

FLORIDA ASSOCIATION OF ORTHODONTISTS NEWSLETTER

August 2011



President's Message

Officers 2011-2012

President

Dr. William Glenos – St. Augustine, FL
jimmy@glenos.net

Vice-President

Dr. Richard Mariani, Jr. – S. Miami, FL
dogrm@atlanticbb.net

Secretary-Treasurer

Dr. Leigh Curtis – Fort Walton Bch., FL
curtis-family@cox.net

Directors

Dr. Jeremy Albert – Trinity, FL
g8rjma@yahoo.com

Dr. Alberto Vargas – Jupiter, FL
albertovargasdmd@aol.com

Dr. James Wortham – Clermont, FL
drjim@worthamortho.com

Dr. John Richards – Ft. Myers
riversidecrew@comcast.net

Past Presidents

Dr. Ralph DeDomenico – Tampa, FL
double.de@verizon.net

Dr. Joe LeCompte – Daytona Beach, FL
uflgator@msn.com

Executive Director

Lissette Zuknick
Lissette@wcdental.org

FL SAO Director

Dr. Patricia Tapley – Gainesville, FL

FL AAO Delegates

Dr. Robert Goldie – Orlando, FL
Dr. Page Jacobson – Gainesville, FL

Editor

Dr. Ruth Berry – Largo, FL
rberrydmd@tampabay.rr.com

Visit our website...
www.faortho.com

Our organization began as a study group at a hotel in St. Pete in 1940. Drs. Buhner, Harrison and Bovard met in an effort to establish a means to improve their clinical skills and thus the level of orthodontic care they could provide to their patients.

Today, the FAO objectives remain much the same. "To advance the science of orthodontics, to contribute to the health service of the public, to promote a better understanding and resolution of mutual problems faced by orthodontists and general practitioners of dentistry in providing optimum care of their mutual patients, to promote good fellowship and better understanding among it's members..."

Our current membership is approximately 600. Our annual meetings are well attended and, thanks to our sponsors, over the past several years, we are financially sound. Dr. Chris Mariani, has made arrangements for yet another excellent speaker, Dr. Stephen Tracey, at our next annual session. Thank you Chris!

Although our meetings are probably the best *continuing education deal* you can find, I believe it is our mutual objectives that continue to bring so many of us together each year. They are honorable and worthy of our time. I'm sure that a majority of you would agree that the "*fellowship and better understanding of one another*" is perhaps the most gratifying benefit for our members.

However, it is not enough that we all just meet once a year, get to know each other better and discuss the pros and cons of moving teeth with this appliance or another. If we are to continue to promote "*optimum care*" for Floridians receiving orthodontic services, the FAO needs to guard against factors that threaten to diminish quality of care. Realizing that it is beyond our capability to significantly influence many of the forces of change, rest assured that your FAO board is working hard to satisfy this objective and to keep you informed.

Inside this newsletter you will find what I believe to be the most significant recent developments affecting the practice of orthodontics since the last newsletter.

With the adoption of the ADLEX, and the formation of more dental schools, it appears inevitable that our state may be facing a significant increase in numbers of general dentists. Based on the laws of supply and demand, it stands to reason that many of these dentists will be looking for any means possible to fill their



Dr. Jimmy Glenos

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appointment books and provide for their families. Subsequently, I believe it was wise and fortunate for those of us practicing in Florida, that the AAO HOD voted to continue support of the AAO's Consumer Awareness Campaign. What better way is there to inform potential patients of our knowledge and expertise versus that of the general dentist?

Who else will educate patients and parents of the need to question the difference between a family dentist offering limited orthodontic improvement versus the level of care a specialist has to offer?

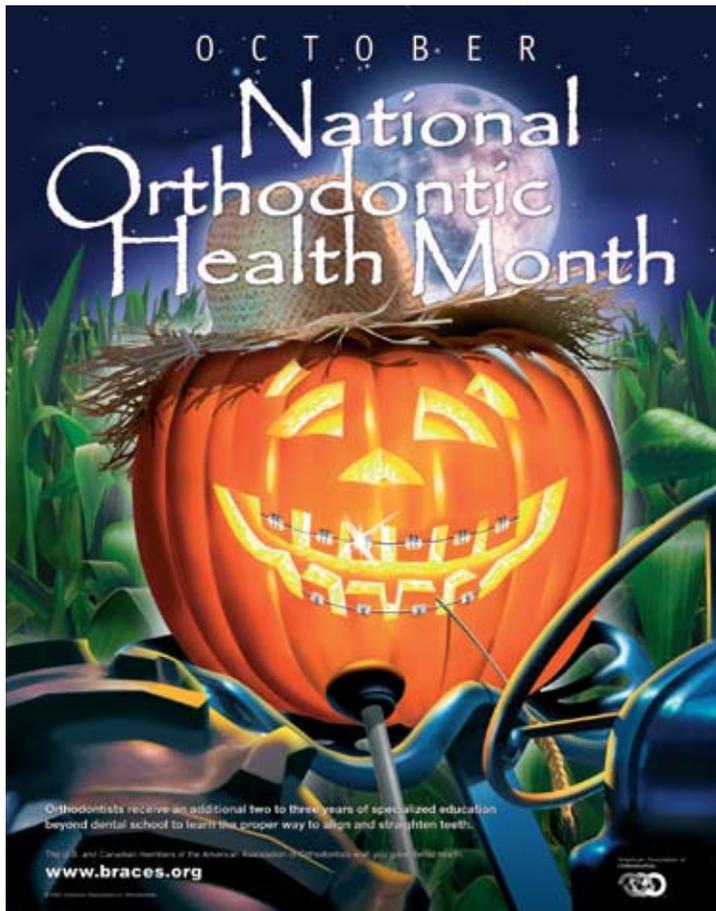
Remember, these well-done, professional materials are available for local use with a place for your practice name/logo. I expect this will become an increasingly valuable benefit in the not too distant future. Also, our lobbyist in Tallahassee and our CCE (political action committee), *Orthodontists for Freedom* are likely become increasingly important as we face inevitable change. I prefer to view a contribution to this fund not only as a professional obligation but as a relatively easy way to feel like I'm taking some action towards sustaining high standards for our profession.

For those members who have not heard, I regret to inform you of the passing of Dr. Stephen Paige who practiced in Ocala. Steve was a very respected colleague and friend whose opinion I sought many times over the years. I know there are many of us that will miss seeing his smiling face at our meeting each year.

On a brighter note, I hope to see many of you at the SAO meeting in Boca from September 27-Oct 2. In the meantime, let's be thankful that we are able to practice such a wonderful profession. According to the dentists in my area and many orthodontists with whom I've spoken, case starts are up! Let's hope that the macroeconomics continue to help improve consumer confidence and thus the demand for our services.

Sincerely,

JIMMY



Visit www.aomembers.org
for free tools for your practice.

Florida Association of
American Association of
Orthodontists
Seventy-Second Annual Session

March 2-4, 2012

FEATURED SPEAKERS:

Dr. Stephen Tracey

Sponsored by Ormco

Dr. Mark Johnston

New and Young Member Seminar

AAO Malpractice Seminar

Renaissance Tampa Hotel International Plaza

4200 Jim Walters Boulevard, Tampa, FL 33607

(813) 877-9200 • 1-800-644-2685

FAO room rate \$189.00 + tax

Visit www.marriott.com code: faofaao

Orthodontic Legislative Update

Post Session 2011- Bills Signed Into Law

- **CS/CS/HB 1319:** Changes the Florida dental licensure exam to the American Dental Licensing Examination (ADLEX). <http://www.doh.state.fl.us/mqa/Exam/schedule-dn.htm>
- **CS/CS/CS/CS HB 479:** Requires out-of-state expert dental witnesses to obtain a \$50 certificate from the Florida licensing board prior to testifying, thus allowing the board to discipline for any fraudulent testimony.
- **HB 7095:** Requires controlled substances to be prescribed on counterfeit-proof prescription pads and numerous other changes to both dispensing and prescribing controlled substances to patients. <http://www.doh.state.fl.us/mqa/counterfeit-proof.html>
- **Medicaid Dental Fee Increase:** A \$56 million increase in reimbursement to dental providers for Medicaid children's dental services (an estimated 48.63% increase when treating these patients).

A Look Ahead to Session 2012

Just when you think you have the Legislative Session figured out-there is always a wrinkle! Every 10 years, the Florida Legislature must engage in an exercise called redistricting and reapportionment based on the newest release of US Census data. Florida will add 2 new congressional seats. Though the number of state House and Senate seats remain the same (120 House/40 Senate), the boundaries will change. Districts must be "geographically compact, respect municipal boundaries as much as possible, and keep intact minority voting blocks."

The summer is spent with public hearings across the state for input on how the House and Senate district lines should be redrawn. Though the Legislature will draw those districts during the 2012 Session, the Florida Supreme Court will have the final say. Because of this, every ten years Session starts 3 months early. With a start date of January 10, 2012, legislators will return early to Tallahassee for the 60 day Legislative Session.

A look back at history shows that seldom though does this early start date mean they will finish on time. Last redistricting in 2002 led to Special Sessions that extended all the way into May of that year. So put your seat belt on, we are on a long road trip! Also- once the courts have approved the new district lines, all seats will be up for reelection come November. Thus campaign dollars will be in high demand. Make a point this summer and fall to reach out to your local state senator and state representative and introduce yourself and the issues important to FAO.

FDA Responds to New Dental Schools in FL

Dental Schools are Not the Answer to Florida's Access-To-Care Problem

Several universities are exploring plans to build new dental schools in Florida with the idea that these new schools will bring new revenue and access to dental care to a community. FDA President Dr. Cesar Sabates explains that, "while a dental school can provide care to needy citizens – and accept Medicaid fees for doing so – forming a dental school for this purpose may be a very costly way to provide such care and ignores the fact that graduates of these schools will, by necessity, need to practice in more affluent areas of the state in order to pay back their student debts."

Dr. Sabates emphasizes that "Florida's challenges with extending affordable dental care to more people will not be solved by graduating more highly-indebted dentists. He also cites recent findings of the Department of Health in its *Report on the 2009-2010 Workforce Survey of Dentists* which finds Florida suffers from a maldistribution of dentists, not a shortage of dentists. The report states that "dentists are disproportionately concentrated in the more populous areas of the state, particularly the coastal counties of southern Florida." Indeed these may not be areas where many of Florida's most needy reside.

FDA Press Release June 21, 2011 – for complete press release visit <http://floridadental.org/public/press/documents/62211.pdf>



Toni Large, FAO Lobbyist

Important Dates

November 2, 2011
Election Day

**January 10 -
March 9, 2012**
Legislative Session

February 1, 2012
FDA's Dentists'
Day on the Hill

Helpful Websites

Laws passed impacting
Florida's Health care
regulation
<http://www.doh.state.fl.us/mqa/Legislation/legis.htm#2011>

Division of Elections
www.election.dos.state.fl.us

State of Florida
www.myflorida.com

FL Senate and House
www.leg.state.fl.us

Orthodontic Assistant Expanded Duties Certificate

The FAO offers expanded duties courses throughout Florida.

Please note, that the expanded duties course offered by the FAO covers 6 of the 9 delegable functions applicable to most orthodontic offices. The three not covered are: 1) radiology certification, 2) taking alginate impressions for diagnostic study models and 3) application of acid etch prior to bonding new brackets.

If your assistant graduated from a certified dental assisting course, they probably are covered for those three expanded functions. However, if they are on-the-job trained, they are most likely not certified to perform these duties in the state of Florida. The certificate offered by the FAO is \$100.00 per applicant.

For an application and course date information contact the area director listed in the expanded duties schedule. If you have additional questions please contact the FAO at (813) 903-8811.

Expanded Duties Schedule

2011

SEPTEMBER

Dr. Richard Mariani, Miami, (305) 665-2402

Email: dogrm@atlanticbb.net

ROBERT MORGAN VOCATIONAL TECH.

OCTOBER

Dr. Bill Kochenour, Clearwater, (727) 796-2456

Email: dr.kochenour@gmail.com

ST. PETERSBURG COLLEGE

NOVEMBER

Dr. Alberto Vargas, Stuart, (561) 775-7007

DECEMBER

Dr. Lori Aiosa, Jacksonville, (904) 215-0980

Email: draiosa@aol.com

FJCC NORTH CAMPUS

2012

JANUARY

Dr. Henry Rozen, Coral Springs, (954) 755-8828

Email: hrozen@earthlink.net

Dr. Edward Sheinis, Coral Springs, (954) 753-6677

Email: esheinis@earthlink.net

BROWARD COMM. COLLEGE

FEBRUARY

Dr. Greg Dyer, Tampa, (813) 963-0984

Email: gdyerdds@tampabay.rr.com

ERWIN VOCATIONAL TECH CENTER

Dr. Leigh Curtis, Fort Walton Beach

Email: Curtis@braceteam.com

NORTH WEST FLORIDA STATE COLLEGE

MARCH

Dr. Randall Schults, Wellington, (561) 793-9888

APRIL

Dr. David McIntosh, Maitland, (407) 644-8786

ORLANDO VOCATIONAL TECH CENTER

MAY

Dr. Steven Tinsworth, Bradenton, (941) 792-1533

MANATEE TECH. INSTITUTE

JUNE

Dr. Judd Reed, Ocala, (352) 732-5111

CENTRAL FLORIDA COMMUNITY COLLEGE

JULY

Dr. Steven Guelff, Sebring, (863) 382-2108

Email: drguelff@yahoo.com

AUGUST

Dr. James Campbell, Panama City, (850) 785-0278

GULF COAST COMM. COLLEGE



Florida Orthodontic Programs Update



UNIVERSITY OF FLORIDA

Class of 2011 Graduates and Current Practice Locations:

Dr. Richard Donatelli – Part-time faculty in UF Orthodontics, part-time associate with Dr. Debbie Sappington, Gainesville, FL

Dr. Camden Doughtie – Practicing with Dr. David Hamer, Charlottesville, VA

Dr. Brad Mokris – Practicing with Dr. Tommy Epps, Fort Mill, SC

FACULTY UPDATE:

Tim Wheeler, DMD, PhD, has been appointed Senior Associate Dean and Director of the School of Advanced Dental Sciences effective July 1, 2011. This new position was created to lead the new School of Advanced Dental Sciences, and the chairs of Endodontics, Pediatric Dentistry, Periodontology, and the graduate program director in the Department of Prosthodontics will be reporting to Dr. Wheeler as part of the new school's structure. He will continue to serve as chair of the Department of Orthodontics and is currently the college's Academy 100 Eminent Scholar.

Calogero Dolce, DDS, PhD was appointed Graduate Program Director of the orthodontic program in January 2011. His new duties include overseeing graduate curriculum, resident progress, and resident schedules.

Leandra Dopazo, DDS, MS, has purchased a practice in Jacksonville, FL and is making the transition from teaching to full time private practice. Leandra, having been a fellow and then resident in the program, returned as a faculty member in November 2005. Her responsibilities have included instruction of residents and pre-doc students as well as presenting seminars and covering the pediatric residents in the orthodontic clinic. In January 2011, she was appointed Clinic Director of the orthodontic graduate clinic.

Richard Donatelli, DMD, MS, has been appointed Clinical Assistant Professor in the department to help with the pediatric residents seminars and clinics and covering the craniofacial clinic rotation as Dr. Dopazo transitions to private practice.

Clark Hodge, DDS, MSD, returned to the department in January as a Courtesy Clinical Associate Professor and is once again overseeing predoctoral orthodontic rotation seminars.

Shreena Patel, DMD, MS, was appointed Adjunct Clinical Assistant Professor in January. Shreena is a 2008 graduate of the program and returns to instruct pre-docs in their orthodontic elective course.

DEPARTMENT AND RESEARCH NEWS:

Research Awards

Dr. John Neubert - "The Use of Operant Measures to Evaluate Analgesic Efficacy in Rodents"

American Association for Laboratory Animal Science \$402,875 for two years.

NOVA SOUTHEASTERN UNIVERSITY, COLLEGE OF DENTAL MEDICINE

We have begun the third year of the 30-month M.S. post-doctoral program. Dr. Paul Brown joined the section in February as the new PG Director. Three additional full-time faculty have joined over the past year.

Paul Brown, DDS – Virginia Commonwealth University; Certificate and MSD – University of Detroit School of Dentistry; Private Practice – Bloomfield Hills, Michigan; Faculty/ Orthodontics – University of Detroit Mercy

Shiva Khatami, DDS – University of Shahid Beheshti, Tehran, Iran; Orthodontics Certificate – University of Rochester; PhD – Craniofacial Science, University of British Columbia

Ki Beom Kim, DDS, MSD and Oral Medicine Certificate, PhD Orofacial Pain – Dankook University; Orthodontic Certificate – Vanderbilt University, Faculty/ Orthodontics – St. Louis University; Diplomate – American Board of Orthodontics, Diplomate – American Board of Orofacial Pain

Haitao Li, BDS – Capital University of Medical Science, Beijing, China; PhD – Skeletal, Craniofacial and Oral Biology Program, University of Connecticut; Orthodontics Certificate and MS in Oral Sciences – University of Illinois, Chicago; Diplomate – American Board of Orthodontics

PG 3 Research Topics

An in vitro comparison of shear bond strength and remaining adhesive using a new commercial self-etching primer, 35% and 20% phosphoric acid multi-step system. *Dr. Jennifer Mazzarella*

The effect of nasoalveolar molding on longitudinal growth of the mid-face and nasal symmetry in unilateral complete cleft lip and palate patients. *Dr. Lindsay Ringdahl*

Alterations in Cortisol Concentration as a Response to Laser Auricular Acupuncture. *Dr. Marissa Cooper*

Effect of pitch and thread depth of miniscrew implants on stress generation. *Dr. Dana M. Busciglio*

Antibacterial activity and Shear Bond Strength of a Composite Resin Containing Selenium in vitro. *Dr. James Nguyen*

Evaluation of male and female profile esthetics as a function of anteroposterior lip position, *Dr. Ryan Richard*

Orthodontic temporary anchorage devices: Perspectives of orthodontists on the use of orthodontic miniscrews, and the effects of cortical bone thickness, direction of force application, and miniscrew angulation on pull-out strength. Principle Investigator: *Dr. Ira Rothstein*

FAO 2011 Survey Results

1. In which FDA district is your primary office located?
Atlantic Coast 14% Central 25% Northeast 12%
Northwest 9% South Coast 4% West Coast 33%
2. How many years have you practiced?
0-5 = 10% 6-10 = 10% 11-15 = 10% 16-20 = 17%
21-25 = 20% 26-30 7% >30 = 26%
3. Describe your current practice situation.
Solo practice 87% Group owned practice 10 %
Independent contractor for pedo or general 1%
Employee in private practice 1% Employee for
corporate practice 0%
4. How many satellite practices do you have?
Zero 48% one 38% two 9% three 1% >3 3%
5. Do you have an associate? Yes 14% No 86%
6. Do you need an associate? Yes 8% No 92%
7. My number of case starts for 2010 (Full treatment
only)
less than 150 10% 150-200 52% 201-250 18%
251-300 8% 301-350 7% >350 5%
8. Compared to 2009 my 2010 case starts: increased
38% decreased 44% stayed the same 18%
9. Compared to 2009 my 2010 net income: increased
40% decreased 49% stayed the same 11%
10. If it decreased, it decreased by: 0-5% = 14% 6-10% =
39% 11-15% = 25% 16-20% = 3% >20% = 18%
11. Do you have the capacity to start more patients?
Yes 100% No 0
12. This year my fees have: increased 20%
decreased 17% stayed the same 63%
13. What percentage of your assistants are certified?
100% = 89% 99-75% = 5% 74-50% = 1%
49-25% = 0% 24-0% = 5%
14. Do you need an assistant? Yes 11% No 89%
15. Has your staff size changed in 2010? Increased 22%
Decreased 34% Stayed the same 43%
16. Do you have an "incentive pay" system for your
staff? Yes 45% No 55%
17. Do you provide medical insurance for your staff?
Yes 69% No 31%
18. Do you pay for continuing education for your staff?
Yes 95% No 5%
19. Do you provide any type of retirement plan for your
staff? Yes 72% No 18%
20. Did staff salaries change in 2010?
Raised salaries 34%
Reduced salaries (either through less hours, staff
reduction or salary reduction) 11%
Remained the same 55%
21. Do you use Cone Beam CT scan machine in your
office? Yes 5% No 95%
22. Is your office "paperless"? Yes 44% No 56%
23. Do you use digital imaging in your office?
Yes 87% No 13%
24. Do you use digital radiography in your office?
Yes 69% No 21%
25. What are your normal treatment time intervals
between adjustments?
4 weeks 13% 5-6 weeks 50% 8 weeks 33%
10 weeks 2% 11 weeks or more 2%
26. How long does your average case take to complete?
<12 months = 1% 13-16 months = 15% 17-20 months
= 49% 21-24 months = 34% >24 months = 1%
27. Do you do tooth whitening in your office after
debanding? Yes 30% No 70%
28. What percent of your treatment is extraction? 0-10%
= 42% 11-25% = 48% 26-40% = 9% >40% = 1%
29. How many days a week do you see patients?
1-2 = 4% 3 = 22% 4 = 68% 5 = 3% >5 = 3%
30. Where do you get the majority of your CE
requirements? (realizing that it may be a
combination of the following)
National AAO = 9% Regional SAO meeting = 20%
State FAO meeting = 33% Private vendor meeting
= 20 % Webinars/Internet = 9% other = 8%
31. Do you accept dental insurance plans that require
you to discount your usual fee? Yes 45% No 55%
32. Are you covered by "Direct Assignment"?
Yes 40% No 23% Don't know 37%
33. When do you plan to retire?
This year = 3% 2-5 years = 27% 6-10 years = 25%
10-15 years = 20% 16 years or more = 15%

FAO 2011 Survey Results (cont'd)

34. Do you use a dental laser in your office?
Yes 27% No 73%
35. Do you use TADs in your practice?
Yes 67% No 33%
36. Do you place TADs in your office or refer them out?
I place them = 27% Refer them out = 73%
37. Do you use a clear aligner-type system?
Yes 83% No 17%
38. What percentage of your adult cases are clear aligner-type?
0-10% = 52% 11-20% = 24% 21-30% = 7%
31-40% = 7% >40% = 10%
39. Does your office have a web site?
Yes 94% No 6%
40. How often do you visit the FAO website?
Frequently = 0% Occasionally = 16%
Rarely = 68% Never = 16%
41. Do you prefer email for FAO communications?
Yes 87% No 13%
42. Do you utilize any of the AAO public/consumer awareness promotion material in your office or in your local area? Yes = 38% No = 56%
I don't know anything about it = 6%
43. Do you use self-ligating brackets? Yes 62% No 38%
44. What percentage of your cases do you use self-ligating brackets?
100% = 10% 75% = 21% 50% = 4%
25% = 23% 0% = 42%
45. How satisfied are you with using self-ligating brackets?
Better than non self-ligating brackets = 39%
Same as non self-ligating brackets = 25%
Worse than non self-ligating brackets = 4%
46. How much pro bono treatment did you perform in 2010? (Estimated dollar amount) **\$908,000**

This survey was distributed at the Annual Session meeting, March 2011.

2011 FAO Pearls

- Buy a Hummer, paint it yellow. Place "Nature of your practice" bus, on the 4 sides and transport your patients.
- Unitek nickel titanium wires are bendable & hold their bends. Great for finishing bends/root correction.
- In extraction cases use a lower lingual bonded wire from the mesial fossa of the second bicuspid to the opposite second bicuspid rather than 3 to 3 this will eliminate extraction site space opening.
- When bonding a lingual retainer, place small balls of flowable composite on each tooth and lay the wire passively into position – light cure – flow additional composite – light cure this prevents future movement.
- Post tx patient satisfaction questionnaire
- Forsus use
- If you can use a point and shoot digital camera with a single point flash, you can manipulate the position of the shadow by rotating the camera 90 degrees or 180 degrees as needed (e.g. to put the shadow behind the head on a profile photo instead of in front of the lips and nose or under chin.
- Email before and after photos at deband to GP
- Save money using a super course diamond bur to do gingivectomies on partially covered erupting teeth (use topical anesthetic first) in place of laser.
- Case selection
- We do a lot of face to face meetings with local corporate, hospital, school system & HR departments to talk about orthodontic benefits to offer their employees when using our office.
- .030 Niti bonded lingual retainers
- When bracketing teeth use mouth mirrors to get to center of tooth (m + d) and direct to center on tooth. When best position found then get up to visualize placement directly in front of patient.
- We adjust thermoform retainers and aligners using hot water from an instant hot water tap in the operatory.
- Non- self ligating brackets for incisors – self ligating for 3,4,5's
- All staff members have their own business cards to use when telling others about our practice.
- Think of 5 things you are thankful for each night before bed.
- .012 Niti is the best archwire for unraveling crowding
- Ph S appliances do work
- When taking on an associate, realize your salary will decrease by the amount you pay your associate
- Chain from cleats on lingual of 6 to archwire between 2-3 to widen canines.



Florida Association of Orthodontists

P.O. Box 611

Brandon, FL 33509

(813) 903-8811

Florida Board of Dentistry Update

On August 12, 2011, the issue of specialty licensure (licensure by credentials for dental specialists) was discussed at the Board of Dentistry (BOD) meeting in Tampa. This issue has resurfaced reportedly at the behest of some oral surgeons and perhaps the ADA. The FDA has stated opposition. Perhaps because many general dentists may believe that passage of this change may be a "stepping stone" to the proposal of licensure by credentials for general dentists.

What this will allow, if adopted, is the establishment of specialty practices in Florida by dental specialists without having to sit for the Florida (ADLEX) exam. It is not likely to affect the extent of advertising or practice of orthodontics by nonspecialists in any way.

Each specialty was represented at the BOD meeting including orthodontics. Our thanks go out to Dr. Steve Tinsworth for offering his time to represent us at this meeting.

Mark Your Calendars Upcoming Meetings & Events

- | | |
|--------------------------------|---|
| Sept. 28 - Oct. 2, 2011 | SAO Annual Session
Boca Raton Resort, Boca Raton, FL |
| October 2011 | Orthodontic Health Month |
| October 10-13, 2011 | ADA Annual Session
Las Vegas, NV |
| October 28, 2011 | FL Board of Dentistry Meeting
Dania Beach, FL |
| March 2-4, 2012 | FAO Annual Session
Renaissance Tampa Hotel International Plaza
Tampa, FL |
| May 4-8, 2012 | AAO Annual Session
Honolulu, HI |
| June 14-16, 2012 | Florida National Dental Convention
Gaylord Palms Hotel and Convention Center
Orlando, FL |