

# New Haven Dental Association NEWSBRIEF

*A Bulletin For New Haven Dental Association Members*

December 2000

*Happy New Year!*

## JANUARY MEETING NOTICE

**THURSDAY, JANUARY 4, 2001**

*speaker*

**MR. ANTHONY RESCIGNO**

President, New Haven Chamber of Commerce

*topic*

**THE BUSINESS CLIMATE IN NEW HAVEN**

Come to our first meeting of the new year. Meet Tony Rescigno, newly elected Chamber President and listen to what is happening in New Haven. It should be an interesting evening.

**500 Blake Street**

*New Location for This Month Only*

|                |                                |
|----------------|--------------------------------|
| <b>6:00 PM</b> | <b><i>Cocktails</i></b>        |
| <b>6:45 PM</b> | <b><i>Dinner</i></b>           |
| <b>7:30 PM</b> | <b><i>Business Meeting</i></b> |
| <b>8:00 PM</b> | <b><i>Presentation</i></b>     |

**RSVP to Doug Rollins — 288-0900**

by Tuesday January 2, 2001.

You may mail your reservation and payment to his office at  
1220 Whitney Avenue C-8, Hamden, CT 06517.

A **Buffet Dinner** will be served.

Cost will be **\$33.00** with a reservation and **\$38.00** without a reservation.

### Officers 2000 - 2001

Dr. Philip C. Harrington  
*President*

Dr. Ronald J. D'Andrea  
*Vice-President*

Dr. Dean G. Cloutier  
*Secretary*

Dr. Avrum R. Goldstein  
*Treasurer*

### Executive Committee

Dr. James M. Quigley

Dr. Thomas G. Duplinsky

Dr. Douglas A. Rollins

### Board of Trustees

Dr. David Kusovitsky

Dr. Harold L. Horton

Dr. Morton Weyler

Dr. Sheldon H. Natkin

Dr. Ronald H. Delfini

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## PRESIDENT'S MESSAGE

I would like to take this opportunity to wish all of my fellow colleagues and their families a truly happy, healthy and prosperous New Year. It's hard to believe that the year 2000 is rapidly winding down. After all the Y2K anticipation and hype it was really like any other year (except for the election from hell). Some feel that the new millennium actually starts on January 1, 2001. Hopefully, the only concern with this New Years Eve will be trying to find an available copy of the movie 2001- A Space Odyssey to rent.

If you missed the Holiday Party you missed out on a wonderful evening of fun and friendship. The turnout was fantastic as was the food and entertainment. I know I speak for all in thanking Dr. Doug Rollins for putting this nite together. Don't miss this event next year!

Our January 4<sup>th</sup> meeting should be of interest to all of the membership...the current business climate of New Haven. When we initially set up the monthly speaker program, the board thought the beginning of the new year would be a good time to get a finger on the pulse of this city. Little did we anticipate how good this timing would be. With the December 13<sup>th</sup> announcement of the cancellation of the proposed mall, I am sure many of us have questions and concerns about New Haven's future. We have all invested a great deal of time, finances, sweat, and tears into our dental practices. Come to this meeting to hear what we can do to protect and enhance our position in New Haven. Don't forget the meeting will be at 500 Blake Street.

Our web site is now operational! Many thanks to Dr. Bruce Cha for his efforts on this project. Be sure to check it out. Again, the address is [newhavendental.org](http://newhavendental.org). The C.S.D.A.'s site will also be completed soon. Please make sure you fill out the registration form included with this year's dues bill. Efficient and timely communication throughout our dental community will be necessary in the new millennium. By using e-mail, web sites, and faxes we can boldly go where no dental association has gone before.

May the floss be with you,

Phil

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# MEMBERSHIP RECRUITMENT

ADA President Dr. Robert M. Anderton has identified the nationwide trend of declining membership as a priority of his administration. Since 1994, the percentage of active licensed dentists who are ADA members has fallen for 73.5% to 71.4%.

In Connecticut, our 83.1% is much better than the national average. However, it has also fallen since 1994.

On a state-level the following two tables provide some interesting information on the make-up of the Connecticut dental population and the level of membership in these various groups.

**TABLE I**  
**END OF YEAR 1999 MARKET SHARE**  
**ACTIVE LICENSED DENTISTS**  
**BY TARGET MARKET**

**CONNECTICUT STATE DENTAL ASSOCIATION**

| TARGET            | 1999 MEMBER |               | NON-MEMBER |               | TOTAL MARKET |
|-------------------|-------------|---------------|------------|---------------|--------------|
|                   | NUMBER      | MARKET SHARE% | NUMBER     | MARKET SHARE% |              |
| ALL U.S. DENTISTS | 1,986       | 83.1          | 404        | 16.9          | 2,390        |
| YOUNG DENTISTS    | 407         | 75.5          | 132        | 24.5          | 539          |
| WOMEN             | 216         | 70.6          | 90         | 29.4          | 306          |
| ALL FACULTY       | 33          | 67.3          | 16         | 32.7          | 49           |
| FULL TIME FACULTY | 17          | 51.5          | 16         | 48.5          | 33           |
| GPS               | 1,465       | 81.4          | 334        | 18.6          | 1,799        |
| SPECIALISTS       | 521         | 88.2          | 70         | 11.8          | 591          |
| FOREIGN TRAINED   | 9           | 50.0          | 9          | 50.0          | 18           |
| ALL MINORITIES    | 69          | 65.7          | 36         | 34.3          | 105          |
| NEW DENTISTS      | 227         | 75.4          | 74         | 24.6          | 301          |

SOURCE: 1999 ADA DENTIST MASTERFILE

**TABLE II**  
**END OF YEAR 1999 MARKET SHARE**  
**ACTIVE LICENSED DENTISTS**  
**BY SPECIALTY**

**CONNECTICUT STATE DENTAL ASSOCIATION**

| SPECIALTY           | 1999 MEMBER |               | NON-MEMBER |               | TOTAL MARKET |
|---------------------|-------------|---------------|------------|---------------|--------------|
|                     | NUMBER      | MARKET SHARE% | NUMBER     | MARKET SHARE% |              |
| GENERAL PRACTICE    | 1,465       | 81.4          | 334        | 18.6          | 1,799        |
| ORAL SURGERY        | 111         | 88.8          | 14         | 11.2          | 125          |
| ENDODONTICS         | 56          | 80.0          | 14         | 20.0          | 70           |
| ORTHODONTICS        | 146         | 91.3          | 14         | 8.8           | 160          |
| PEDIATRIC DENTISTRY | 67          | 90.5          | 7          | 9.5           | 74           |
| PERIODONTICS        | 99          | 91.7          | 9          | 8.3           | 108          |
| PROSTHODONTICS      | 38          | 84.4          | 7          | 15.6          | 45           |
| ORAL PATHOLOGY      | 2           | 66.7          | 1          | 33.3          | 3            |
| PUBLIC HEALTH       | 2           | 33.3          | 4          | 66.7          | 6            |
| TOTAL               | 1,986       | 83.1          | 404        | 16.9          | 2,390        |

SOURCE: 1999 ADA DENTIST MASTERFILE

New Haven enjoys an 85.5% membership status with only 30 non-member dentists out of a 207 total. The following table categorizes our local association.

**Table III**  
**CONNECTICUT STATE DENTAL ASSOCIATION**

| TARGET GROUP      | 1999 MEMBER |               | NON-MEMBER |               | TOTAL |
|-------------------|-------------|---------------|------------|---------------|-------|
|                   | NUMBER      | MARKET SHARE% | NUMBER     | MARKET SHARE% |       |
| <b>NEW HAVEN</b>  |             |               |            |               |       |
| ALL U.S. DENTISTS | 177         | 85.5          | 30         | 14.5          | 207   |
| YOUNG DENTISTS    | 34          | 75.6          | 11         | 24.4          | 45    |
| WOMEN             | 17          | 81.0          | 4          | 19.0          | 21    |
| ALL FACULTY       | 1           | 50.0          | 1          | 50.0          | 2     |
| FULL TIME FACULTY | 1           | 50.0          | 1          | 50.0          | 2     |
| GPS               | 131         | 83.4          | 26         | 16.6          | 157   |
| SPECIALISTS       | 46          | 92.0          | 4          | 8.0           | 50    |
| FOREIGN TRAINED   | 1           | 50.0          | 1          | 50.0          | 2     |
| ALL MINORITIES    | 9           | 75.0          | 3          | 25.0          | 12    |
| NEW DENTISTS      | 27          | 77.1          | 8          | 22.9          | 35    |

You may be wondering how other local societies are doing with membership participation. Here is a sampling: Hartford, Bridgeport and Danbury has 79%; Milford has 80%; Shoreline and New London has 82%; and New Cannan and Southington has 100%.

Phil Harrington said in his last President's Message to reach out to the 30 non-member dentists in our area. Membership recruitment is best achieved one on one by personal invitation. That begins with us, you and me, here in New Haven.

There will be more on membership throughout the year.

**PRACTICE FOR SALE:** Dr. Bob Mercurio is selling his general practice in Hamden. If interested, call him directly at (203) 281-6820.

**POSITION WANTED:** Sabitha Parasa, D.M.D., a recent graduate from Boston University seeks to associate with a general dental practice in our area. Call (203) 795-5162 or E-mail SBParasa@aol.com

**NHDA BY-LAW CHANGE:** At our next meeting, Jan. 4, we will vote on the following proposed by-law change. The treasurer will give a fully detailed financial report for the fiscal year ending June 30, no later than the following September. As it now stands, this report is supposed to be given at the Annual Banquet in May. Any questions may be asked at the meeting.

**EMERGENCY REGISTRY:** Yale-New Haven Hospital, Dept. of Dentistry offers around the clock emergency dental care for patients of any dentist who wishes to subscribe. The cost is \$250.00 per year and you must sign up every year. If interested call Julia at YNHH Dental Clinic (203)688-2465.

**A PSALM FOR A DENTIST:**

*Open your mouth wide, and I will fill it.*

*Psalm 81:10*



**ADDRESS CORRECTION REQUESTED**

New Haven Dental Association  
Dr. Dean G. Cloutier, Secretary  
123 York Street, 4L  
New Haven, CT 06511