What started as an idea to reinvigorate the American College of Prosthodontists Education Foundation (ACPEF) has become the largest and most successful fundraising effort in the history of our organization. During the 2000 Annual Session in Hawaii, newly installed President Tom McGarry proposed a simple challenge to the board of directors: that each pledger a gift to the Foundation towards the goal of raising enough new money to boost the activities of the Education Foundation. This grassroots initiative by Dr. McGarry and the members of the board was so successful that they decided to take it a few steps further.

In May of this year, the board of Directors of the ACPEF, led by Dr. Ned Van Roorkel, announced the “New Vision Campaign” which began a massive effort to raise 2 million dollars of support for the 16-year-old organization.

To manage this unprecedented undertaking, a campaign steering committee was established, led by Honorary Chairman, Gordon J. Christensen, a renowned prosthodontist and teacher. Dr. Christensen is Founder and Director of Prosthodontics International, a continuing education career development program for dental professionals initiated in 1981, and based in Provo, Utah.

Robert A. Ganley, President of Ivoclar Vivadent, AG Liechtenstein and Dr. Jonathan Ferenz, a private practitioner and Clinical Professor at New York University College of Dentistry will serve as the Co-Chairmen of the campaign. A large team of corporate and specialty leaders are being assembled to support the Campaign as well.

The goal of the New Vision Campaign is to raise new funds that will allow the ACPEF to expand opportunities for advancing the specialty of prosthodontics by:

- Increasing funding for the teaching of prosthodontics.
- Funding public service announcements and targeted advertising about prosthodontics.
- Expanding PR/Marketing materials available at dental/health centers.
- Increasing the amount of student scholarships granted.
- Designating funding to promote career opportunities in the teaching and practicing of prosthodontics.
- Positioning the ACP Education Foundation as the preeminent center for prosthodontics industry data, research, and marketing.
- Partnering with other service organizations to increase charitable giving of time, materials and services for the good of humanity and the promotion of the practice of prosthodontics internationally.

In the early stages of the campaign, the Board of Directors of the ACPEF reached out to corporations and other dental organizations for support and the response has been overwhelming. Following this year’s Annual Session in New Orleans, the campaign effort will be expanded throughout the entire dental community, including the membership of the ACP. Check out our website at www.prosthodontics.org for frequent updates and information on how to get involved.
EXECUTIVE DIRECTOR’S MESSAGE

Mr. Edward J. Cronin

Though I have been serving as your Executive Director for over two years now, it seems as though I am still meeting, every week, someone representing another dental organization, society, or corporation. Every one of these meetings is an amazing opportunity to showcase prosthodontics. In addition to giving them a little history of the specialty, the mission of the College, and the names of our standing officers, I give them copies of our publications — the ACP Messenger and the Journal of Prosthodontics.

When I hand them the JP, often people say, “You’ve got your own journal?” When I hear this, I can tell two things. One, they haven’t seen it before, and two, they’re impressed. I tell them that ours is the “specialty journal” in prosthetic dentistry, a publication by specialists for specialists. I go to the editorial board page and mention that all our editors are board certified specialists. If they want to know more, I flip to the table of contents and go through the list of sections. And while I don’t pretend to understand the specifics of each section, I am able to show them the wide variety of information contained in each issue — clinical, technical, research, private practice and academics.

This visitor’s overview of the JP allows me the chance to distinguish the ACP and its’ members from other dental organizations and other dentists. It’s the perfect transition to other discussions about co-sponsored meetings, advertisements in ACP publications, support of the Annual Session, etc.

The College invests considerable energies into supporting its’ own journal. I encourage you to help me capitalize on this great common resource. In addition to submitting articles for publication consideration, you can help by promoting the Journal to friends and colleagues who may want to subscribe to it. Recommend the JP to librarians at institutions with which you are affiliated (your health science library, or the hospital where you work) as a valuable journal to add to their holdings. Tell them what makes the College’s Journal unique and special.

Remember, every new reader enhances profession- al awareness of the specialty. That awareness, in turn, can extend your referral base, expose other healthcare providers to prosthodontics, and widen the sphere of influence of the specialty. Furthermore, because the JP is a College-owned publication, any additional revenue produced by increasing our subscription numbers can be used to offset the cost to members and ultimately yield funds to support other ACP operations. It’s a win-win proposition.

LETTER TO THE PRESIDENT

I really appreciated the invitation to attend the Board of Directors meeting in Breckenridge, Colorado. I have never witnessed or participated in any of the College works before and I was impressed with your CEO management skills. I was equally impressed with how hard everyone worked and the personal efforts and sacrifice that’s involved to keep the ACP squared away!!

After that weekend I was extremely proud to be an ACP member and a prosthodontist. I hope that every member of the ACP appreciates what the leadership of the ACP accomplishes on their behalf, and what the leadership accomplishes for the specialty of prosthodontics.

Thank you and the Board of Directors for expanding my experiences and broadening my horizons.

L. West, DDS
Tucson, AZ

EDITOR’S MESSAGE

DAVID A. FELTON

Where Do We Go From Here?

Horrifying acts of terrorism…An extensive knowledge of war against terrorists…Wall Street tumbles, sending us toward a possible recession. Never in my wildest dreams did I think I would be writing my final editorial for the ACP Messenger merely weeks after one of the most horrible incidents in U.S. history.

With the enormity of events of the first few weeks of September, reflecting on the accomplishments of the American College of Prosthodontists (ACP) over the past year, as with many other endeavors, seems insignificant in comparison. However, let’s take the high road here, and use this opportunity to recap our accomplishments, and put ourselves on the back for a truly outstanding year!

Our annual session in November 2001 at the Hilton Waikoloa Village in Hawaii was genuinely spectacular—a fantastic meeting in a truly elegant environment. Incoming President of the ACP, Dr. Tom McCarrick, gave an enormous boost to the ACP Education Foundation by announcing over $300,000 in pledges to the ACEPF, with promises of more fundraising in the future.

In the first issue of the Messenger following the annual session, the editor presented you with “Just the Facts” report, a graduate resident report, a sobering report that clearly demonstrates our need to make significant modifications in how we recruit “the best and brightest” into our prosthodontics graduate programs.

In January, Dr. Howard Landesman hosted members from numerous prosthodontic organizations in Denver, CO, in a professional development retreat to develop a strategic plan for the specialty, entitled “Shaping the Future of Prosthodontics.” This strategic plan has been distributed to all prosthodontic organizations, and provides us with a clear vision and pathway for directing and enhancing the growth of the specialty.

In February, the ACP co-sponsored a successful Interdisciplinary Care Conference in Dallas, and several ACP members gave exceptional presentations to other specialty organization members. Also in February, the first ACP co-sponsored surgical implant training course was held at the UNC School of Dentistry for 12 ACP Board of Directors and ACP members. The course was funded cooperatively by Straumann USA and ASTRA Tech, Inc. The training was such an enormous success that the College is moving forward to work with these and additional implant companies and universities to continue the program. Additionally, the ACP’s Center for Prosthodontic Education, the continuing education “arm” of the College, kicked off its inaugural efforts with six one-hour programs by ACP members during the Chicago Dental Society’s Midwinter Meeting in February.

The College also entered into an agreement with CCS, Inc. to develop a capital fundraising campaign for the ACP Education Foundation. Since that time, Mr. Tim Brennan of CCS has helped to begin the “quiet” phase of the campaign to raise $2,000,000 for the foundation. Shortly thereafter, multiple contributions were pledged to the ACEPF: $100,000 from the GNYAP, and $50,000 from the NGS (thanks to the tremendous efforts of Drs. Gary Goldstein and Jonathan Ferenz). This kick-off campaign was announced at the annual session in New Orleans (see front page story for summary).

Next, Dr. Glenn Wolfinger and Public and Professional Relations Division, working with ACP Executive Director Ed Cronin and their colleagues at ACP, have developed an incredible marketing tool for member use, entitled “Doesn’t Your Dentist Care?” This extremely well-designed series of ads will enable members to market their prac- tices locally and will enable us to market the College in the near future to the lay consumer.

A new definition of the specialty has been developed, and forwarded to the ADA for approval. This definition clearly indicates our intention to use dental implants to provide optimum treatment for patients (this was not included in the old definition).

And finally, ACP President Tom McCarrick and Scientific Chair Lyndon Cooper, have developed an outstanding scientific program for the annual session in New Orleans. This has included: an extraordinary year in the history of the College. “Where do we go from here,” you ask? For the 2001-2002 year, I, as incoming ACP President, plan to continue to implement the strategic plan that was developed in Colorado within the College. We will continue aggressively with our capital campaign to reach our goal for the ACP Education Foundation, and work with the corporate sector, as well as from members and non-members. We will move forward with direct marketing of the College to the public, such as with our past efforts with the AARP biennial session. Other such marketing plans are currently being developed, and we will continue to develop our continuing education efforts for College members, and will focus our efforts on funding surgical implant training for all prosthodontists who are interest- ed in developing this skill set for their prac- tices.

We will continue to work closely with the ADA to remain the premier organiza- tion that represents the specialty of prosthodontics. We will begin to aggressively “market” the specialty to pre-doctor- al students to greatly improve our recruit- ment of dentistry’s “best and brightest” into our specialty programs nationally. Given that the orthodontic and endodontic national organizations have raised nearly $10,000,000 each, and are directing funds toward resident stipends and full-time faculty financial support, it’s time for the College to become a player in both venues.

And finally, we will continue to move all prosthodontic organizations philosophically in the same direction. A daunting task, you say? Absolutely! However, we have the momentum we need, the drive of an outstanding group of ACP Officers and Board of Directors, and the support of a typically talented central office staff. There is little that can keep us from reaching our goals. If you think the past year has been impressive, as the old saying goes, “you ain’t seen nothing yet!”

So where do we go from here? Let’s roll up our sleeves and go to work. If you are interested in joining the rapid evolution of the ACP, please let us know. We need highly motivated, talented individuals who have the interest and determination to see these goals to fruition. If you like the position of incoming president of the ACP to vol- unteer your services to the College, and let your voice be heard.

Dr. David A. Felton, ACP President
Telephone: (919) 966-2712
Fax: (919) 966-3821
E-mail: dave_felton@dentistry.unc.edu
or prosteds@umcsom.edu
NGS Pledges $50,000 to ACP Education Foundation

The Executive Board of the Northeastern Gnathological Society, at its meeting in June agreed to make a gift of $50,000 to the ACP Education Foundation. The NGS is the second prosthodontic organization to recognize the importance of contributing to the mission of the Education Foundation: the support of prosthodontic education and research.

NGS President, Dr. Daniel Budasoff, said “I am proud that the NGS has joined the GNYAP in recognizing the critical value of supporting the ACP Education Foundation’s drive to promote prosthodontic education. The NGS has a long history of providing financial support for regional postgraduate prosthodontic education programs and is pleased to be part of a national campaign that has the same focus.”

The funds for the gift will come from the NGS Kantor Fund over a period of ten years. The Kantor fund, established in 1993 honors the memory of Dr. Martin E. Kantor, a gifted teacher and clinician. It was established to advance Dr. Kantor’s favorite cause: support for postgraduate prosthodontic education.

ACP President, Dr. Thomas McGarry reacted to news of the NGS grant by stating, “The NGS gift to the Foundation represents a wonderful commitment to support prosthodontic education on the part of a second northeast regional prosthodontic organization. This gift, following the pledge of the GNYAP, represents a growing trend of prosthodontic organizations to provide financial support for the ACP Education Foundation. It is truly the highlight of my presidency.”

New ‘Generations of Smiles’ Brochure Now Available

Today, when the desire for a more natural looking smile is greater than ever, your patients will turn to you with their questions and concerns regarding how they can improve their smile. There are several options available to restore, and even improve the natural beauty of a smile and/or teeth, and you will need to be able to explain the treatments in easy-to-understand terms.

The American College of Prosthodontists (ACP) has developed a new brochure in its’ current ‘Creating Generations of Smiles’ patient education brochure series on cosmetic dentistry. The brochure is designed to answer questions in which your patients might have regarding common cosmetic concerns and treatment procedures.

The ‘Creating Generations of Smiles’ patient education brochures are valuable resources to have in any prosthodontic practice. Use as a referral tool to mail to general dentists or other specialists in your area, or as an informational pamphlet to hand out to prospective patients to explain the benefits and conditions for seeing a prosthodontist to provide viable solutions for protecting teeth, replacing lost teeth and improving smiles.

Currently, the ACP offers four brochures in this series. Topics includes: Overview of a Prosthodontist, Complete and Removable Partial Dentures, Dental Implants and Cosmetic Dentistry. Brochures are available in two different sizes; with each size sold in packs of 100. Members may purchase the brochures for $50.00 ($100.00 for non-members). To place an order or request a sample, contact the ACP Central Office at (312) 573-1260, x16.
The American College of Prosthodontists: The First Year  

by Dr. Bob Sproull

February 11, 1971 – October 7, 1971

The first membership meeting of the American College of Prosthodontists (ACP) finally arrived on February 11, 1971, and was held at the Sheraton Blackstone Hotel in Chicago. It was at this meeting that the slate of officers was voted upon and the Constitution and Bylaws ratified. There was drama that was unexpected and unwelcomed. The ad hoc Executive Committee was gathered in Ken Rudd’s hotel room waiting for Ray Loiselle to come and open the meeting when the telephone rang. Pinky Smith told about his remembrance of that time in a recent letter.

I was nearest the phone, so when it rang I answered. It was Ray, calling from the Cardiac Intensive Care Unit of the Hines Veteran’s Hospital. He had had a heart attack and would, of course, not be at the meeting. When I hung up the phone, I told the group what had happened and where Ray was. “Now who will conduct the meeting?” I was told “You answered the phone. You conduct the meeting!” That’s how I ended up pro tem chairman for the initial meeting of the College.

According to minutes from the meeting (taken by Ken Rudds) the meeting was called to order by Edwin H. Smith, Jr. at 9:00am February 11, 1971 in the Embassy Room of the Sheraton Blackstone Hotel, Chicago, Illinois. Mr. Harvey Sarner, Secretary of the Judicial Council of the ADA, affirmed the legality of the proposed Constitution and Bylaws. Copies of these had been distributed to all Fellows present and Bob Elliott’s motion to accept the documents passed unanimously. Bill Welker’s motion to accept the slate of officers as presented by the nominating committee passed.

Louis Block, president of the Federation of Prosthodontic Organizations proposed holding annual scientific meetings in which all prosthodontic organizations would participate. He proposed to hold the first such meeting in Las Vegas, Nevada in October 1972 (To be known as the First International Prosthodontic Congress). The question of joining the FPO led to a long and lively discussion. A motion to apply for membership was passed.

It was also moved and passed to petition the Editorial Council of the Journal of Prosthetic Dentistry to make the JPD the official publication of the College. It was voted to delay acceptance of associates and affiliates at that time. The next Annual Session was set for Atlantic City, NJ on Thursday, October 7, 1971 during the ADA Scientific Session.

The new officers were installed by the pro tem chairman and the meeting was adjourned at 12:00 noon. Ken Rudd’s minutes are an accurate account of that first meeting. Left unaired were the contents of the lively and sometimes heated discussions prior to the votes on some issues. It was a satisfying meeting, the culmination of two years of efforts.

SUMMARY OF FIRST YEAR

Officers

President: Raymond J. Loiselle
President-Elect: Louis J. Boucher
Vice President: Alex Koper
Secretary: Kenneth D. Rudd
Treasurer: Stephen O. Bartlett
Delegates-at-Large: Ira Klein (1 year), Philip M. Jones (2 years), John J. Sharry (3 years)
Associate Editor: Edwin H. Smith, Jr.

Committee Chair

Constitution and Bylaws: Anthony N. DeBello
Membership: James E. House
Education and Advancement: Robert C. Sproull
Dental Laboratory Relations: James T. Jackson
Public and Professional Relations: Bruce E. Stansbury
Publications and Liaison: Edwin H. Smith, Jr.
Annual Session – 1971: Robert B. Peters
Annual Session – 1972: Keith Marcroft
Necrology: Walter J. Demar
Nominating Committee: Edwin H. Smith, Jr.

Executive Council

Meeting: February 11, 1971 (Sheraton Blackstone Hotel – Chicago, IL)

Meetings:

March 13, 1971 (Wright Patterson Air Force Base – Dayton, OH)
October 6, 1971 (Cherry Hill Inn – Cherry Hill, NJ)

Annual Session: October 7, 1971 (Cherry Hill Inn – Cherry Hill, NJ)

Speakers:

Frank Celenza, William Best, Harold Westlake, John Anderson.

The Atlantic City meeting had to be moved to Cherry Hill, NJ as no meeting sites were available in Atlantic City due to the Annual Session of the ADA being held there.

Application for membership in the FPO has been completed. Louis Block notified the College on May 31, 1971 that the Editorial Council of the JPD approved the petition to make the journal the official publication of the American College of Prosthodontists.

All College funds to date were from initiation fees. The 1972 fiscal year of the College was to run from December 1, 1971 to November 30, 1972. The first dues statement would be mailed on November 1, 1971 and would be payable by December 1, 1971.

The Internal Revenue Service had approved the ACP as a tax-exempt non-profit organization.

Guests would be welcome at the Cherry Hill meeting and their names needed to be submitted to the Secretary by July 7, 1971.

Fellows desirous of becoming Life Fellows had to apply in writing before the October 7 Annual Session. Those eligible who did not want to become Life Fellows could retain active membership.

A proposed Bylaws change would require an application fee of $25 from those applying for membership, in addition to the $100 initiation fee. The $25 would be non-refundable.

Ray Loiselle, in the meantime, had recovered from his heart attack and was busy with College affairs. Ten committees were activated by Ray after the organizational meeting. The pioneer committee chairmen appointed by Ray and their committees are listed below:

Committee

Chair

Constitution and Bylaws: Anthony N. DeBello
Membership: James E. House
Education and Advancement: Robert C. Sproull
Dental Laboratory Relations: James T. Jackson
Public and Professional Relations: Bruce E. Stansbury
Publications and Liaison: Edwin H. Smith, Jr.
Annual Session – 1971: Robert B. Peters
Annual Session – 1972: Keith Marcroft
Necrology: Walter J. Demar
Nominating Committee: Edwin H. Smith, Jr.

The Executive Council Meeting at Wright Patterson on March 13 was the first one after the College’s organizational meeting and the adoption of the Constitution and Bylaws.

Article IV of the Constitution stated that “the Executive Council shall be elected according to the Bylaws and shall consist of the president, president-elect, three delegates-at-large and two immediate past presidents. The business of the College shall be conducted by the Executive Council with the approval of the membership.” Article III, Section 1 through 8 of the Bylaws spelled out the functioning of the Council. At this meeting, Ray read a list of appointed committee chairmen and suggested that each write its own charge, to be reviewed and approved by the Executive Council.

It was moved and passed that application for membership forms be print-ed, color-coded name tags would be used to distinguish Fellows and Associates; Harvey Sarner be paid a $200 retaining fee for legal services; wording of membership certificates be approved; guests at Cherry Hill Inn meeting would be welcomed and would be charged $40, hospitalarium and per diem for speakers be set; letter of application for membership in the FPO be sent; a letter be sent to the JPD requesting the Journal be the official organ of the College; and other items (a total of 46) be acted upon.

John Giordano was appointed Local Arrangement Committee Chairman for Cherry Hill and Robert Peters was appointed Program Committee Chairman.

Louis Boucher, president-elect, appointed Keith Marcroft Annual Session Committee Chairman for the October 25, 1972 meeting in Las Vegas, NV.

The second meeting of the Executive Council was held at the Cherry Hill Inn in Atlantic City, NJ on October 6, 1971, the day before the Annual Session. Committee reports were read and approved. It was voted unanimously to support with speakers The Prosthodontic Congress suggested by the FPO, to be held in Las Vegas in 1972.

Stephen Bartlett and Ken Rudd were appointed to attend an FPO workshop on Sunday, October 10, 1971 in Atlantic City, NJ.

The next scientific meeting (as it was called at that time) was scheduled for Wednesday, October 25, 1972 in Las Vegas.

The Annual Meeting of the College was a one-day program held at the Cherry Hill Inn Motel on October 7. The meeting began at 9:00am and adjourned at 4:30pm. Four speakers were scheduled (Frank Celenza, William Best, Harold Westlake, and John Anderson). The business meeting was completed between 11:30am and 12:30pm.

The growth of the College from that early meeting until today is emphasized by the Spartan beginning. We’ve gone from a short one-day meeting at a small motel with a total of four speakers to the multiple day schedules with multiple choices of a wide variety of speakers, special sessions for special interests, a house of delegates, and multiple social functions and an Executive Director in Chicago. Quite a change!!

Report to the members, Secretary Ken Rudd (June 1, 1971)

At this time there was no newsletter to inform the members of what had happened at the Atlantic City meeting and afterward. Ken Rudd assumed this responsibility, and in the June 1, 1971 letter brought the members up-to-date on that first meeting and subsequent activities.
At the Cherry Hill Business Meeting the committees made their reports and Bylaws changes were approved. The discussion on Associate Member Status (privilege to vote) resulted in a decision to make no changes at the present. Bylaws changes were approved. The discussion on Associate Member Status was researched and written by Dr. George W. Spruill. The President-elect, Dr. Markbert moved that the College petition the ADA to have the College sponsor The American Board of Prosthodontics. The motion passed but was postponed indefinitely. (The first of many extended discussions at business meetings and elsewhere on sponsorships.) The entire business meeting lasted for 29 minutes.

The article entitled “The American College of Prosthodontists: The Early Years” that was published in the last issue (volume 32, issue 3) of the Journal of Prosthodontics can be sold and payment is made at the source for patient financing for ACP members. PFS, a national leader in providing health care financing, is a former attorney for Chase Manhattan Bank, Paine Weber and Shearson Lehman Hutton. Brown started the company in 1997 as a result of what he saw happening to people worrying about paying for chemotherapy. In his article in the Journal of Prosthodontics, Vol. 8 #1, 1999, ACP President Dr. Thomas J. McGarry et al. described a classification system for complete edentulous dentures and fixed prosthetics. Analogies to medicine and the use of ICD-9 linked to CPT codes could be seen as a reliable standard for the ADA to follow.

ACP Chooses Patient Financial Services

Now you can offer a solution. The ACP has selected PFS Patient Financial Services as the preferred source for patient financing for ACP members. PFS, a national leader in providing health care financing, is based in South Plainfield, New Jersey and lends to patients in all 50 states. Founded in 1997, PFS, a national leader in providing health care financing, is a former attorney for Chase Manhattan Bank, Paine Weber and Shearson Lehman Hutton. Brown started the company in 1997 as a result of what he saw happening to people who couldn’t afford necessary treatment. "My father was diagnosed with metastatic prostate cancer. As we went to major institutions looking at treatment options, I talked with patients in waiting rooms. What I heard were people worrying about paying for chemotherapy. One lady said, “I guess we’ll sell our tractor trail-er” and this was the family’s sole source of income. At a personal level, I think healthcare shouldn’t depend on one’s pocketbook,” he said. From these chats in hospital waiting rooms the idea for PFS was born. The company provides financing for elective and fundamental health care treatment.

ACP Represents Prosthodontics at ADA Meeting

The American College of Prosthodontists (ACP) recently represented the specialty at a meeting of the American Dental Association’s (ADA) Council on Dental Benefits Programs. The College represented its members by David Pfeifer, Director, Prosthodontic Practice and Patient Services Division and Dr. Barry Shipman, Chairman, Insurance, Managed Care and Diagnostic Codes subcommittee along with representatives from 7 other specialty societies met with the Council’s Sub-Committee on Code at the ADA building on August 3, 2001. The meeting was requested by the ADA to utilize the specialty organizations to review and comment on new CDT 3 code requests. The ADA initiated with this meeting a new format for code evaluation and development. Each specialty organization reviewed their specialty codes and all specialties were able to comment on all or any codes. Recommendations were presented by the specialty organizations to the committee and open discussions were used to either modify or clarify the new codes.

The committee and other specialty societies met with the Council’s Sub Committee on Code on August 3, 2001. The meeting was requested by the ADA to utilize the specialty organizations to review and comment on new CDT code requests. The ADA initiated with this meeting a new format for code evaluation and development. Each specialty organization reviewed their specialty codes and all specialties were able to comment on all or any codes. Recommendations were presented by the specialty organizations to the committee and open discussions were used to either modify or clarify the new codes. The committee and other specialty societies met with the Council’s Sub Committee on Code on August 3, 2001.

In his article in the Journal of Prosthodontics, Vol. 8 #1, 1999, ACP President Dr. Thomas J. McGarry et al. described a classification system for complete edentulous dentures and fixed prosthetics. Analogies to medicine and the use of ICD-9 linked to CPT codes could be seen as a reliable standard for the ADA to follow.

ACP Approves Applications Quickly

The new PFS system is easy to use. Applications are risk-based relative to the applicant’s creditworthiness. Patients can apply quickly and easily from a member’s office or anywhere online at www.pfs-s.com. The PFS application is completed at PFS, not at the conclusion of treatment. The PFS program takes the patient’s obligation. Prosthodontists can eliminate pay-as-you-go plans and the PFS program means no more extending payment beyond the treatment period. "We pay the prosthodontists by charging them directly. We are a third party payer. We don’t dictate what they can change. It’s simple. There are no filing claims and no extensive paperwork. It’s the way health care ought to work,” said Brown.

A Risk-Free Approach to Treatment Planning for Prosthodontists

It happens to every prosthodontist. A patient comes to an appointment and tells you that their missing tooth has caused a drop in self-esteem. They’re afraid to smile. They even avoid social encounters or meeting new people. An implant would solve the problem, but they can’t afford it and leaves the office feeling even worse than when they came in. The PFS program helps prosthodontists treat patients who couldn’t afford necessary treatment.

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New Online Presence For The ACP

Whether you are a prosthodontist, general dentist or other professional whose work centers around the dental profession, the American College of Prosthodontists (ACP) can provide you with valuable information that will prove beneficial to your work. The ACP has substantially upgraded its’ web site, www.prosthodontics.org, in an effort to expand the public’s awareness of the specialty, and to demonstrate the value that prosthodontists provide to the patient, potential students and general dentistry. The ACP has developed a number of tangible and intangible benefits for the dental professional and has made access to them as simple as a ‘click of a button’. It’s the goal of the ACP to be the global resource for all aspects of the specialty of prosthodontics. We encourage you to use this web site to be your #1 source for prosthodontics-related information anytime you need it.

From unparalleled access to industry leaders…to exclusive programs and services…to advocacy on part of the specialty, the ACP is committed to bringing you the resources you can use for both career success and professional development. Our intent is to create a world-class site that promotes prosthodontics, provides patients with relevant information, encourages dental students to enter the specialty and gives general dentists a learning experience that includes the benefits of working with a prosthodontist. The web site includes several new features including a consumer/patient section, which is designed to help patients better understand the various prosthodontic treatment options available with easy-to-understand descriptions and before and after photos. Also available is an online directory to search for prosthodontists in a specific geographic area.

A new students section has also been created that is devoted exclusively to the recruitment of prospective students, which includes information on graduate prosthodontic programs and scholarships and fellowships information.

This web site is a work-in-progress. It is our hope that you will visit it regularly and often, so that you can take advantage of the new information that is being added. Comments or suggestions for the web site can be directed to Lisa DeVries, Communications Manager at (312) 573-1260, x16 or ldevries@prosthodontics.org.

CALL FOR PAPERS

The National Association of Dental Laboratories (NADL) is requesting that ACP members and student members consider the Journal of Dental Technology for submissions of articles/papers for publication as related to dental technology, and all areas of prosthodontics. The publication would provide an outlet for members that they may not have sought before for their papers. The Journal encourages submissions of relevant papers that have been previously published in other journals, and also the publication wait is considerably less than the Journal of Prosthodontics or other journals.

This would serve the College and members well to increase professional communications, and demonstrate the ACP’s support for the dental laboratory technology community.

The Virginia Section of the ACP conducted its’ annual meeting in June. The speakers were a faculty member and two postdoctoral prosthodontic students from VCU School of Dentistry. Picture from left to right are Drs. Donald G. Crabtree, Section President; David R. Burns, Director of the Postdoctoral Prosthodontic Program; Saleh Al-Rowaieh, student speaker; Clarence Cormier, faculty speaker; Karmen Ibrahim, student speaker and John E. Ward, Section Secretary-Treasurer.

The Massachusetts Section of the ACP hosted “The Steven R. Gordon Memorial Essay Contest”. This annual contest is open to all postgraduate prosthodontic residents in Boston and Connecticut. It is one of the Section’s highlight activities and was very well attended. Picture (left to right) are: Drs. Irays Santamaria, second place winner; Barry Bessler, first place winner; Myra Brennan, third place winner; Nuria Otero. Rachel Squire; and Executive Council members Celeste V. Kong and Alan Sulikowski.

2002 Membership Dues Reminder

It’s that time again. And this is the perfect opportunity to submit your 2002 dues payment! With everything you have going on in your profession, the ACP would like to make it as easy as possible to keep your membership current and up-to-date for another year.

Now you can renew your membership online, when it is convenient for you. Visit the ACP’s only section of our website at www.prosthodontics.org and pay your dues and/or update your address even after business hours. (Note: if you do not know your membership ID, contact the central office). Billing statements will be mailed soon, but paperwork can pile up. Why bother with it? The ‘online office’ is open now, so there is no need to wait; it’s a friendly reminder, dues are payable in January 2002, and a late fee will be assessed if payments are not received by March 1, 2002.

Questions? Call the ACP central office at (312) 573-1260, x14.
For information on how to order call the ACP Central Office at (312) 573-1260 x16.

The American College of Prosthodontists (ACP) is the ADA-recognized organization for specialists in the restoration and replacement of teeth. The ACP is the official representative of the specialty and discipline of prosthodontics.

ADA Holds 142nd Annual Meeting in Kansas City
by Richard Jones, ACP Treasurer

The American College of Prosthodontists (ACP) is the official representative of the specialty and discipline of prosthodontics. This responsibility was demonstrated by the ACP officers at the 142nd Annual Session of the American Dental Association (ADA) on October 12–16, 2001 in Kansas City. This was the ACP’s fifth opportunity to demonstrate such an active presence at the ADA meeting.

The delegation was led by incoming President David Felton. The ACP was also represented by Executive Director Ed Cronin, Secretary Kenneth Malament and Treasurer Dick Jones. President Tom McGarry was in Australia at the time to represent the ACP at the meeting of the International College of Prosthodontists.

Walter Cronkite was a timely selection for the opening address. There were sobering overtones to start the meeting as we reflected on the events of the previous five weeks. Thoughts of terrorism, war and losses faced by the New York and Washington members caused a reevaluation of our priorities.

The meeting offered a tremendous “bang for the buck” tactic for our intraprofessional relations. The officers, assisted by the Executive Director, attended both sessions of the House of Delegates. All resolutions were studied in advance so that appropriate responses could be prepared. The ACP was also represented at all reference committees.

The ACP presented testimony on more than 12 resolutions. These issues included denturism, definition of a dental laboratory technician, the concept that all specialty program directors be board certified and the specialty recognition process.

The ACP delegation attended receptions for the three presidential candidates, the specialty organizations representing endodontics, oral and maxillofacial surgery, orthodontics and pediatric dentistry as well as the Chicago Dental Society. These receptions are important opportunities to “make a presence” with important dental officers, delegates, executive directors and exhibitors. We had the opportunity to meet with ACP members and past ADA President Dr. Richard Mascola as well as Executive Director Dr. James Bramson.

The ACP met with more than 50 dental companies who exhibited at the meeting to make contact with current and potential corporate sponsors and exhibitors for our own annual sessions. We even signed a new exhibitor for our meeting in New Orleans.

Mr. Cronin and Dr. Jones met with representatives of the National Dental Museum in Baltimore. The ACP was invited to participate in a new exhibit that focuses on the dental specialties. This has the potential to be a significant, long-term marketing effort.

One of the most effective activities for the officers and board of directors is the brainstorming and problem solving that occurs at informal times. That opportunity, along with our official role of representing the specialty of prosthodontics and the many interprofessional contacts, made for a very rewarding opportunity in Kansas City.

All I want for Christmas...

“…”

Doesn’t your smile deserve a specialist’s care?

A prosthodontist is a dentist recognized by the American Dental Association (ADA) as a specialist in restoring and replacing teeth. With additional education and training, prosthodontists have the capability to provide excellent results on crowns, bridges, dentures, dental implants and other cosmetic and restorative procedures.
Founding Donors

With the generous support from these founding donors, the American College of Prosthodontists Education Foundation proudly announces the launch of The New Vision campaign:
AARP Reaches Out to “Baby Boomers”

AARP, the nation’s leading organization for people age 50 and older, held its’ ‘Life@50+: A Celebration of You’ exhibition from October 11-13, 2001 at the Dallas Convention Center in Dallas, Texas. The event was the start of a new approach for the AARP. From this point on, the program will be held regionally on an annual basis, as opposed to one national, biennial event, in hopes of providing a more energized and enriched experience for the approximate 34 million AARP members.

This year’s program included numerous educational seminars, fitness and social activities of interest to this ever-growing segment of the population including well-known speakers such as Game Show Host Alex Trebek and TV Hosts Greg Mathis and Rick Steves. Topics ranged from health, personal enrichment, financial matters and family issues. The evening entertainment featured Wynonna Judd, Julio Iglesias and the Pointer Sisters.

Despite a lower than expected attendance, primarily due to the tragic events of September 11, the meeting can be considered a success—at least for the ACP.

For the third time, the ACP Geriatrics Special Interest Group represented the College to this important and ever-growing segment of the population. It’s the goal of the College to educate this important target audience of the valuable role and services a prosthodontist can provide for them.

The theme of this year’s exhibit booth once again was on “What is a Prosthodontist?” to continue the College’s ongoing mission to increase the public’s awareness of the specialty of prosthodontics.

Besides “What is a prosthodontist?”, questions by visitors to the booth ranged from “where can I find a prosthodontist near me?” to very specific dental questions and specific dental problems. One attendee even left the booth with a positive, new outlook regarding a dental condition that has been a source of frustration for many years.

After speaking with “real” specialists on what her options were (or what a prosthodontist can do), she left the booth feeling more confident and hopeful for the future.

The ACP will again follow-up with each attendee who expressed an interest in the specialty, and will send out informational packets with additional information and listing of ACP prosthodontists in their area.

Geriatrics SIG Chair Dr. Jim Dunne and Lisa DeVries, ACP Communications Manager facilitated the booth, with assistance from local ACP members Drs. Herman Dumbrigue, Brody Hildebrand, Donald Somerville, Kathia Steel. Their help, enthusiasm and time were greatly appreciated. Also, a special thank you to Dr. Ron Woody, who was instrumental in recruiting the volunteer residents for this event.

An ample supply of Fixodent denture adhesive was generously provided by Procter and Gamble to help lure people to the booth.

Despite a lower than normal attendance, the exhibition hall during the AARP Life@50+: Celebration received a steady flow of AARP members in search of viable solutions for enrichment of their personal, health, financial and family lifestyles.

Improve Your Practice with the ACP Marketing Manual

Whether you’re a newcomer just starting a practice, or a seasoned pro looking for new ideas, the ACP Marketing Manual is an excellent resource designed specifically for you. Learn the basics of target marketing and for establishing or improving a practice and referral system, as well as developing and implementing a successful marketing plan.

This unique, 70-page book is designed specifically for prosthodontists in private practice to illustrate key marketing tools for improving your visibility within your community, for educating the public regarding the specialty of prosthodontics and for strengthening your patient relationships. Actual examples are provided that can be reviewed and modified to any practice. Topics include:

- Developing a practice brochure and/or newsletter.
- How to write an effective press release.
- Tips for working with the media.
- Yellow page advertising.
- Do’s and Don’t of direct mail.
- And much more!

If you are serious about improving your visibility and strengthening your patient relationships, the ACP Marketing Manual is your first step in establishing yourself and your practice in your community.

To order ($120.00 Members; $240.00 Non-Members), contact the ACP Central Office at (312) 573-1260, x16 or place your order online at www.prosthodontics.org.

Calendar of Events

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<td>21 – 24</td>
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Protecting Your Most Important Asset: “Earning Power” — And What to Look For in Quality Disability Income Plans

by D. Scott Fehrs, Treloar & Heisel, Inc.

Introduction: The American College of Prosthodontists Disability Program

A prosthodontist has a far greater chance of becoming disabled than he or she does of dying before age 65. The loss of earning power can be drastic and economically devastating. After years of administering dental disability programs, the experience of Treloar & Heisel, Inc. has been that most dentists recognize this problem. However, it is an absolute must that you consistently review your disability coverage. Clearly, Disability Income Insurance is one of the most important concerns for dentists who wish to create a safety net to protect themselves and their families against the loss of earning power.

Therefore, it seems appropriate that we review some basic information about disability insurance and the disability contract itself. Basically, a disability plan is a contract to protect you against loss of income resulting from sickness or accident in return for a premium. All of the various features available serve to define how much coverage, when benefits start, and how benefits are payable. The cost of the premium is in direct proportion to the amount of the benefit provided by the policy and the type of policy purchased. A non-cancellable, guaranteed renewable plan may guarantee a level premium to age 65. Plans with short benefit periods, such as two or five years are never recommended unless the plan is only used to cover a loan or a short-term obligation. Usually, if a disability lasts more than 6 months, the professional will be disabled for a long period of time. Should he/she have purchased a short benefit plan, the benefits offered may be inadequate to cover most. Also, the advances of technology in medicine today allow individuals with severe disabilities to return to work in their practice or another occupation. Most contracts today will pay a proportionate benefit in accordance with your income loss. i.e., earnings loss = 50%, benefit paid is 50%.

Renewability — One of the most important aspects of any disability income insurance plan is the renewability of the contract. The superior contracts are non-cancellable and guaranteed renewable. The American College of Prosthodontists disability plan (Massachusetts Mutual) is non-cancellable and guaranteed renewable and gives you, the dentist, control. Non-cancellable and guaranteed renewable guarantees the provisions of the contract and the rates, typically, until age 65. Treloar & Heisel, Inc. feels this feature is a must, as the insurance company does not control your future.

Guaranteed Premiums — Recent history of major medical and malpractice insurance indicates the tremendous importance of guaranteed premiums. Some association plans are not non-cancellable and do not guarantee premiums. This gives the insurance company considerable control. Guaranteed premiums should be a must in your disability plan.

Benefit Period — Under a quality disability plan, benefits should be payable for accident and sickness to age 65.

Long-Term Partial Benefits — This benefit provides coverage in the event of a partial disability, where the insured is able to work but suffers a loss of income. It is important that coverage is provided until age 65.

Cost of Living Benefits — Cost of living benefits provides an inflationary increase to your policy after the insured has been disabled for one year. Since insurance companies are not providing 100% income replacement, it is important to have this rider for any long-term disability.

Future Increase Option — Allows the prosthodontist to purchase additional insurance without evidence of insurability. We feel this option is absolutely necessary for young prosthodontists starting a practice. Insurance companies underwrite disability income insurance very stringently and a minor change in health could prevent additional purchases of disability income insurance on a standard basis.

Other options are available to customize your disability income policy. Treloar & Heisel, Inc. is always available to make recommendations to fit your economic and family situation at the time of application. Also, the MassMutual Life Insurance Company, your underwriter of the American College of Prosthodontists endorsed plan, is one of the highest rated companies in the industry. Their underwriting standards exceed $177 billion, and they are rated A++ by AM Best and AAA by Standard and Poor. Hopefully this article will give you some insight into the do’s and don’ts of purchasing a complicated but most needed insurance plan.

If you would like additional information on Disability Insurance please contact our office at (800) 345-6040 or email at www.th online.net.

Renewability

Meeting friends at the reception following the Prosthodontics Group business meeting in AADR by D. Scott Fehrs, Treloar & Heisel, Inc.

National Search for Clinical Science and Book Review Section Editor

The Editorial Board of the Journal of Prosthodontics invites nominations for a new section editor. The Clinical Science section publishes articles that report applications of accepted prosthodontic treatments and emphasis on interdisciplinary care of patients. In addition, the Clinical Science Section Editor oversees the Book Review section for the Journal of Prosthodontics.

A clinical science editor is eligible to apply for this position. Editorial experience with other dental or prosthodontic journals is preferred. The application should include the following information:

- A letter describing your professional experiences and reasons for wanting to join the editorial board
- A curriculum vitae
- Copies of publications that evidence knowledge and experience in prosthodontic treatments

Section editors receive honorary stipends, individualized correspondence materials, and reimbursement for expenses associated with the position.

Deadline for applications is November 15, 2001. Questions regarding position qualifications or application process should be directed to the editorial office at (800) 628-8939

Please send applications to:

D. Scott Fehrs, DDS, MS
Editor-in-Chief, Journal of Prosthodontics
University of Iowa College of Dentistry
313 Dental Science Building
Iowa City, IA 52242-1001

The Journal of Prosthodontics sponsored a catered reception for members of the AADR Prosthodontics Group at the meeting of that organization in Chicago. The event, held in the Toronto Room of the Hyatt Regency hotel at 6:00pm on Friday, March 9, 2001, followed the Group’s annual business meeting.

On June 29, 2001, the JP sponsored a second reception for prosthodontists at the IADR meeting in Chiba, Japan. The reception followed the Prosthodontics Group business meeting and was held at the Prince Hotel in Chiba.

Attendees at both receptions enjoyed snacks and a no-host bar as well as the opportunity to make new friends and renew old associations with colleagues.

Past issues of the JP were available at both gatherings as well as copies of the JP’s guidelines for manuscript publication. This was the fourth year that the IADR/AADR Prosthodontics Group meetings have been hosted by the JP.

Secretary-Treasurer Anthony Gegauff said, “On behalf of all of the officers and members of the IADR Pros Group I thank you for your kind and generous support.”
Employment Opportunities

University of Florida—Full-time positions are available in the Dept. of Prosthodontics. The rank of assistant/associate professor and tenure-track/clinical track (non-tenure) will be determined by qualifications. Responsibilities will center on instruction in the graduate prosthodontics program. Requirements include a DDS/DMD or equivalent degree and certificate from an ADA-accredited postgraduate prosthodontics program. Salary, academic rank, and tenure status will be commensurate with credentials and experience. The University of Florida is an AA/EEO Employer. Send applications to Dr. Arthur Nimmo, Dept. of Prosthodontics, PO Box 100435, University of Florida College of Dentistry, Gainesville, FL 32610-0435.

University of Iowa—University of Iowa College of Dentistry is conducting a search to fill a full-time faculty position in the Dept. of Prosthodontics. Major responsibilities include: preclinical and clinical teaching of fixed, removable and implant prosthodontics at the preclinical and the doctoral levels; and participation in intramural faculty practice. Position available July 1, 2002 or earlier. Screening will begin immediately. Applicants should have DDS/DMD from an ADA-accredited dental school or foreign equivalent and be educationally qualified for the American Board of Prosthodontics by the time of appointment. Salary/rank/track (clinical or tenure) commensurate with qualifications/experience. Submit CV and three letters of recommendation to Dr. Steven A. Aquilino, Professor and Head, Dept. of Prosthodontics, College of Dentistry, University of Iowa, Iowa City, IA 52242. AA/EEO employer; women/minorities encouraged to apply.

Practice Opportunities

New York—Prosthodontist wanted to rent space in prestigious 1800 sq. ft., 2nd floor treatment room, multi-specialist office in Morris County, New Jersey. Best location in one of the highest income per capita counties in the country. Located in 11-year-old medical/dental building across from large hospital/nursing home complex. Great opportunity for rapid growth and financial rewards with referrals and introductions from highly successful and experienced periodontist and implantologist. Call Dr. Irvin Lubis (973) 625-1419.

Portland—Premier prosthodontic, restorative practice with a strong implant practice for sale. There is a complete in-house lab with an outstanding technician capable of all laboratory procedures. The lab is also equipped with the Empress restorative system. Excellent location, great building with three fully equipped operatories and room for two additional operators. The office is located in Beaverton, a suburb of Portland. For more details, call (503) 643-6607.

Prosthodontic Practice (Toronto)—Located in the downtown. Offers complete, partial, fixed and implant restorations only. Excellent referral base—broad and loyal. Call (416) 597-9859 or bong@globalerve.net.

Classified Advertisements

The Dental Implant Practitioner—Three-day prosthetic and surgical training in private practice setting. Provided by the Institute for Dental Implants, Fort Washington, PA by Thomas Balshi, DDS, FACP and Glenn Wolfinger, DMD, FACP. Includes live implant surgery to provide TEETH IN A DAY™, lectures, slides, hands-on training. For more information call (215) 631-9875.


January 15 – 17, 2002—Three-day prosthetic and surgical training in private practice setting, provided by the Institute for Facial Esthetics in Fort Washington, PA by Thomas Balshi, DDS, FACP and Glenn Wolfinger, DMD, FACP. Includes live implant surgery to provide TEETH IN A DAY™, lectures, slides, hands-on training. For more information call (215) 650-5881.

February 18 – 22, 2002—The Dental Implant Practitioner. Five-day training in dental implant surgery, prosthetics, marketing and management.

Continuing Education

The Dental Implant Practitioner—Five-day training in dental implant surgery, prosthetics, marketing and management. Location: Boca Raton, FL. For more information, visit http://www.dental-implants.com/fiveday-course.html.

Production

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Managing Editor: Lisa DeVries, Communications Manager
2001 Annual Session
October 31-November 3, 2001
New Orleans, Louisiana
Hyatt Regency Hotel

Gordon Christensen Named Honorary Chair of the New Vision Campaign

ACP Center For Prosthodontic Education

New Online Presence For the ACP

ACP Reaches Out to “Baby Boomers”