

Meeting Schedule 2019-20
Arranged by the Education Committee

10/15/19

Dr. Gordon Christensen

“Predictable, Non-Sensitive, Long-Lasting, Profitable Composites”

11/19/19

Drs. Les Elfenbein and Joseph Stern

“Can the Cracked Tooth Be Saved? Early Detection and the Proper Protocol for the Management of the Cracked Tooth.”

1/21/20

Officer's Night and Life Member Presentations

2/18/20

Dr. Dean Vafiadis

“Digital Technologies: Aesthetics and Occlusion”

3/17/20

Dr. Maxine Feinberg

“Dentistry: The Road Ahead with a Look in the Rear View Mirror”
(Sy Symansky Memorial Lecture)

4/21/20

Dr. Shahid Aziz

“Virtual Surgical Planning in Orthognathic and Reconstructive Surgery and Invisalign Orthognathic Surgery”

The Dental Newsletter



www.MCDSofNJ.org

A Publication of the Middlesex County Dental Society

President's Message ... Sanjeev Satwah



Happy New Year! I would like to start out 2020 by giving thanks. I would like to thank each and every one of you for an extremely successful 2019, to President-Elect Antoinette Tauk for her great leadership and the rest of the MCDS Executive Committee for their hard work and dedication. I am thankful to Mark Vitale for inviting me to a meeting and introducing me to this wonderful group of people.

In the past 12 years as a member, I feel that I have personally grown and contributed through the mentorship and construct that this society offers. At every general meeting, I look around the room and see a group of innovative and flexible individuals that see the needs of our community and are willing to take chances and risks to ensure that we are part of the solution in solving our community's needs.

My new year's challenge for you all is to become more engaged with the society. The expectation that every member can engage in all aspects is absurd. We are all professionals, who lead busy lives, we have differing talents and interests and we all have other commitments. We have to respect and acknowledge that. Everyone can and does give in the ways that they can. What I am asking you to do this year, is to think every month, “what have I done for MCDS this month?”. Each month, I am going to challenge you to take a moment before the meeting and think about what

Continued on page 2

GENERAL MEETING – Tuesday, January 21, 2020

THE PINES Route 27 • Edison, NJ

Registration and Hors d'oeuvres.....	6:00-7:30
Business Meeting.....	7:30-8:00
Life Member and NJDA Officers Presentations	8:00-9:00

Congratulations to our newest Life Members!

NJDA Officers Meeting and New Life Membership Presentations

Come hear the stories behind the legislative and legal battles won on your behalf by NJDA this year from the dedicated officers. This annual event is an opportunity to meet the NJDA Directors and General Counsel and to witness first hand their dedication to our members. You will never ask the question, “What is organized dentistry doing for me?” after this evening. It will provide you with the opportunity to learn how to use NJDA's vast resources to get the most of your membership.

In addition, a special presentation to our deserving New Life Members will be featured. Life Members have been members for 30 consecutive years, or 40 years total. Tonight we honor our members who have reached this milestone in their careers, and acknowledge their contributions.

MCDS Board of Trustees Report

November 12th, 2019

Attendance: Drs. Anil Ardeschna, , Richard Kahn, Nima Mir- Madjlessi, Nainesh Desai, Ira Rosen, Sanjeev Satwah, Mark Schambra, Robert Silverstein, Constantine Simos, Antoinette Tauk, Araceli Ziemba

Acceptance of 10/8/2019 Minutes - Vote unanimous.

President's Report - Dr. Sanjeev Satwah.

The board has voted in favor of subsidizing up to seven dental students per meeting from Rutgers School of dental Medicine (RSDM) for the General Monthly Meetings. The board has selected the following for the NJDA Recognition Awards: Bob Silverstein--Outstanding Long Term Service Award; Ira Rosen--Outstanding Service to the Component Society Award.

Treasurer's Report – Dr. Christopher Florentini

See Full Report on page 3.

Educational Coordinator's Report - Dr. Antoinette Tauk

There is no December meeting; our next meeting will be January 21, 2020 and it will be "Officer's Night."

NJDA Council Reports:

Dental Benefits - Dr. Antoinette Tauk

The CODB met on 9/18/19 at the Courtyard Marriott in North Brunswick. The council discussed the advantages of in-house discount plans as well as some risks as every state has different legislation and there is little guidance surrounding this topic. Staff reinforced that NJDA is happy to review any drafts of documents/website info. Your office may want to distribute or promote to ensure compliance with the NJ State Board Regulation on advertising, which is where most people find themselves in violation. Dr. Mark Vitale spoke on behalf of his experience with the ADA and discussed NJDA being more proactive with DOBI and the State on this issue. You cannot advertise in-house plans out of the office. When you advertise a discounted fee, the actual usual fee must always be provided. You should NOT call these in- house insurance plans; it is better to call it a "membership plan." One must be very careful because you do not want to invite the Department of Banking and Insurance to your office to audit you.

Aetna: Aetna continues to push EFT with no "opt-out" information provided. NJDA contacted the ADA to confirm that nothing legislative had changed. YOU still have the option to opt-out and must let them know in writing. Aetna also implemented a formal 'Practitioner and Provider Complaint and Appeal Request' process and form. This should be submitted whenever you appeal a claim determination. Aetna is notifying dentists when CAQH couldn't reach them to verify their information like office address, appointment phone number, email etc.

Horizon: Horizon sent out a second or additional utilization review letters to those offices that did not change their claim submission patterns since last May. Claim submission should be based on what you do. Report what you do. Treatment should be based on medical necessity. You should not be changing your treatment recommendations based on this letter unless you have identified errors or inconsistencies. If you find you are being asked for additional information before Horizon processes your claim, provide whatever they are asking for.

The insurance carriers have the right to request additional information. If you would like to receive reimbursement on behalf of your patients,

Continued on page 3

Presidents's Message – Continued from Page 1

you did to help your society this month. If each of us can just do one small thing each month, think of the great power when all of those things are added up.

In the next year, we are poised to be one of the strongest components in the entire state. Together now, we need to work on getting the word out to our community that we are a powerful and influential force in our community. Together, given our accomplishments, we CAN and WILL change lives this year. There are no two ways about it and I will accept nothing less from our club. We will start with Give Kids a Smile Day, which is just around the corner. Our component is fortunate enough to have Cavan Brunsten as a member of our board. Cavan is an integral part of GKAS and remains a source for us to reach out to for help in becoming more involved with the program.

In 2020, I pledge to you that we will do several things. 1) We will have fun. 2) We will change more lives than we ever have. 3) We will grow to be known as an influential and life changing organization in the community. To do these things, I will need the support of the Board, which runs our society, and the support of each member. Together, we can be a gift to NJDA, and a gift to ADA, and a gift to the world. Again, I challenge each of you to consider one thing every meeting, what did you do for your society this month? With this one simple task we can become stronger than we have ever been.

I'll end my message the way that I started, by thanking each one of you for everything that you do. Over the last year as President-Elect and now President, we could not have accomplished the things that we did without the support and engagement of every member. And because of that commitment, we are poised for one of our most successful years ever. So in conclusion, I thank you. I thank you for what you've done, and what great things I anticipate that you will do over the course of this year. Together, there is no doubt that we will make a difference.



*The Dental
Newsletter*

A Publication of the Middlesex County Dental Society

Published at the office of Dr. Robert Silverstein
www.MCDSofNJ.org **user name:** mcds
password: mcds1912

**Detailed Treasurer's Report
As of October 31, 2019
Dr. Christopher Fiorentini**

9/30/19	10/31/19	10/31/18
	Checking (Provident)	
\$120,859.53	\$81,856.66	\$98,578.27
	Savings (Provident)	
\$20,072.50	\$20,074.20	\$20,054.16
	Paypal	
\$22,884.64	\$29,970.82	\$14,377.27
	Total	
\$163,816.67	\$131,901.68	\$133,009.70
9/30/19 through 10/31/19 P & L Statement Checking Account INCOME		
Dues		\$4,021.25
Corp Spon - Meetings		\$600.00
Corp Spon - Cont Ed		\$500.00
Cont. Educ. Inc.		<u>\$650.00</u>
TOTAL INCOME		\$1,750
EXPENSES		
Dinner Meetings	\$10,904.54	
Executive Secretary	\$1,386.00	
Telephone	\$65.17	
Executive Committee Dinner	\$62.97	
Continuing Education Exp	\$27,059.22	
Office Supplies	\$937.97	
Name Badges	\$267.52	
Memorials and Gifts	<u>\$87.48</u>	
TOTAL EXPENSES	\$40,752.87	
P & L Statement Savings INCOME		
INTEREST		<u>\$1.70</u>
TOTAL		\$1.70
	PayPal	
Cont. Edu Inc		\$7,086.18
OVERALL TOTAL		-\$31,914.99

**General Membership
Meeting Business**

The 2019-20 Proposed Budget was unanimously approved by the General Membership.

Insurance Claims Problems?

The Board would like to remind you that Claims Resolution Service is available through the NJDA to help you resolve any dental claim issue.

Please contact Dr. Joan Monaco at 732-821-9400.

This service is provided free to you as a member benefit.

Like MCDS on Facebook!

www.facebook.com/mcdsnj/



MCDS Board of Trustees Report

Continued from page 2

you must comply. Another option is to request payment from the patient and provide them with the information on claim form to submit it to the dental benefit carrier on their own. Horizon Grievance Process: Many offices have informed us they are seeing many denials from Horizon based on clinical determinations. We are advising all dentists that if a claim is denied based on the clinical merits then the dentist can hold the reviewing dental consultant accountable at the state board level. NJDA will provide the office with the appropriate information to request reconsideration and/or the consultants credentials to move forward.

Dental Director: New Jersey has appointed its first Dental Director in 30 years. CMS has re-evaluated their language for Surety Bonds and determined that dentists are no longer exempt. This comes from the fact that a dentist cannot diagnose Sleep Disorders and that we can only provide an appliance to Medicare patients after a physician has prescribed the device. Therefore, CMS is now requesting any DME provider post a surety bond. CMS may deactivate the Medicare billing privileges of a provider/supplier if the provider/supplier does not furnish complete and accurate information and all supporting documentation within 90 calendar days of receipt of notification from CMS to submit an enrollment application. Unless a provider meets one of the exceptions in 42 CFR 424.57 no surety bond is required. ADA has been discussing this with CMS and will continue to address the issue. Medicare has informed some dentists that their patients are submitting claims for reconstructive (implant) services. If the patient is covered under Medicare and you do not have a document showing that you discussed your lack of participation with Medicare – you will be held to the Medicare fee for implant placement and you will not be allowed to bill the patient up to your UCR. A sample contract with specific language was provided as a template.

New Leasing Bill: On August 23rd, Governor Murphy signed legislation into law which prohibits dental carriers from renting their dental provider networks unless the dentist consents. The law, which becomes effective for all provider contracts executed after January 1, 2020, also requires any carrier who rents a network from another carrier to abide by the same contract terms of which the dentist initially agreed should the dentist choose to participate in network leasing arrangements. New Jersey is now the first state to give doctors such a choice. For more information contact the NJDA.

There is new ADA Claim Form for 2019. The only difference in this form is the gender box. The claim form was modified to include a change in the gender option box. Option "U" was added as an indicator along with "F" and "M." To date there has been no specific date the 2019 form will be accepted or implemented – and/or that the 2012 claim form will no longer be accepted by carriers. ADA reports this is a soft launch. Doctors need not do anything at this time.

The new 2020 CDT Code Book will have 37 new codes.

The next CODB meeting was on 11/6/19 at NJDA Headquarters. The minutes and full report will be available in our next newsletter.

Committee Reports:

Budget and Finance Committee – Dr. Ira Rosen

The proposed MCDS budget for calendar year 2020 was approved by the MCDS Executive Board, presented to the membership at the October General Membership meeting and published in the November newsletter. It is to be voted upon at our November General Membership meeting.

Continued on page 4

Corporate Sponsorship – Dr. Ira Rosen

We will have six corporate sponsors with us at the November General Membership meeting. Our three gold sponsors – ZimmerBiomet, Provident Bank and Care Credit – as well as our silver sponsor – DentsplySirona – will be joining us. In addition, two of our bronze sponsors will be joining us – Strong Financial and Scientific Metals. Please be sure to visit our sponsors and view their products. Visit all six sponsors, get your cards stamped and enter in the raffle to win one of four \$25 VISA gift cards!

MCDS Study Club - Dr. Nima Mirmadjlessi

Our first meeting was held on October 23, 2019. Dr Ruiz gave an excellent presentation on surgical guided implant surgery.

Our next meeting will be: DR. HUGH HABAS: Maximize Your Practice For Optimum Profitability and Economic Freedom. This will be held at the JFK Medical Center, MRI Conference Room, 65 James St. Edison, NJ 08820. Registration form is available on our website and Facebook page.

I would like to remind everyone that this Study Club is a Membership Benefit. Looking forward to seeing everyone.

Respectfully submitted

Anil Ardeshta - Secretary

MCDS Induction of New Life Members

The following MCDS members are being honored for life membership this year: Drs. Charles Bloom, Arnold Brown, Wayne Graber, Sheldon Waltuch and Garry Yee. They have shown a steadfast dedication to their profession and organized dentistry over their careers. They will be formally inducted as life members at this month's dinner meeting. The information that we were able to obtain about them is below.

Charles Bloom DMD

Dr. Charles Bloom was born in New Brunswick, NJ in 1954. He attended Lafayette College and graduated in 1976 with a B.S. in Biology. He also earned a M. Sc. in Zoology from Baylor University in 1978. He went to dental school at the University of Pennsylvania and graduated in 1985. After graduation from dental school, Dr. Bloom completed a General Practice Residency at Olin E. Teague VAMC, Temple, Tx, in 1986. He then obtained a certificate in Prosthodontics in 1993 from Montefiore Medical Center/Albert Einstein School of Medicine.

Dr. Bloom then started in private practice in New Brunswick in 1986 with his wife Gari Bloom, who is a General Dentist. He continues to practice full time, as well as volunteering as an Attending at RWJUH.

In addition to his tripartite membership, he is a member of the American College of Prosthodontists and the Academy of Osseointegration.

Dr. Bloom was previously an attending instructor in Prosthodontics at Montefiore Medical Center (from 1993-1997) and was the team dentist for Rutgers Univ. athletic department from 1990-1999. He was President of the Middlesex County Dental Society from 1999-2000.

He currently lives in Belle Mead, NJ with his wife Gari. They have 2 children: Ali Bloom, who is 25 years old, and works in NYC for Net-a-Porter, and Mack Bloom, who is currently a sophomore at the University of Pittsburgh.

"The ADA, NJDA and MCDS are wonderful organizations. I am forever grateful for everything they have done for me personally and, most importantly, everything they have done to help our profession and the public we serve."

Arnold P. Brown, DMD

Dr. Arnold P. Brown was born in the Bronx, NY in 1941. He graduated from Fordham College of Pharmacy with a B.S. in Pharmacy in 1972. He attended dental school at UMDNJ and received his DMD in 1975. He also has an MBA from Fairleigh Dickinson in Marketing and Management.

After graduating from dental school, he bought a practice in Roselle, NJ (1975), then went into partnership in another practice in Carteret, NJ (1976). He continued to practice there until he retired in 2006. He is currently a dental consultant who reviews claims for major insurance carriers.

Dr. Brown currently resides in Monroe Township, NJ with his wife of 58 years, Rita. They have a son Eric who is married to Lydia, and their children are Rebecca, 24, and Hannah 21. They also have a daughter, Karen, whose children are Andrea, 21, and Joshua, 18.

MCDS Induction of New Life Members, continued

Wayne Graber, DDS

Dr. Wayne Graber was born in New York City in 1954, but grew up in Bayonne, NJ. He attended Jersey State College, where he received a BA in 1977. He received his DDS degree from NYU. He is also a Fellow in the Academy of General Dentistry.

Dr. Graber also submitted the following:

“Dentistry is more than fixing teeth: it’s building trust and having respectful connections with people. It means helping each to achieve optimal oral health and their best smile. In the more than 35 years I’ve been practicing dentistry, I’ve had the honor of meeting and developing relationships with many remarkable people. We serve a diverse community and I appreciate how each person shares with me stories about their lives and experiences.”

Dr. Graber resides in Freehold with his wife Ellen, who is a registered Nurse, and they have two children: Scott, who is a pilot for Delta Airlines, and Alison, who is a Registered Dental Hygienist. They also have a grandson, Thomas.

Dr. Graber enjoys spending time with his family, especially babysitting Thomas. He also is a car enthusiast and likes fishing, golf and martial arts.

Gary Yee, DDS

Dr. Gary Yee obtained his dental degree from the University of Buffalo in 1980. He has been a member of MCDS since 1986. He currently practices in Carteret, NJ.

Sheldon Waltuch, DMD, MS

Dr. Sheldon Waltuch was born in St. Louis, MO in 1954. He received a BA in Biology from Yeshiva University in 1976, and then attended Tufts School of Dental Medicine in Boston, MA, where he received his DMD in 1979. He then did a GPR at New England Medical Center, and went on to receive his certificate in Orthodontics and Masters Degree from Washington University School of Dental Medicine in St. Louis, MO.

After completing his dental training, Dr. Waltuch went into private practice in Orthodontics. He is currently in private practice in Edison, NJ. He also currently the Chair of Orthodontics at JFK Medical Center and he is on the NJDA Council on Peer review.

In addition to his tripartite membership, Dr. Waltuch is a member of the American Board of Orthodontics, American Association of Orthodontists and the College of the American Board of Orthodontics.

He currently resides in Edison, NJ with his wife Drora, and they have 4 married children and several grandchildren. He enjoys skiing, biking and hiking.

New Jersey Dental POLITICAL ACTION COMMITTEE

Your NJDPAC contribution provides protection against the influence of attorneys, insurers and others seeking to affect the way you want to practice your profession. NJDPAC builds the relationships between organized dentistry and the politicians who can impact your practice. You can contribute on this page: <http://www.njda.org/government-affairs/njdpac>

For Sale

Long established general dental practice in the Southern end of Middlesex County. It is located on a busy corner with a traffic light. The office has 2 operatories, Dentrix software / new computers and Visix x-ray system. This beautifully landscaped commercial property includes an occupied rental apartment above the office, a new roof with solar panels and a fenced in yard with an underground sprinkler system. There is an attached oversized one car garage as well as 5 outdoor patient parking spots.

The dental practice and associated real estate must be purchased together.

All inquiries should be directed to:

Ellen Newman (H) 828-435-0227 (C) 415-328-2049 (please try the home number first) and/or
email: myhappydogs@aol.com


DENTSPLY
CAULK

CEMENT CLEAN-UP IS A SNAP.



Benefit from the speed of tack curing
without the stress of over curing.
Visit www.CalibraCement.com

Data on file. ©2015 DENTSPLY International. All rights reserved.

 Only
For Dental Use Only

GOLD METAL PERFORMANCE

- EXPERIENCE THE BRILLIANCE -

wave•one[®] GOLD PROTAPER[®] Gold

- Increased Efficiency
- Reduced Cyclic Fatigue
- Greater Flexibility

1-800-662-1202
www.Dentsply.com

DENTSPLY
TULSA DENTAL SPECIALTIES

©DENTSPLY International, Inc. ADGMP2 Rev. 1.12/15

At Benco Dental, we're proud to offer dentists more equipment and supply options than any national dental company. Our mission is to provide dentists with everything they need to achieve their goals.

That's the Benco Difference.



We deliver success smile after smile.®

BENCO.COM • 1.800.GO.BENCO

Kuwata Pan Dent

**The Laboratory
Dentists Trust**



877-377-4455

www.kuwatapandent.com



Strong Financial Partners

Personalized Wealth Management for Dentists

- Low cost, 401K & Cash Balance Plans
- Top rated Money Managers with low minimums
- One on one support & fiduciary guidance

Call us at : 609-356-0070

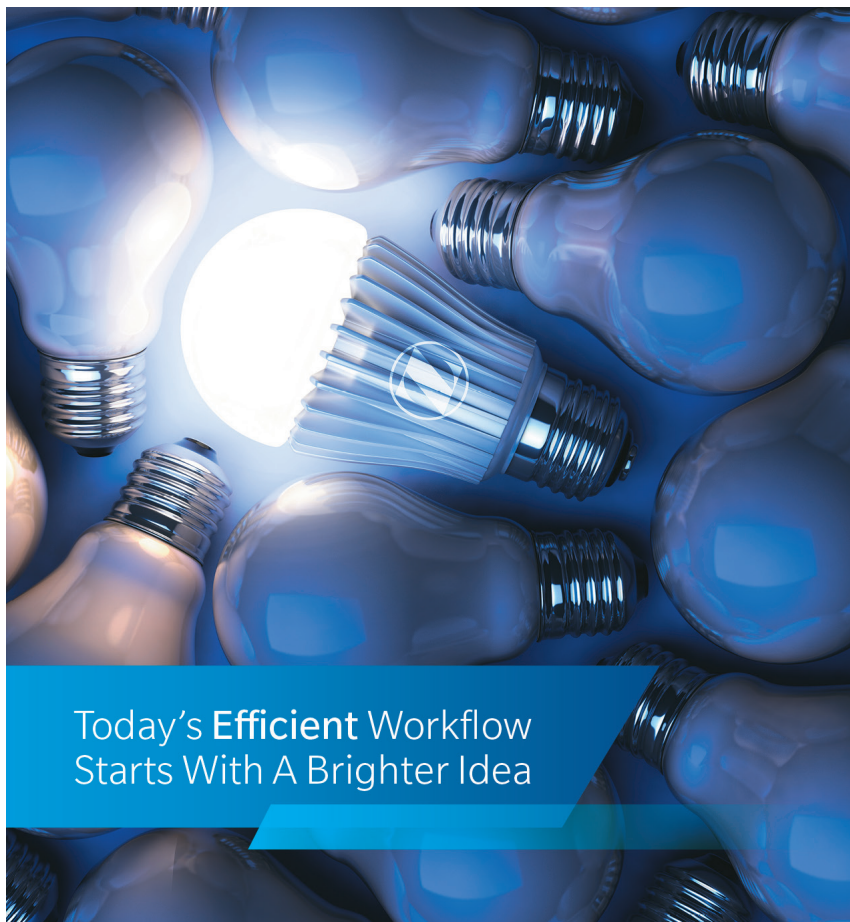
www.strongfinancialpartners.com

Securities offered through Center Street Securities, Inc. (CSSI), a registered broker-dealer and member FINRA & SIPC. Investment Advisory Services offered through Center Street Advisors Inc. (CSA), a SEC registered investment advisor. Strong Financial Partners LLC and CSA are independent of CSSI. Not FDIC insured. May lose value. No bank guarantee.

Highlights from the November 2019 General Meeting



MCDS President Dr. Sanjeev Satwah (L.) and Education Coordinator Dr. Antoinette Tauk (R.) with November featured speakers Drs. Joseph Stern (LC.) and Leslie Elfenbein (RC.).



Today's **Efficient** Workflow
Starts With A Brighter Idea

Still using One-Piece
Healing Abutments and
Impression Copings?

Try the **BellaTek®**
Encode® Impression
System



Easy. Efficient. Proven.

Let us enlighten you about Encode. Contact your local sales
representative or call **1-800-342-5454** for more information.

zimmerbiometdental.com/encode



* Data on file at RTI Surgical, Inc.

Unless otherwise indicated, as referenced herein, all trademarks are the property of Zimmer Biomet; and all products are manufactured by one or more of the dental subsidiaries of Zimmer Biomet Holdings, Inc., and distributed and marketed by Zimmer Biomet Dental (and, in the case of distribution and marketing, its authorized marketing partners). For additional product information, please refer to the individual product labeling or instructions for use. Product clearance and availability may be limited to certain countries/regions. This material is intended for clinicians only and does not comprise medical advice or recommendations. This material may not be copied or reprinted without the express written consent of Zimmer Biomet Dental. ZB0391 REVA 08/17 ©2017 Zimmer Biomet. All rights reserved.

Your patients count
on you to keep
them healthy.

Count on us for your financial health.

At Provident Bank, we understand that healthcare businesses have unique banking needs. Our local healthcare lenders customize lending solutions and provide fast financing for all types of dental practices, partnerships, and corporations.

- Equipment financing/lines of credit
- Up to 85% loan-to-value
- Practice buy-in and buy-out loans
- for commercial mortgages

www.Provident.Bank



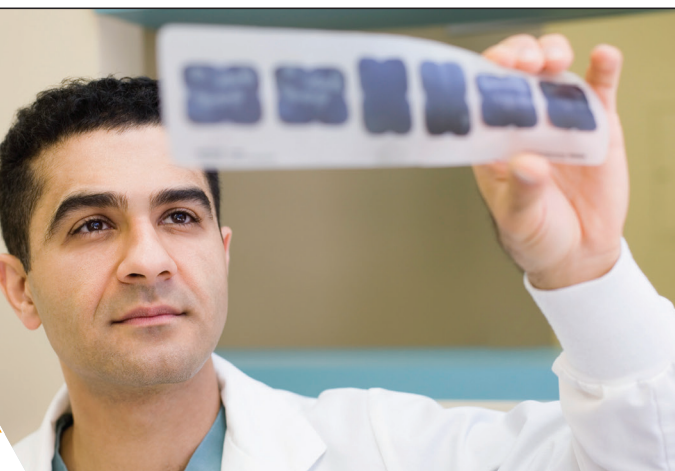
Over 80 branches in NJ & PA to serve you.

Call our commercial healthcare lender today!

John Bolich, SVP • john.bolich@provident.bank • 973.656.2441

Mark Wrobel, Relationship Manager • mark.wrobel@provident.bank • 973.644.5409

Dave Ostrowski, Banking Center Manager, Edison • david.ostrowski@provident.bank • 732.225.0800



Middlesex County Dental Society Councils and Committees

– NJDA Council Representatives –

ADA Delegate	Richard Kahn.....	732-828-6622	Membership.....	Nima Mir Madjlessi...	732-651-8470
ADA Alt. Delegate	Daniel Krantz	732-469-8083	New Dentists	Nicholas Diaz	917-685-3679
NJDPAC	Amit Vora	732-297-4900	NJDA State Trustee	Amit Vora	732-494-2444
Annual Session.....	Araceli Ziemba	732-297-0588	NJDA Alt. State Trustee	Robert Ashmen	732-846-6366
Dental Benefits	Antoinette Tauk	732-940-0092	Peer Review.....	Steven Susskind.....	732-254-9111
Governmental/Public Affairs...	Amit Vora	732-297-4900	Relief	Constantine Simos	732-247-8083
Judicial Council	Robert Silverstein	732-560-0022			

– MCDS Committee Chairpeople and Members at Large –

Budget and Finance	Ira Rosen.....	732-422-7440	Dental Shadowing	Stephanie Dowling	732-764-6237
Children's Dental Health...	Cavan Brunsden	732-679-2323	Hygiene Study Club	Alyssa Bernstein.....	732-388-3100
Continuing Education.....	Mark Schambra	732-846-6366	Mentor/MCDS Study Club.	Nima Mir Madjlessi .	732-651-8470
Corporate Sponsorship	Ira Rosen.....	732-422-7440	Special Olympics.....	Cavan Brunsden	732-679-2323

MCDS Officers

Emeritus Editor:	Dr. Theodore Symanski	(1898-1998)
NewsL./Web Ed.:	Dr. Robert Silverstein	732-846-8686
Facebook Editor	Dr. Christopher Fiorentini	732-545-1023
President:	Dr. Sanjeev Satwah	732-422-7777
President Elect:	Dr. Antoinette Tauk	732-940-0092
Vice President:	Dr. Mario Fiorentini	732-545-1023
Treasurer:	Dr. Christopher Fiorentini	732-545-1023
Secretary:	Dr. Anil Ardeshta	973 972 1892
Ed. Coordinator:	Dr. Antoinette Tauk	732-940-0092

MCDS Executive Secretary:

Stephanie Dowling

P.O. Box 127, Colonia, NJ 07067

732-764-MCDS (6237)

732-764-6200 (Fax)