	John A. Sorensen
		K. Michael Murphy	Robert C. Sproull
		Mitsunobu Okamura	James M. Stein
		Julie R. Oliverio Callum	Michael J. Tabacco
		Richard P. Pettenaro	Kenneth A. Turner
		William R. Priester, III	George A. Vakalopoulos
		Rosario V. Prisco	Kerry E. Voit
		Sue Jane Quon	Jonathan H. Weinman
		Joseph D. Randazzo	Thomas A. Wescott
		Eric J. Rasmussen	Linda O. Wible
		Christophe G. Raygot	Jonathan P. Wiens
		Pradit Reungrongrat	Edward A. Woods
		Gary S. Rogoff	Gerald J. Ziebert ♦
		John B. Rose, III	

ACP and P&G Join to Offer Six Research Fellowships

The American College of Prosthodontists has joined with Procter and Gamble Denture Care to award six \$5000 fellowship grants at the end of this summer. The intent of the fellowship program is to support promising research conducted by dental scientists-in-training. These grants will support one-year research proposals that seek to advance basic scientific and applied clinical knowledge in the area of complete denture prosthodontics.

This program will be administered through the ACP Education Foundation. At the beginning of May, announcements of the fellowship were sent to all dental school deans, graduate program directors, and chairs of prosthodontic and restorative dentistry departments.

The competition is open to all U.S. dental students, residents, and fellows, as well as to graduate students in dental-related fields (i.e. Oral Biology, Dental Materials, etc.) Any investigation relevant to complete denture prosthodontics is appropriate. This may include, but need not be limited to, dental materials, occlusion, oral histology, bone physiology, neuromuscular function, patient acceptance factors, clinical techniques, and oral hygiene.

The ACP Research Committee will review the research grant applications for scientific merit, feasibility, and significance, and determine the recipients of the grants.

The deadline for applications is July 1, 1996. All applicants will be notified by August 30 of the results. Call the ACP headquarters office at (312) 573-1260 if you are interested in receiving a copy of the application guidelines. ♦

The American Board of Prosthodontics

Board Changes to Encourage Participation

The members of the Board for the ABP are hopeful that the changes in the examination procedures announced in the last issue of *The ACP Messenger* will not only enhance the certification process but that they will also encourage greater participation in that process. According to Dr. William D. Culpepper, the

Board's Executive Director, "The most significant incentives for participation in the certification process are undoubtedly in the hands of the program directors. It is hoped that these individuals will give encouragement in this direction to each of their students." Questions related to these changes can be answered by contacting Dr. Culpepper.

It was noted in the last issue of *The ACP Messenger* that the annual certificates would be issued on an eight year basis beginning in 1997. This beginning date was in error. The current certificates for 1996 start the eight year cycle. The only certificates that will be issued in 1997 will be to Life Members and new Diplomates. ♦

Meetings and Conferences Calendar

Annual Scientific Sessions of Dental Specialty Organizations

May 24-28, 1996

49th Annual Session of the American Academy of Pediatric Dentistry, Chicago, IL. Contact: AAPD, Suite 1036, 211 E. Chicago Avenue, Chicago, IL 60611 (312) 337-2169.

September 18-22, 1996

78th Annual Meeting of the American Association of Oral and Maxillofacial Surgeons, Miami Beach, FL. Contact: AAOMS, 9700 W. Bryn Mawr Avenue, Rosemont, IL 60018 (847) 678-6200.

September 25-27

American Association of Public Health Dentistry Annual Meeting, Orlando, FL. Contact: Helen Doherty, 10619 Jousting Lane, Richmond, VA 23235 (804) 272-8344

October 3-5, 1996

American College of Prosthodontists Annual Meeting, Kansas City, MO. Contact: Linda Wallenborn, 1777 NE Loop 410, Suite 600, San Antonio, TX 78217.

October 9-12, 1996

The 82nd Annual Meeting of the American Academy of Periodontology, New Orleans, LA. Contact: Barbara Connell, 737 North Michigan Avenue, Suite 800, Chicago, IL 60611 (312) 787-5518.

May 3-7, 1997

Annual Session of the American Academy of Oral and Maxillofacial Pathology, Vancouver, Canada. Contact: AAOMP, 1-800-639-1167

May 3-7, 1997

Annual Session of the American Association of Orthodontists, Philadelphia, PA. Contact: AAO at (314) 993-1700.

May 7-11, 1997

American Association of Endodontists Annual Session, Sheraton Seattle Hotel and Towers, Seattle, Washington. Contact: AAE, 211 E. Chicago Avenue, Suite 1100, Chicago, IL 60611, (312) 266-7255

June 9, 1996

ACP Prosthodontic Forum, Chicago, IL
Contact: Steve Hines, Executive Director, ACP
(312) 573-1260

June 13-16, 1996

American Anaplastology Association, Portland Oregon
Contact: Eben Yancy
(619) 272-1018 ; FAX (619) 272-7687

June 27-29, 1996

Pacific Coast Society of Prosthodontists
Contact: Joseph P. Cooney
UCLA School of Dentistry
Room 33-041A
Center of Health Sciences
Los Angeles, CA 90095-1668

July 25-27, 1996

American Academy of Head, Neck and Facial Pain
12th Annual International Symposium
Contact: Cordelia Mason, 1-800-322-8651

September 18-19, 1996

European Prosthodontic Association and German Prosthodontic Organization, University of Tübingen, Germany
Contact: Congress Partner
Emmastrasse 220
28213 Bremen, Germany
Fax: 0049 421 216419

September 25-28, 1996

Canadian Academy of Restorative Dentistry and Prosthodontics
Four Seasons Hotel, Vancouver, Canada

September 28 - October 2, 1996

American Dental Association, Orlando, Florida
Contact: Mr. Edward Jeske, 800-621-8099, Ext. 2658

September 29 - October 2, 1996

American Academy of Maxillofacial Prosthetics
Hyatt Regency Crown Center, Kansas City, MO
Contact: Dr. Jonathan Wiens, 810-932-5191

October 17-19, 1996

First International Meeting on Implant Rehabilitation of the Compromised Patient. Academy of Osseointegration and the European Academy for Osseointegration, Hotel Krasnapolsky, Amsterdam, the Netherlands
Contact: Academy of Osseointegration, 800-656-7736

March 6-8, 1997

Academy of Osseointegration 12th Annual Meeting, San Francisco, California
Contact: Academy of Osseointegration, 800-656-7736

June 5-7, 1997

Seventh International Congress on Reconstructive Preprosthetic Surgery, Copenhagen
Contact: E. Hjorting-Hansen
Department of Oral and Maxillofacial Surgery
University of Copenhagen
20 Norre Alle
DK-2200 Copenhagen N Denmark

Practice Opportunities Available

Texas - Houston: Private Practice Opportunity The Texas Institute of Dental Prosthetics and Implant Reconstruction is accepting inquiries from prosthodontists interested in private practice association. The Institute's new, ultra-modern facility with in-house laboratory and removable prosthodontic technician is located adjacent to some of the most prestigious communities in the southwestern U.S. Association with our Institute could lead to ownership depending upon the interest of the applicant and commitment to quality and productivity goals. Many universities, hospitals, referring physicians, and an ever-expanding population base make The Texas Institute of Dental Prosthetics and Implant Reconstruction an ideal place to grow a practice dedicated to progressive and aggressive patient procurement in a private practice, fee-for-service, non-managed care environment. Please send or FAX resume and introductory letter to Keith A. Robinson, DDS, PC, 7500 San Felipe, Suite 900, Houston, Texas 77063. Phone (713) 785-7767 FAX (713) 785-7890.

Florida - West Coast: Private, 15-year-old, solo practice in one of country's best implant markets being sold due to owner's disability. Located in beautiful urban waterfront setting with outstanding recreational opportunities and good private schools. Diversification of practice with cleft palate team, professional sports injury rehab, etc. makes for rewarding professional experience. Expansion of physical plant possible for two doctors to split shift if desired. Practice has included extensive crown and bridge, complete/partial dentures, implant rehabilitation, and all cosmetic procedures. Excellent market for prosthodontist who could add maxillofacial abilities to the practice. Seller will stay 3-6 months for transition. Experienced, friendly staff. Please send resume and/or introductory letter to Box M1, c/o ACP, 211 E. Chicago Ave., Suite 1000, Chicago, IL 60611.

For Sale

Denar Pantronic used 2 years - all parts, manual and video \$4500. D-5A articulator in case \$800. Inquiries please call 614-622-5774 Monday to Friday 11am - 3pm E.S.T.

ADVERTISING POLICY

Issue Date	Closing Date
July	June 1
September	August 1
November	October 1
March	February 1
May	April 1

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

Joanne Constantine
ACP
211 E. Chicago Ave.
Suite 1000
Chicago, IL 60611
Phone (312) 573-1260
Fax (312) 573-1257

Ads will be charged at a rate of \$35 for the first 60 words and \$1 for each additional word. The minimum charge is \$35.

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.

Member Survey Aims to Gather Marketing Information

In an effort to alert and inform the laboratory industry of the market potential of the American College of Prosthodontists, the College would like to ask for assistance from members. The following survey was developed to collect data from members that can be used to educate this very important group about the marketing potential of prosthodontists. Unfortunately, the lab industry considers the specialty just another dental group and is unaware of the volume of lab products and services that prosthodontists require. The benefits of providing this information to the industry are:

1. More and better commercial exhibits
2. Corporate sponsors
3. Better cooperation
4. Help prepare for a more extensive survey
5. Establish the unique requirement of prosthodontists for lab products and services.

Please complete the following survey and send it to the ACP office by June 15, 1996. The results will be tabulated and printed in an upcoming issue of the *Messenger*.

1. Do you employ dental technicians in your office?
☐ Yes ☐ No
2. Please identify those lab procedures done in-house by technicians:
☐ Removable partial frameworks
☐ Complete denture services
☐ Partial denture services
☐ Waxing, casting & metal finishing for fixed prosthetics
☐ Ceramics
☐ Castable ceramics
☐ Implant restorations
3. Does your lab take outside accounts?
☐ Yes ☐ No
4. Do you employ Certified Dental Technicians?
☐ Yes ☐ No
5. How do you recruit lab techs?
☐ Newspaper ads
☐ Personal contact
Other _____
6. Do you anticipate hiring a lab tech in the next 1-3 years?
☐ Yes ☐ No
7. Is your in-house lab run as a separate independent business?
☐ Yes ☐ No
8. Do you rent space to technicians in your office/lab?
☐ Yes ☐ No
9. Please list those lab procedures that the prosthodontist routinely performs:

10. Do you have independent lab techs outside your office who work solely on your procedures?
☐ Yes ☐ No
11. Do you own or have a financial interest in a commercial lab?
☐ Yes ☐ No
12. How many square feet does your in-house lab occupy?

13. What percent of total office space does this lab occupy?

Please return this completed survey to ACP, 211 E. Chicago Avenue, Suite 1000, Chicago, IL 60611 or Fax to (312) 573-1257. Thank you for your help!