

MDA Goes to Washington US Senator Steve Daines Introduces Key Bill for ADA/MDA

On December 20, 2018, the Montana Dental Association (MDA) announced in a statewide press release that U.S. Senator Steve Daines (R-MT) had introduced S. 3782, the U.S. Senate version of H.R. 372, the “Comprehensive Health Insurance Reform Act.” This legislation seeks to ensure more competition in the health insurance marketplace by reestablishing federal antitrust enforcement and oversight over the health insurance industry.

Dr. Jane Gillette, past president of MDA, who traveled from Bozeman to Washington, D.C., to meet with Sen. Daines and key staff

on November 14, 2018, to discuss the legislation, was quick to praise sponsorship of the bill. “As a recognized champion on improving quality and affordability in healthcare, Senator Daines is a natural sponsor for this bill,” said Dr. Gillette. “Transparency and competition are key underpinnings in driving value and this bill gives consumers one more resource in achieving that goal.”

This legislation, if enacted, will amend a section of the McCarran-Ferguson Act of 1945, which exempts the insurance industry from important provisions of the Sherman Act and the Clayton Act – acts that have the purpose of ensuring fair competition. The new legislation will help level the playing field between health insurers, providers, and consumers, and may help to make health insurance more affordable for all Americans.

This bill is narrowly drawn to apply only to the business of health insurance, including dental insurance. Dr. Andy Althaus, MDA President, commented on the action, “The U.S. House of Representatives passed H.R.



U.S. Senator Jon Tester, MDA Executive Director Al Garver, U.S. Sen. Steve Daines, Dr. Jane Gillette, and U.S. Representative Greg Gianforte at a welcome breakfast for Montanans in the Russell Senate Building on November 14, 2018.

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MDA Applauds Two Major Developments in Early January

On January 10th, the top story on the front page of Montana newspapers informed us of the appointment of U.S. Senator Steve Daines to both the Senate Finance Committee and Senate Appropriations Committee. No U.S. senator has served on both in the past 75 years. No matter your political affiliation, I think we would all agree that having a fellow Montanan achieve such a distinction is beneficial for our great state. It is especially significant for MDA and ADA members, since Senator Daines is a champion for medical and dental billing reform (see front page of MDA News).

On January 11th, the ADA reported an \$80 million class action settlement with Henry Schein, Patterson, Benco and Burkhart. Not only does this mean 142,000 dental practices will automatically receive an average of \$563 sometime this year, it means the MDA made a good choice to become a partner with The Dentists Supply Company (TDSC), so our members can purchase dental supplies for 20% less than the big vendors.

Most importantly, please keep an eye out for emails regarding legislative issues in the 2019 legislative session underway right now in Helena. We will need you to actively send emails to legislators on critical issues. Stay actively engaged and watch what we can get accomplished in 2019.

Andy Althaus DDS
President Montana
Dental Association



DR. ANDREW ALTHAUSER
President

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NEWS YOU CAN USE

Consider Nominating Colleague Who Deserves Recognition

MDA's annual Clinical Excellence Award is presented to a dentist who has demonstrated a commitment to continuing dental education, has an established reputation for excellence in clinical skills and has been in practice for at least 15 years. The T.T. Rider Award is presented to a dentist for outstanding service to the profession and the community. The Component Societies of the MDA and member dentists may submit nominations.

The Outstanding Dental Hygienist and Outstanding Dental Assistant awards are given to professionals in their field who exemplify dedication, leadership, skill and extraordinary patient care.

Please consider nominating someone you know who deserves recognition. You may download the nomination form from MontanaDental.org, contact the MDA office by phone 800.257.4988, or email MDAoffice@MontanaDental.org. Please submit your nominations to the MDA no later than March 8, 2019. Awards will be presented at the MDA's annual meeting, May 9-10 in Helena.



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Dr. Jeffrey Cole, President of the American Dental Association, and MDA Executive Director Al Garver met at the ADA lobbyist conference at the Loew's Ventana Canyon Resort in Tucson, Arizona. More than 100 registered attendees attended workshops to prepare them for state legislative sessions in 2019. The event was hosted at Loews Ventana Canyon Resort in Tucson, Arizona, November 29 through December 1, 2018.

NEW MEMBERS

Dr. Mimi Bartoletti

General Dentist
Butte
Arizona School of Dentistry

Dr. Tony Bartoletti

General Dentist
Butte
Arizona School
of Dentistry

Dr. Ryan Dee

General Practice
Butte
University of Nevada Las Vegas

Dr. Anne Marcotte

General Practice
Butte
University at Buffalo, The State
University of New York

Dr. Aaron McDonough

Orthodontics
Missoula
University of the Pacific

Dr. Corey Mihailovich

General Dentist
Butte
Arizona School of Dentistry

Dr. Aaron Moeller

General Dentist
Libby
Ohio State University

Dr. Sterling Rehl

General Dentist
Libby
Ohio State University

Puns for Patients

Question: Did you hear about Frosty the Snowman's New Year's resolution to do 100 sit-ups a day?

Answer: He wants to be known as the abdominal snowman.

Question: What is the groundhog's favorite movie?

Answer: Holes.

Question: What's the difference between a \$20 steak and a \$55 steak?

Answer: Dinner reservations on Valentine's Day.

Question: Why should you never marry a pastry chef?

Answer: They'll just dessert you.

Wistful romantic thought: She was only a whiskey maker, but he loved her still...

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MONTANA DENTAL Advocate

MDA Sells Out Legislative Day Banquet

ADA President-Elect to Attend

The Montana Dental Association set a new record for RSVPs to its legislator appreciation banquet on January 25th, 2019. With a maximum capacity of 120 guests, the venue reached capacity five weeks before the event, confirming the popularity of a new wine pairing menu created specifically for this event by the Great Northern Hotel. The 99 Club sponsors the banquet event every two

years during Montana's legislative session.

The American Dental Association's new president-elect, Dr. Chad Gehani, will be speaking at the opening breakfast of Dental Day at the Legislature in Helena. He and his wife, Dr. Rekha Gehani, will be the guests of honor at the banquet.



Montana Dental Association *Legislator Appreciation Banquet*

January 25, 2019

Great Northern Hotel - Empire Builder Room

835 Great Northern Boulevard, Helena, Montana

Reception: 5:30-6:30 p.m. Dinner: 6:30 p.m.

Attire: Business Dress

MENU

Appetizer: Baked brie with pepper jelly and pecans.

Wine Pairing: Domaine de La Quilla Muscadet

Salad: Tossed spring mix with fresh sliced strawberries and balsamic vinaigrette.

Wine Pairing: Ca' Del Sarto Pinot Grigio

Main Dish: 10oz certified angus New York strip steak smothered in a brandy peppercorn cream sauce, fresh asparagus and baked potato.

Wine Pairing: Broadside Cabernet Sauvignon

Dessert: Chocolate lava cake with crunchy rind and mellow chocolate filling garnished with fresh whipped cream.

Wine Pairing: 3 Ball Zinfandel

Served with coffee, assorted hot teas, and iced tea. Sparkling cider offered to those who opted out of wine pairing.

MDA Prevails in BOD Discussion of Silver Diamine Fluoride

On November 30, 2018, the Montana Board of Dentistry held its last full meeting of the year. A motion was made to allow LAP hygienists to apply silver diamine fluoride (SDF) without direct supervision of a dentist. MDA members were prepared to debate this issue

and provided substantive testimony, including a video produced by the American Dental Association regarding the proper administration of SDF. The motion failed on a four – four tie vote.

MDA Goes to Washington...

(Continued from Page 1)

372 by an overwhelming vote of 416-7, which illustrates the bipartisan support for this policy. MDA members will work diligently in 2019 to assist U.S. Senator Daines to gather similar bipartisan support in the U.S. Senate.”

In an email to the MDA members on December 19th,

Mike Graham, Senior Vice President of Government and Public Affairs for the American Dental Association (ADA), thanked MDA members for their influential role in encouraging U.S. Senator Daines to champion this important bill.



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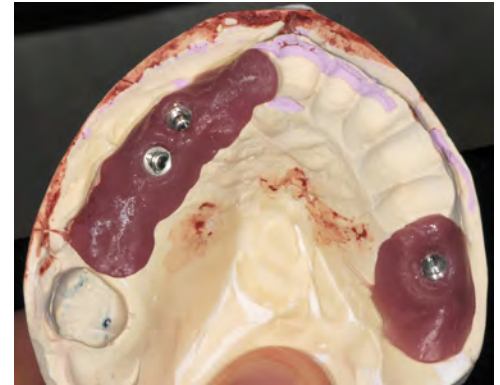
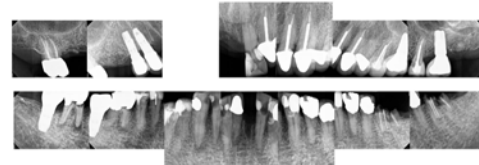
MDA
Montana Dental Association

The American Dental Association sponsored half-page advertisements in six Montana newspapers with a total circulation of 113,567. The ads were cobranded with the Montana Dental Association logo. Billings Gazette (39,405); Missoulian (25,349); Bozeman Chronicle (17, 537); Montana Standard (13,780); Helena Independent Record (12,464) and the Ravalli Republic (5,032).

Re-restoration of Complex Dental Patients

Submitted by **Graham Meng, DDS, MS, FACP**

As our patients live longer and maintain their teeth, combined with the popularity of dental implant placement for single tooth replacement, re-restoration of complex dental patients has become even more complicated. As more and more patients enter one to two decades of service with dental implants, other teeth in their mouth begin to fail, and re-restoration becomes more and more prominent. Presence of existing dental implants poses many benefits and challenges to long term care.



Dental implants to restore one or a quadrant of missing teeth are often not placed with any consideration to future dental treatments or restoration options. An implant placed to restore a single missing tooth has many different requirements for mesial/distal and buccal/lingual positioning, as well as the interocclusal relationship. As our patient's age and tooth loss continues, a patient may often go from partially to fully edentulous.

When this happens, treatment options may be dictated by the positioning of existing implants.

A 76-year-old partially edentulous male was referred for consultation and desiring a more definitive long term solution. The patient had four dental implants placed 10-15 years ago by several different surgeons, thus all were different connections. The patient had rampant caries and poor oral hygiene, which has resulted in all remaining teeth having large carious and endodontic lesions. After discussion with the patient, he would prefer not to have existing implants removed due to morbidity if at all possible. He also desired fixed prosthetic care, as he did not like his existing removable resin partial.

Existing implant crowns were accessed and removed, and implant positioning assessed. It was determined that they were usable in their current prosthetic position. An implant level impression was taken of all existing maxillary implants and a mandibular immediate denture impression. A master cast was fabricated and sent to the dental laboratory for scanning of current teeth and implant position. The cast was then returned and trimmed at the desired gingival contours for re-restoration. The cast was returned to the lab and dual scanned, and a PMMA milled full arch temporary was fabricated. Much like tooth set up for an immediate denture, tooth movement and digital smile design was performed to obtain the appropriate incisal edge position, buccal corridor, and occlusal plane. An immediate denture for implant conversion was fabricated for the mandible.

On the day of surgery, crowns and teeth were removed, implants placed, and then relief windows cut in the upper milled provisional and lower immediate denture. The incisal edge, buccal corridor, and occlusal plane were already established by the three healed implants picked up in the PMMA, thus conversion was seamless and straightforward. As the fresh implants were also

Continued on Page 9

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Re-restoration...

(Continued from Page 8)

...tied to healed sites, the risk of implant micromovement during healing was minimized.

After four months of osseointegration, provisionals were removed and implant integration verified. Splinted open tray impressions were taken, and provisional restorations used to mount and cross mount master casts while the patient was in the office. The advent of pre-shaded, monolithic zirconia, combined with ti-base abutments, allowed monolithic screw retained upper zirconia bridges (3 pieces) as well as a single piece monolithic screw retained lower bridge. These restorations resist porcelain chipping and provide a more economical restoration than other full arch implant porcelain implant prosthetics.

The utilization of CAD/CAM technology in the diagnosis and treatment phases of this case allowed a streamlined and predictable treatment for the patient. The presence of existing implants in an appropriate restorative position allowed for more control between patient, dentist,



...in lab, to deliver an appropriate clinical result.

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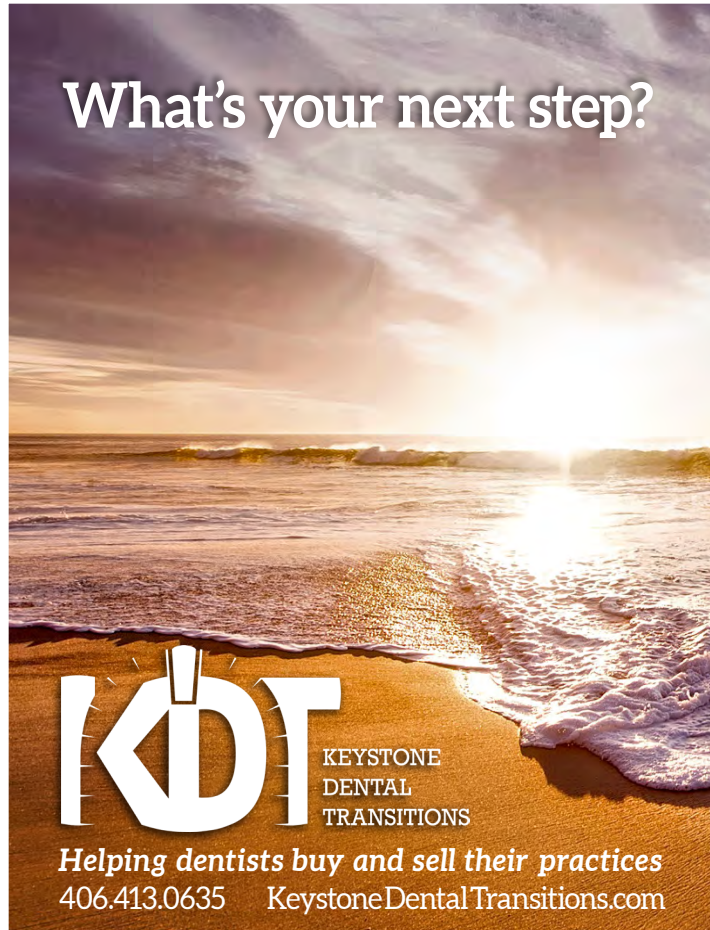
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MDA Board Approves Affinity Partner Agreement with Avitus Dental

Largest Non-Dues Revenue Contract in MDA History

On September 7, 2018, the Montana Dental Association Board of Directors received a formal briefing from Kim McCleskey, Director of Avitus Dental Management Services. A subject matter expert on dental practice management, Kim discussed how she had built her dental consulting business over 30 years and how it was purchased by Avitus Group of Billings, Montana. Together, they built the only medical billing service that focuses solely on dental billing. MDA board members were so impressed with their offering that ten board members asked Kim to follow up with them to evaluate whether their practice might benefit from outsourcing any or all billing services. They also voted to allow MDA's executive director to continue to conduct due diligence on their offering and to negotiate a mutually beneficial partnership agreement.

On November 13, 2018, the Executive Committee voted to recommend approval of the proposed Avitus-MDA Affinity Partner agreement, pending a vote of the full board. ExCom had reviewed the terms of the initial contract and directed the executive director to present final draft contracts to MDA's contract attorney for review.

On December 11, 2018, the full MDA Board reviewed and approved contracts with Avitus, including the following key elements:

- A. Avitus will provide MDA \$15,000 per year for a full suite of marketing efforts, including sponsorship of the January 2019 Legislative Day Banquet. This contract can be renewed for two additional years.
- B. Avitus agrees to offer significant discounts to MDA members on their primary virtual billing service, including the following:
 - i. First and sixth month free of a new contract for service (a minimum of a \$2,500 value for an MDA member) with no long-term contracts.
 - ii. A 10% discount on dental billing services (a minimum value of \$1,500 per year for an MDA member who signs).
 - iii. A 10% discount on other Avitus services (i.e. payroll and accounting)
 - iv. Royalties to MDA for all MDA member dentists who utilize their dental billing service.

For more information on these new dental billings services, contact Kim McCleskey directly at 888-249-2197. kmccleskey@avitusgroup.com

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Thank you for your valued input. Your objectives drive our commitment to innovation and customer support.

Thank you for the privilege of playing a part in the achievement of your business goals.

Thank you for the past fifty years. We are grateful and honored to be part of our shared dental family journey.

From all of us at O'Brien Dental Lab, we look forward to the next fifty years of continued service and the opportunity to build new and enduring partnerships.


Derrick Luksch, CDT
Owner



Mark Your Calendar MDA Continuing Education

Friday, March 8, 2019, Helena

Dr. Edward Feinberg teaches a unique three-dimensional step-by-step approach to crown and bridgework that creates ideal architecture for longevity and eliminates the guess-work. Dr. Feinberg's presentations point out common pitfalls where practitioners experience difficulty with crown and bridgework. Many teeth that are being extracted in favor of implants can actually be saved.

Register today at MontanaDental.org.

Thursday, May 9 and Friday, May 10, 2019, Helena

MDA Annual Meeting featuring Dr. J. William Robbins, "The Global Diagnosis—A New Vision of Dental Diagnosis and Treatment Planning," and **Dr. Roger Levin**, "The Successful 21st Century Practice." Additional classes include Dental Assistant preparation for Dental Radiography exam, Risk Management, Medicaid Updates, Front Office staff leadership and more. Registration begins in February.

So Long and Thank You!

After 18 years of helping dentists transition, the time has come for Robert & I to accomplish our own transition. We will be retiring as of September 1, 2018. We have loved working with all of the buying and selling doctors in Montana. You have become friends as well as clients, and it would be more than an understatement to say we are going to miss you all. The good news is that **Jared Franson, DMD** is joining the Consani team. Dr. Franson graduated from Oregon Health & Science University (OHSU) in 2003. Over the course of his dental career, he did a startup and bought and sold several practices. Dr. Franson will do a wonderful job and will continue to give you the personal service you have come to expect.

Thank you for your trust and confidence. We have so much enjoyed our time serving you and the Montana dental community.

Best wishes, Wendy & Robert Hirai



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1. Reward points are earned with your ADA Visa credit card. U.S. Bank cannot control how merchants choose to classify their business and reserves the right to determine which purchases qualify. In order to qualify for additional points, the purchases must be from designated ADA-endorsed providers, as determined by the provider.



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Bozeman Part-Time RDH - Relatively new dental practice in beautiful Bozeman is seeking a part-time dental hygienist to join the Suite Dental family. If you are passionate about your work and the people you serve, please apply. Need to relocate? Moving incentive offered; first 3-6 months rent paid. Contact Michele at 406.224.2638 for more information.

Dental Office Space Available in East Helena - Be the only dentist in town. Established dental office for 50+ years, three ops, and fully plumbed for your equipment. Low lease options, great full-time or satellite location. Contact Amory at 406-438-6543 or amory.aichlmayr@mail.helenacollege.edu

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Great Falls - Dental office space available, many options available. Primary site for 1 or 2 dentists or satellite office. Some equipment included. Contact (406) 453-1043.

North Central Montana - Lots left to do in this growing practice collecting \$900,000. Fully digital office has six ops and is loaded with technology. Plenty of room to grow. Strong hygiene program. Walk away sale. Contact Dr. Jared Franson (208) 949-0868 or email jared@mydentalbroker.com.

South Central - Associate to Partner opportunity with multiple doctors, great opportunity in large practice. Buy in within 1-2 years with excellent beginning salary considerations. Doctors are eager to bring in associate to help with the growth of this well-established practice. Please email CV to Jared@mydentalbroker.com Consani and Associates. Or call 208-949-0868.

Northern Montana - A small town is a great place to raise a family. And a gorgeous six operatory building is a great place to have a practice collecting \$1.2 million. With all of the technology that you could want, yet only 50% overhead you just can't go wrong. Doctor refers out endo, extractions and some implants. Definitely room

and opportunity to grow this wonderful practice. Hunting, skiing, hiking, snowmobiling and fishing all within an hour's drive or less. Great farming community. Contact Dr. Jared Franson (208) 949-0868 or email jared@mydentalbroker.com.

Southwest Montana - Flexible seller would stay on for 6-9 months and then walk away. Well laid out three operatory practice with plenty of storage and great exposure in multi-tenant, condominiumized building. Seller's suite available for sale also. Bread and butter family practice with tremendous opportunity for growth. Contact Dr. Jared Franson at (208) 949-0868 or email jared@mydentalbroker.com.

Western Montana - Centrally located to just about everything in Western Montana. Near-by world class fishing and skiing. Efficient, four operatory practice generating \$500,000 - \$600,000 on only 10-12 days per month. Great cash flow – very low overhead. Fully digital with CBCT; some implants referred out, as well as some endo and complicated 3rds. Owner does a small amount of ortho. Contact Dr. Jared Franson (208) 949-0868 or email jared@mydentalbroker.com.

CLASSIFIEDS

Locum Dentist

LOCUM DENTIST WITH 20 YEARS of experience available to assist you with all aspects of general dentistry while you must be away from your practice. Butte native. Please contact Dr. Murphy at 406-299-3596.

Repair Services

INTRAORAL X-RAY SENSOR REPAIR/SALES. Repairs with rapid turnaround. Save thousands over replacement costs. We specialize in Kodak/Carestream, Dexis Platinum, and Gendex sensors. We also buy/sell dental sensors. Call us 919-229-0483 www.repairsensor.com

For Sale

No Cost Dental Equipment Available for Dental Outreach Events. Looking to host a dental mission or community-based event, such as programs in nursing homes, for veterans, or the homeless? We have ALL the equipment you would need including beautiful new portable ADEC delivery units, a Nomad x-ray unit, and sterilizers. Equipment is available to dentists at NO COST, just return the items in good condition. Contact Dr. Jane Gillette at drjgillette@SproutOralHealth.org or 406-868-1549.

Classified ads are available at no charge to MDA members. Contact MDA at 800-257-4988 or info@montanadental.org. Visit www.MontanaDental.org for more information and opportunities.

BREWS FOR BRUSHES



LuAnn Smith, Pam Maslanka and Dr. John Smith at the Brews for Brushes event.

2019

Jan 25 • Dental Day at the Legislature, Helena

Jan 26 • MDA Board of Directors, Helena

Mar 8 • MDA CE, Dr Edward Feinberg, Helena.
 See page 13

May 9-10 • MDA Annual Meeting, Helena
 Dr. William Robbins and Dr. Roger
 Levin. See page 13

June 7 • Board of Dentistry

Sept 6 • Board of Dentistry

2020

May 7-8 • MDA Annual Meeting, Dr Dan Pompa,
 Dr. Mark Hyman, Missoula

2021

May 6-7 • MDA Annual Meeting, Missoula