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49TH ANNUAL
NEW ORLEANS
DENTAL CONFERENCE
SEPT. 2-5, 1998
MORIAL CONVENTION
CENTER

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NEW ORLEANS DENTAL ASSOCIATION

NODA News

MISSION STATEMENT

To establish and maintain a cohesive organization that serves its membership by promoting the art, science, and professionalism of dentistry, and by communicating the value of oral health to the community.

VOL. 36 SUMMER '98 NO. 6

PRESIDENT'S MESSAGE

CONFERENCE '98 LOOKS LIKE A WINNER

BY DR. KEN SCHOTT

I hope everyone is enjoying the summer, and also preparing to wind down into a hopefully cooler autumn.

The 49th Annual New Orleans Dental Conference is fast approaching, and the program that Dr. Tom Giacona and his committee have scheduled is second to no other dental meeting.

The featured speaker at the DR. LOUIS G. GRUSH DISTINGUISHED LECTURE SERIES on Wednesday, September 2 is Dr. William Dickerson. His topic is *The 21st Century Practice: Developing the Ultimate Esthetic Practice*. It promises to be informative and to also give us a look into the future of our profession as we head into the new millennium. The keynote speaker is Mr. Walter Hailey who will present an entertaining and motivating kickoff to the meeting on Thursday morning, September 3.

Over the next three days there will be many opportunities to learn from outstanding clinicians from around the country. Some of these include *Dental Materials* with Dr. James Dunn; *Restorative Dentistry* with Dr. John Kois; *Endodontics* with Dr. Ace Goerig; *Endo Assisting and Tooth Whitening Systems Update* with Dr. Ronald Lemon; *Pain Management* with Dr. Stanley Malamed; *Computers* with Dr. Barry Freyberg; *Practice Management* with Ms. Risa Pollack, Ms. Betsy Wheat, and Ms. Belinda

Bryant; *Finance* with Dr. Hugh Doherty.

Also *Oral Pathology* with Dr. Jim Weir; *Periodontics* with Dr. Donald Rolfs; *Dental Hygiene* with Dr. Biagini and Ms. Jane Jones; *Dental/Medical Issues* with Dr. Barbara Steinberg and Ms. Nancy Andrews; *Traumatic Injuries* with Dr. Clifford Dummett; *Occlusion* with Dr. Bernard Williams; *Implants* with Drs. May and Paquette, and *Retirement Planning* with Mr. Martin Costello.

There are also many topics of interest to spouses and staff that include stress management, nutrition, physical therapy/posture control, shade matching, inter-office communications, tray/splint fabrication, handwriting analysis, equipment repair, office design, and insurance coding update.

There is something of interest for everyone!

We are looking forward to seeing everyone from September 2-5 at the ERNEST N. MORIAL CONVENTION CENTER as the New Orleans Dental Conference *INVESTIGATES* the world of dentistry in 1998.

On the New Orleans Dental Association side, the committee workers have begun to make their plans for the 1998-99 year. Those events will be highlighted in the upcoming issues of *NODA News*.

Stay cool and I'll see you in September.

Ken Schott

CONFERENCE BITS

The all-day, pre-Conference course Sept. 2 by Dr. William Dickerson has been designated "The Dr. Louis G. Grush Distinguished Lecture Series" in honor of the Conference's longtime executive director.

Dr. Dickerson is director of the Las Vegas Institute of Cosmetic Dentistry. Dentists from all over the world come there to learn his techniques.

Remember, your basic registration has been paid as part of your NODA dues. This covers all general attendance sessions, two tickets to the gala Welcome Reception and Dance Thursday evening and unlimited access to the Exhibit Hall. However, members **MUST REGISTER** and, of course, paid courses are not included.

Walter Hailey, a dynamite motivational speaker from Houston, is keynote speaker at Thursday morning's Opening Session. Winner of the \$500 drawing for those who have pre-registered must be present.

Two \$500 cash drawings for registered dentists will be held in the Exhibit Hall, one on Thursday and one on Friday, both at 6 p.m. Winners must be present. The "Parade of Prizes," offering beautiful and useful items, goes on daily. Winners need not be present at the drawings.

NODA PROFILE

NODA News continues a series of profiles of members of all ages and various lengths of membership in the Association. You may be next! Dentists are selected at random.

Dr. Chiche: Proud of his place

He was born in Casablanca, raised and educated in Paris, and has lectured all over the world (by his estimate 11 countries). But there's no place he'd rather be than where he is: New Orleans and the LSU School of Dentistry.

Lincoln once said: "I like to see a man proud of his place. I like to see a man live so that his place is proud of him."

Dr. Gerard Chiche, chairman of LSUSD's department of prosthodontics, fills both parts of the equation.

He signed on as an assistant professor with the late dean, Dr. Jack Rayson, in 1982. Today he is chairman of the prosthodontics department, LSUSD's largest, with 17 fulltime and 14 parttime professors.

Fairly bursting with praise for LSU and his department, Dr. Chiche says, "There is a special atmosphere in the department stemming from very talented and dedicated faculty members and from the fact that we have worked together so many years. We are excited to meet the challenges of preparing our students for today's dental practice."

All this was in the future for Gerry Chiche as he completed studies at Lycee Claude-Bernard, the European equivalent of a sort of high school-junior college. He then graduated from the Paris 7 School of Dentistry, located near the Sorbonne. After a month's vacation, he was in New Orleans as LSUSD's first graduate student in prosthodontics, headed by Dr. Israel Finger, graduating after a fellowship in 1980.

Then it was back to France and over a year of private practice in San Quentin, a town not far from Paris. "But I missed LSU," he recalls. "I missed the friendly atmosphere. I missed the atmosphere of New Orleans. I missed my future wife Lynn. We were close to being engaged."

It was Mrs. Chiche, then Lynn Russell, who

heard about an opening in LSU's fixed prosthodontics department. By January 1982 Dr. Chiche was a new member of the department under then chairman, Dr. Jim Harrison, in Dr. Chiche's words, "an exemplary chairman and quite a difficult act to follow."

Thirteen years of teaching later, in 1995, he was named chairman by Dean Eric Hovland. The department now includes both fixed and removable prosthodontics, the dental technology school (he likes to add, "the only U.S. dental technology school offering a B.S.") graduate prosthodontics and a new residency program in maxillofacial prosthetics.

"We are very proud of what all our faculties have achieved in every facet of prosthodontics in the department," he added.

Although he continues to teach both undergraduates and graduates, Dr. Chiche is in strong demand as a guest clinician. He has lectured in Germany, England, France, Italy, Brazil, Canada, Mexico, Singapore, Japan, Belgium and Korea as well as at most of the major U.S. dental conferences.

"In the early 80s I became interested in esthetic dentistry under the strong influence of the late dean, Dr. Ed Jeansonne, and devoted my energies to developing expertise in this area," said Dr. Chiche. "By the mid-90s a popular trend was developing in this field. By the late 90s an extremely strong trend had now developed. In 10 years I had accumulated a lot of material in esthetic dentistry."

This study has resulted in two textbooks, including *Esthetics of Anterior Fixed Restoration*, written with Alain Penault and published by the prestigious Quintessence Publishing Company.

Dr. Chiche says his travels and lectures have enabled him to wave the flag for LSUSD, to get constant feedback from private practitioners and "thus prepare our students for contemporary practice."

"This is especially exciting with the dental



DR. CHICHE

school we have with its facilities, location, atmosphere and the leadership of Dean Eric Hovland," he noted.

Dr. Chiche, who has an intramural restorative practice devoted to esthetics and implants, is a director of the American Academy of Esthetic Dentistry and a member of the American Academy of Restorative Dentistry and American Academy of Crown and Bridge.

But he's not always in the classroom or operatory. At home in Old Metairie you might find him practicing his guitar. He is especially fond of Mississippi blues and country music.

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NODA News is published every month with the exception of June and August. Deadline for ads and editorial material is the 5th of the month preceding publication. Ads and news should be sent to Dr. Kristi Soileau, 2820 Napoleon Ave., Suite 470, New Orleans, LA 70115.

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Discounts set for CE courses

At a recent meeting of the Louisiana Academy of Continuing Dental Education, a new policy was adopted that should be of interest to all study groups in Louisiana as well as all dentists who attend C.E. courses at LSUSD.

The academy recognizes that members of study groups are serious attendees at continuing education courses and that it would be mutually advantageous to offer them a discount to attend lecture courses at the LSU School of Dentistry. In order to administer this new policy fairly and uniformly to all qualified groups, the following policy was adopted:

1. A copy of the study groups' "Articles of Incorporation" or "Constitution & ByLaws" and a current membership roster listing all members in good standing must be submitted to the C.E. office at LSUSD.

2. A statement from an officer of the group must indicate that they meet at least once every three months.

3. A minimum of 75% of the group's membership or eight doctors must register for a particular course.

4. Registration must be completed by the study club 14 days in advance of the course, listing all doctors to be registered and payment of the tuition with one check for all attendees.

5. Providing all of the above conditions are met, the Academy will offer a 20% discount of the registration fee for such lecture courses.

In addition, there are many dentists and dental hygienists who support the C.E. activities at LSU and as such, deserve acknowledgement and an expression of appreciation for this support. Therefore, effective January 1, 1998, any dentist or dental hygienist who attends six (6) courses at LSU will be awarded one (1) free day of C.E. (lecture only).



DISTINGUISHED: Dr. Charles Boozer, head of LSUSD's department of oral diagnosis, medicine and radiology, has received the Distinguished Faculty Award from the Organization of Teachers of Oral Diagnosis for his contributions to the field.



Dr. Meffre Matta, second from right, holds the Distinguished Dentist Award he received from the Pierre Fauchard Academy. Others pictured are, from left, Dr. Sidney Neuwirth, past chair; Dr. Frank Martello, chair of the Academy's Louisiana section, and Dr. Eric Hovland, dean of the LSU School of Dentistry. Dr. Matta was honored for "a lifetime devoted to the advancement of dentistry." He is a former president of NODA, LDA, chairman of the New Orleans Dental Conference and co-developer of LSUSD's laboratory technology program.



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IS MANAGED CARE WANING IN DENTISTRY?

(The following article is reprinted with permission from the Academy of General Dentistry. It appeared in the June 1998 issue of *AGD Impact*.)

By Silvia Kucenas Foti

Managed care is still alive, but the growth of capitation plans may be in decline. During the past decade, dentistry has learned that managed care will probably survive in the profession, but it no longer is a threat to the still-dominant, fee-for-service solo practitioners. Managed care is, however, different from the way it was envisioned about ten years ago, when dentists became alarmed at the prospect of slashing their fees to attract new patients.

According to the 1997 AGD Membership Survey, 97.1 percent of members participate in a traditional fee-for-service plan. While more AGD members have joined a preferred provider organization, many have dropped out of a dental health maintenance organization. This trend mirrors the nationwide propensity of dentists, who now have the power to just say "no" to capitation. The slow growth in dental HMOs is hurting the segment of the managed care industry that is dependent on capitation plans, and analysts say that this phenomenon bodes well for practitioners who want to be in control of their own destiny.

"This is the golden age of dentistry," says Howard Bailit, DMD, professor, head of the Health Policy Primary Care Research Institute at the University of Connecticut Health Center. "Dentists are much better off than physicians. It's a terrific time to be a dentist, and applications to dental schools are soaring."

His enthusiasm stems from his observations that dentists have increased leverage with managed care companies. More now are unwilling to join capitated plans and to accept deep discounts in preferred provider organizations.

"The growth of dental HMOs, or capitated plans, has slowed; however, the number of preferred provider organizations has increased," says Dr. Bailit. "Dentists are more comfortable with PPOs because they have more flexibility. Because managed care organizations have less leverage over dentists, the discounted fees negotiated are more in the dentist's favor."

The numbers reflect the leverage that dentists now hold. According to the National Asso-

ciation of Dental Plans, a national trade association for dental managed care plans, dental HMO enrollment grew between six and seven percent in 1998 to 23.8 million patients, while dental PPO enrollment grew 35 percent to 17.2 million patients. Preliminary data showed that 1997 dental HMO enrollment grew only up to 10 percent, while dental PPO enrollment expanded by up to 35 percent. This group estimates that more than one in three dentists in private practice across the United States now participate in dental PPOs, while one in five participate in dental HMOs.

These figures are somewhat similar to those found in AGD's membership survey. Almost two-thirds (65.2 percent) of AGD members participate in one or more dental plans – a decline from the 70 percent reported in 1995 and comparable to the 65.8 percent level noted in 1991. The 1997 AGD membership figures show that 46.7 percent of AGD members participate in a preferred provider organization, up from 45.2 percent in 1995 and up from 28 percent in 1993. However, AGD members are dropping out of capitation plans. The 1997 survey shows that 17.1 percent of members are in a capitation plan compared to 19.6 percent in 1995.

"At this point, the capitated programs are in more trouble than the discounted programs," says Scott Dubowsky, DMD, FAGD, chair of the AGD Council on Dental Care. "And the future of discounted programs will depend on the supply of dentists willing to discount their fees. The trend is that fewer dentists are being produced, so dentists will be in shorter supply and have a greater ability to demand more."

A projected shortage of dentists after the year 2000 could further slow the growth of capitated plans and curtail the depth of the dental fee discount. The American Association of Dental Schools dental manpower report, released in 1989, projected that the number of dentists will drop annually by an average of 217 until the year 2000, by 417 dentists annually between 2000 and 2010, and by as much as 806 annually between 2010 and 2020. By contrast, the population is expected to grow, resulting in the lowest dentist-to-population ratio since World War I.

Another factor that has slowed the growth of capitated plans is that dentists have had enough time to evaluate and to share horror stories about the pitfalls of capitation programs. Here's one dentist's story of what happened

after he joined a managed care plan: About four years ago, Scott Trapp, DDS, of Omaha, Nebraska, a member of the AGD Council on Dental Care, joined two large managed care organizations that were offered by a major employer in his area. He said he joined because he feared losing many of his patients, and as it turned out, he had about 400 patients through those plans.

But after just four months with these plans, his profits plunged. His reimbursement level was only 20 percent of his normal fee, which equaled a loss of 80 percent. He lost \$13,000 with one plan and \$20,000 with the other. Since then, he has stayed away from HMOs, but has joined some preferred provider plans, as most ask for discounts of 15 percent.

"We dumped those capitation plans," says Dr. Trapp. "They were costing us money, and we found that the patients on those plans were the most demanding. After I switched back to the indemnity plans, a lot of the patients switched back with me. The moral of the story here is that managed care is not dying, but it has found its stabilization point. Dentists have been able to determine whether participation in a managed care plan is profitable or not, and those who found it was not, have gotten out."

According to a recent health industry overview of managed care plans in the *American Medical News*, analysts noted that the huge enrollments managed care garnered in the past have stopped. The new focus is on improving the quality of care while holding costs down. As managed care companies face sharply declining profits, patients are becoming more vocal, demanding choice and quality in health plans.

In dentistry, patients have a very powerful voice, more so than in medicine. The numbers show that only 100 million patients – or less than half – are covered by any type of dental insurance, but insurance covers only half of their dental expenses.

"This means that only 25 percent of dental dollars are covered by a third party or conversely, that 75 percent are covered by the patient," says Dr. Dubowsky. "Because of patient coverage of costs, managed care could never penetrate the dental market deeply." Which goes back to leverage again. This means that patients are accustomed to paying for most of their dental expenses out of their own pockets, giving them an incentive to take the time to shop for

(Continued on Page 6)

Alliance News

Dr. Marvin Cavallino, pediatric dentist and NODA member, held the lucky ticket in the 1998 ALDA Fund Development Campaign.

The Fund Development Drive is annually sponsored by the Alliance of the Louisiana Dental Association and serves as its major fundraiser. Proceeds from this drive are used to support its dental health educational projects statewide. After expenses, these proceeds are shared with the six districts that participated. This year, thanks to the generosity of the members of both NODA and ANODA, a \$1,836.00 will be available to promote dental health education in our area.

Cathey Liberto, a past president of ANODA and ALDA, chaired the activities for the New Orleans District and expressed gratitude to Linda Alesi, who chaired the statewide campaign, for her guidance and leadership. Special kudos to ANODA President Peggy Simmons and ALDA President Angie Green for their enthusiastic support of this project.

Contrary to some views that "... dentists' wives parade around like giant teeth ... while visiting kindergarten classes," as expressed in the novel *Dead Man Walking*, the Alliance members do far more than that. They work closely with the local, state, and national dental associations in worthwhile projects, such as, visitation to Children's Hospital during Children's Dental Health Month distributing balloons, drinks and toothbrushes to patients, attendance at a New Orleans Brass hockey game, again awarding toothbrushes and dental health educational material to the first 500 children in attendance, staffing an educational booth at Lakeside Shopping Center for seven hours educating parents and children regarding a wide range of dental topics.

This February, DHE ANODA chairperson, Vera Marse, assisted NODA chairpersons, A.C. Liles and Shannon Simons in organizing the dental health program for school nurses and teachers. Through the cooperative effort of dentists and Alliance members, hundreds of elementary school children received positive dental health messages.

These funds will assist the Alliance to continue its important goal to improve the dental health of citizens throughout the metro area. Many thanks to all who participated. Together we can and do make a difference!

*Yours for better dental health,
Cathey V. Liberto
Fund Development Chairperson*

MORE CONFERENCE NEWS

Exhibit Hall is important

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Our exhibitors are important to the Conference. Their booth fees help keep dentists' fees low. This attracts more dentists which attracts more exhibitors ... and on and on.

Course times have been staggered to allow dentists and staffs more time to browse and buy. Exhibitors are a great source of information on equipment and instrumentation.

THEY'RE BACK!

They were a smash hit last year and they're back!

The Bucktown All-Stars will once again play for the Welcome Reception and Dance Thursday evening from 7:30 until 12 midnight in the Hilton's Napoleon Room.

The party starts quietly as dentists and guests meet and mingle, and partake of the delicious buffet. As the night progresses the All-Stars swing into their 60s and 70s favorites.

Each dentist's registration contains two tickets. Extra tickets are \$25.

BRING YOUR APPETITE

Food and fashion is the order of the day at the Conference Luncheon on Friday, September 4. This year the event will be right in the Morial Convention Center.

Chef Leon West was named "Chef of the Year" in 1995 by the New Orleans chapter, American Culinary Federation.

And there will be a fashion show with stylings from Ballin's Ltd. of New Orleans and Porter-Stevens modeled by our own members, staff and spouses!

CONFERENCE IS ON THE WEB

The Conference now has its own Web site on the Internet.

<http://www.nodc.org>

The site is also linked in to the ADA

Web site. The ADA's coming meetings feature, listed by months, refers browsers to the New Orleans Conference site for complete information and newsy bits.

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MANAGED CARE

(Continued from Page 4)

the best price among dentists. In turn, dentists have been curtailed from increasing their fees each year by up to 20 percent, as was the case for physicians.

In fact, several analysts attribute the patient's voice as being the loudest in restraining managed care plans from changing the face of dentistry. "It really hasn't been the dental community that yelled the loudest causing the turnabout in managed care," says Keith Suchy, DDS, of Westchester, Illinois, a spokesdentist of the Chicago Dental Society and a member of the Legislative Committee of the Illinois State Dental Society. "The public squawking has caused the change. Consumers are more in tune to the pitfalls of certain managed care plans and they are speaking out, even legislatively on a national level."

He points to the PARCA bill introduced by Rep. Charles Norwood (R-Georgia) [a dentist], who spearheaded legislative reform on managed care. This bill now has about half of the U.S. House of Representatives signed on as co-sponsors, says Dr. Suchy. This bill would allow patients to continue seeing their family practitioner without losing coverage, would allow patients to have more leverage with insurance companies to determine their level of coverage, and would stop practitioners from being prohibited to offer all medically viable options to patients, regardless of cost.

Finally, the growth of capitated plans is uncertain. Dentists have become more contractually and financially savvy about whether they should join a managed care plan, says Leslie Webb, DDS, of Richmond, Virginia, chair of the ADA Council on Dental Benefits.

"When deciding to join a managed care plan, dentists have learned how to make a decision on whether the group is reasonable," Dr. Webb says. "They have learned to realize the financial impact it will have on their practice and how the contract would affect them. Many also have taken advantage of the contract analysis program of the American Dental Association."

The good news is that dentists and patients have had time to evaluate managed care plans in dentistry, and the market forces have prevailed to ensure that quality of patient care is emphasized at least as equally as control of costs.

Silvia Kucenas Foti is a freelance writer in Chicago.

The Toll-Free Number of the Academy of General Dentistry is 1-888-AGD-DENT.)

Thanks to Dr. Ned Ganucheau for recommending this article.

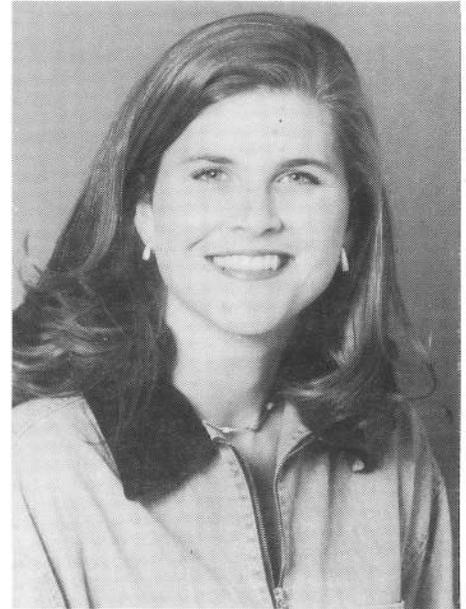
Jill Donaldson-Manning wins Table Clinic Competition

Jill Donaldson-Manning, a third-year dental student at the LSU School of Dentistry, won the 1998 Table Clinic Competition with "Optimizing Clinical Efficiency of Filled Sealants." Her advisors were Drs. John Burgess and John Gallo. She will represent LSUSD in national competition at the ADA/Dentsply Student Clinician Program in San Francisco in October.

In addition to placing first in the overall competition, Donaldson-Manning won first in the Clinical Application/Research category. Michael Casandaban won second in that category with "Evaluation of Mandibular Alveolar Blood Supply During Ridge Augmentation Using Distraction Osteogenesis." His advisor was Dr. Michael Block.

In the Postgraduate category, Drs. Brent Depta and W. Rowan Buskin won first place with "Periodontic-prosthetic Interrelationships." Dr. Raymond Yukna was their advisor. Dr. Ali Shayestehmanesh won second with "Prosthetically-guided Ridge Enhancement Surgery." Dr. Hisham Nasr was his advisor.

In the Dental Laboratory Technology category, Cheryl Malcamp, second-year DLT student, won first place with "The Fabrication of Full-coverage Restorations Using the Electroforming Technique." Her advisor was Dr. Ariel Raigrodski. David Louviere, second-year student and Kevin Chee Soon Loo, third-year student, tied for second. Louviere's clinic was "Midline Denture Fractures: Repair or Replace." His advisor was William Rogers. Loo's clinic was "Art in



MS. DONALDSON-MANNING

Ceramic Restorations." His advisors were Lenny Aucoin and David Vela.

In the Dental Hygiene category, Catina Bergeron and Kelly Walter, first-year students, won first with "Causes and Treatment of Cleft Lip/Cleft Palate." Dr. Thomas Salinas was their advisor. Kimberly Mirts and Natalie Guidry, first-year students, won second with "The Effects of Smokeless Tobacco on the Periodontium." Dr. Thomas Shopper was their advisor.

The New Orleans Dental Association, Louisiana Dental Association/Louisiana Dental Services, New Orleans Dental Hygiene Association, and Dentsply were the sponsors for the table clinic.



HONORED: Dr. Luis Guerra of the LSUSD prosthodontics department has received the Andrew J. Ackerman Memorial Award from the American Academy of Maxillofacial Prosthetics for his contributions to the field. The award is made, not annually, but only when the committee deems the recipient merits its special recognition.

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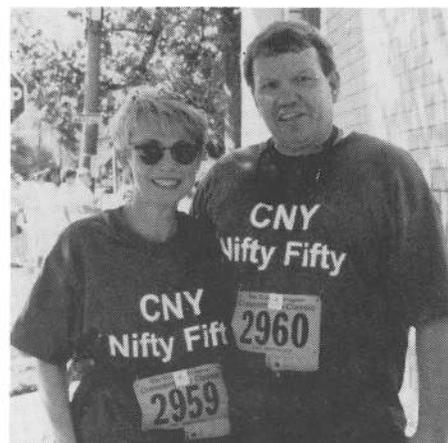
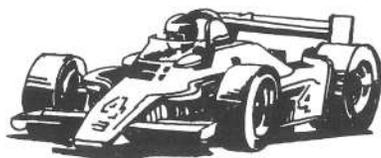
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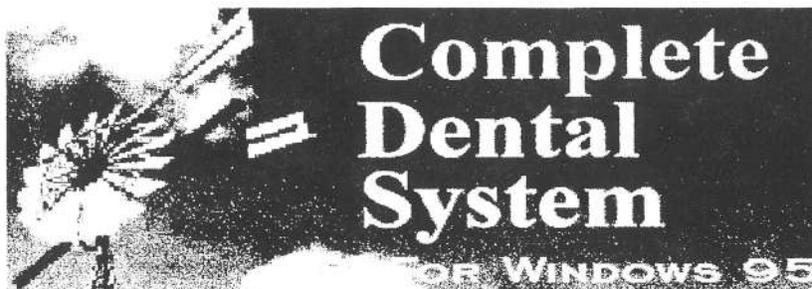


GOING THE DISTANCE: Among NODA members competing in the Crescent City Classic '98 were Dr. Eric Hovland, left, with daughter Allison, and Dr. Raymond and Charlotte Yukna, right. Thanks to Dr. Frank Martello for sending along these pictures.



**DR. BARSLEY
TO WASHINGTON**

Dr. Robert Barsley, director of the LSU Medical Center School of Dentistry department of dental health resources and professor of oral diagnosis, medicine and radiology, has received a Robert Wood Johnson Health Policy Fellowship. He will spend a year in Washington, D.C., working in the national health policy process and contributing to the formulation of new policies and programs. He is one of only six chosen nationwide to participate in the 1998 fellowship program.



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The ADA continually researches and develops strategies and techniques to help members serve their patient base and attract new patients. Members have access to seminars, publications, and resources on associateships, how to start or sell a practice, financial planning, effective direct mail and advertising programs, successful patient communications, measuring patient satisfaction, and much more. For more information, call the Council on Dental Practice at ADA extension 2895.

Scientific Information

The ADA's scientific experts regularly monitor and respond to federal regulatory issues affecting dentists, including OSHA's recently proposed compliance standards addressing ergonomics, indoor air quality, and tuberculosis. The Division of Science also assists members by offering publications and resources on a wide range of scientific topics. These include infection control, hepatitis B vaccine and booster information, latex allergy, waste management, the safety of amalgam, and many other emerging scientific concerns. For information on scientific issues, call ADA extension 2878.

NODA NEWS accepts advertisements from a variety of sources, but makes no independent investigation or verification of any claim or statement contained in the advertisements. Inclusion of advertisements should not be interpreted as an endorsement by the New Orleans Dental Association or NODA NEWS.



Continuing Education Corner

In an effort to keep you informed about available C.E. opportunities at the LSU School of Dentistry, this area will be devoted to informational updates.

DATE	1998	COURSE / TITLE		COST
July 24-25		"Managing the Perio Restoration Interface: Predictable Results"	14 cr. hrs.	Dentist \$ 495.00 Auxiliary \$ 170.00
		w/Dr. John C. Kois		
August 1		"Radiology for Dental Auxiliaries"	07 cr. hrs.	Auxiliary \$ 120.00
		w/Drs. Thunthy & Hubar		
August 14-16		"Expanded Duty Dental Assistant"	24 cr. hrs.	Auxiliary \$ 369.00
		w/Dottie Austin, CDA		
September 19		"Expanded Duty Dental Assistant"	24 cr. hrs.	Auxiliary \$ 369.00
		w/Dottie Austin, CDA		
September 25-27	October 30-November 1	December 4-6		
		"Cosmetic Dentistry Continuum Level I"	DDS	\$5,495.00
		w/Drs. Jimmy Eubank, Buddy Mopper, Jeff Morley	Auxiliary	\$ 995.00
		Ron Lemon, Jerry Chiche, Michael Miller, Roger Levin & Mike Bellerino, CDT		(Fees cover all three sessions)
October 2-3		"Cosmetic Dentistry for the Pediatric Patient II"	DDS	\$ 465.00
		w/Drs. Lemon, Malone, Burgess, Dummett, et alia	Auxiliary	\$ 145.00
October 9		"Esthetic Dentistry"	DDS	\$ 195.00
		w/Dr. Mike Malone	Auxiliaries	\$ 95.00
October 16-18		"Expanded Duty Dental Assistant"	24 cr. hrs.	Auxiliary \$ 369.00
		w/Dottie Austin, CDA		
October 16-18		"Local Anesthesia for the Dental Hygienist"	Hygienist	\$ 979.00
Nov. 13-15		w/Drs. Bert Wood, Janet Leigh and Tony Indovina	72 cr. hrs.	
Dec. 11-13		"Preparing for the Aging America"	07 cr. hrs.	DDS \$ 195.00
Nov. 6		w/Dr. Linda C. Niessen		Auxiliary \$ 95.00
Nov. 7		"Treating the Compromised Patient"	07 cr. hrs.	DDS \$ 165.00
		w/Drs. Ritchie, Musselman, et alia		Auxiliary \$ 75.00

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