



SCDA President's Message

By Scott Cayouette, SCDA President



Dr. Scott Cayouette

Mr. Speaker, Dr. McDonald, Mr. Latham, Board of Governors, Delegates, Alternate Delegates, the SCDA Delegation to the ADA, Colleagues, SCDA Staff, Distinguished Guests, my Business Partner Dr. Tom Kays, our Associate Dr. Louie Costa, Friends, Family, my mother Colette, my sister Natalie, my father Richard whom passed away in 1994, my son Caleb, and most of all my lovely wife Monica with her unwavering support, I am truly honored to be here today standing before you as the incoming 150th South Carolina Dental Association President. 2019 will be a huge milestone for the South Carolina Dental Association, it will be the Sesquicentennial Anniversary, the 150th year of its formation. It is hard to believe that Dr. Thomas Moore formed the South Carolina Dental Association at his office in 1869. I am sincerely humbled to lead SCDA during its 150th year and I would like to thank all of you for empowering me with your trust to lead this great Dental Association.

Confucius once stated, "Study the past, if you would divine the future." Wow what a powerful statement from the Ancient Chinese Philosopher that lived between 551 BC to his death in 479 BC. The past has helped define our dental profession but it should not constrict our creativity or our resolve. Using the knowledge, the techniques, the discourse laid down by our brilliant predecessors will help guide the South Carolina Dental Association for the next 150 years. Keeping with tradition, I am charged with unveiling the theme for SCDA in 2019 which is, "Our Past Empowers the Future."

Think back to when you were a 1st year dental student, learning about dental caries classification. Immediately your memory should recall the name Greene Vardiman Black, yes G. V. Black. If it were not for G. V. Black where would dentistry be today? G. V. Black is credited as being "The Father of Modern Dentistry" and rightfully so. As Mr. Reuben Joseph wrote in 2005 for the Journal of Conservative Dentistry, and I quote, "Greene Vardiman Black single-handedly raised dentistry from a trade to a profession and made it what it is today." G. V. Black first studied medicine with his brother Dr. Tom Black for four years before moving on to Mt. Sterling, Illinois to be an apprentice studying dentistry under J. C. Speer. G. V. Black never believed that dentistry was just a mechanical trade. He pushed the envelope and he began to develop the necessary science and the classic techniques which helped him transform the once known trade into the dental profession as we know it now almost 162 years later.

Fast forward to today, the dental profession has flourished through innovation and the constant evolution through science, techniques, and leaders that are taking us and our patient care to new heights. With the incorporation of state-of-the-art technology and materials such as: CBCT scans, Digital Impressions, Lasers, Adhesives, Composites, Zirconia based Crowns, Implant supported Prosthetics our patients are benefiting from more efficient, well-planned, multi-disciplinary reconstructions than ever before. These are awesome times for the dental profession and the patients we serve.

However, as dentists we cannot become complacent and naive! Remember what happened in the 1970's and 1980's to the medical profession. It was a perfect storm with their waning AMA membership numbers, the Federal Government, and special interests' groups formed the Triumvirate that took the concept of Mid-Level Providers and put it into action. Hence the Nurse Practitioner was born!

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If we become complacent and apathetic, ask yourself what will happen to our awesome profession? Will history repeat itself, this time with Dentistry in the cross-hairs? What will be left for the next generations of dentists? Will Dentistry still be a Profession? These are hard questions to contemplate but I ask that you do not "fall asleep at the wheel," it is all too easy with our busy lives. Our adversaries are ready to challenge our profession, they do it each and every year.

Henry Ford once stated, "Coming together is a beginning. Keeping together is progress. Working together is success." Together we need to empower ourselves by being stewards of the past, remember what happened to medicine. You may ask, how do we do this? First and foremost, we need to work together in order to protect the sanctity of the time-tested Dental Team with the Dentist at the Head of the Team. There is no other way to deliver the BEST Oral Health Care to the Citizens of South Carolina or the United States. Mid-level Providers in South Carolina is not the answer! Secondly, your SCDA will continue to work to get the appropriate State Agencies to fully fund and expand coverage for Dental Medicaid. This will enable our members to deliver the ever-important dental care to the underserved population. Thirdly, together we need to be smarter than our adversaries who would like to see our profession downgraded back to a trade. Wouldn't that make it easier for Mid-level Providers to be fully implemented in Dentistry? That talk has been floating around D.C. since the mid 2000's. Empowering each other with the proper messaging is critical to counteract the mindset that a 2-year tech degree is satisfactory to deliver dentistry to the general population. Finally, as members of the ADA, we cannot sit back and let our membership numbers keep declining each year. At an almost 2% decline in ADA active members each year will add up rapidly. Think about Medicine, and ask yourselves what will happen to Dentistry when the ADA membership numbers dwindle down to 50% market share? The Halls of Congress will turn a deaf ear to our messages and at that time Dentistry will be ripe for the picking. The cold hard facts are membership numbers matter in Washington D.C. We need to challenge ourselves to engage non-members and discuss with them the SCDA's and the ADA's accomplishments so that they see the value in membership.

Albert Einstein once stated, "Learn from yesterday, live for today, hope for tomorrow. The important thing is not to stop questioning." Together we need to Empower ourselves to help move the South Carolina Dental Association and the profession of dentistry into the 22nd Century Intact! I ask for your help and support in 2019 and beyond!

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Executive Director's Notes

By Phil Latham, SCDA Executive Director



Phil Latham

On Friday, December 7, 2108, the SCDA held its' end of the year House of Delegates (HOD) meeting. The meeting was held at Spirit Communications Park in Columbia and was a very productive meeting. The House deliberated and voted on the following actions:

- The 2019 Annual Budget was unanimously approved. It is also worth noting that after the recent audit, it was determined that the SCDA, SCDA Member Benefits Group, the SCDA Foundation and SCDA's other entities were in solid financial shape and once again received a clean audit from The Hobbs Group. The budget also reflected that once again, there will not be a dues increase for 2019.
- The 2019 Legislation Agenda was approved. The SCDA will continue to monitor and work closely with the Medicaid program and will seek funding for both the Donated Dental and Rural Incentive Programs. The SCDA will continue to work with the State Board regarding implementation of the Sedation law and regulations. The SCDA will also work with the State Board on several regulation issues including Botox and Laser dentistry. Lastly, the SCDA will monitor closely in 2019 any new Opioid Legislation or changes in the Joint Underwriters Association Malpractice Insurance.
- Dr. Craig Little provided an update on the SCDA Health Insurance Plan which became a Trust in 2017. Due to the Affordable Care Act, the Health Insurance Plan was going to be obsolete causing the move to a Trust. South Carolina Blue Cross Blue Shield contracted with Capstone Administrators to act as the third-party administrator moving forward. Dr. Little added that the plan was set to renew annually on February 1st. Dr. Little also provided information on all products endorsed by the Member Benefits Group.
- The HOD heard a presentation from Dr. Sarandeep Huja, Dean at the MUSC College of Dental Medicine.
- The House also heard detailed reports from the State Board and Donated Dental Services.
- Lastly, Dr. Ken Johnson provided a report on the upcoming 2019 SCDA Annual Session which will return to Kingston Plantation, Myrtle Beach, SC, May 2nd through May 5th. This will be a special Convention as the SCDA will be celebrating its 150th Anniversary in 2019.

Please make plans to attend the 2019 SCDA House of Delegates meeting which will be held on Friday, December 6, 2019. Right now, we plan to host the meeting again at the Columbia Fireflies Stadium.

SAVE THE DATES!

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SCDA Membership Corner

By Maie Burke, Membership and Marketing Manager

2019 Membership Dues Deadline

By now you should have received your 2019 dues statement. Payment is due in the SCDA office by February 15, 2019 to avoid the \$100.00 late fee. Under SCDA Bylaws, a late fee only applies to the SCDA portion of the tripartite bill and is in the amount of \$100.00 of the original dues amount.

Membership lapses on March 15, 2019, if you have insurance with the ADA (Great West), it will stop. You will also lose your years of service with the ADA. If you have not received your dues statement, please email me at burkem@scda.org. Please make sure you get your dues in so we can continue to serve you in 2019!

If you have recently retired, please let me know so you can receive a discounted rate!

ADA cards

For those that have paid dues, ADA cards will be mailed out during the month of January. If you have any changes such as: mailing address or district changes, please contact me at 803-750-2277 or burkem@scda.org. Cards were printed in the fall by the ADA, so addresses and district changes might have been done after they were printed.

Please let us know if you have any questions! We are looking forward to a great 2019!



Reminder: You can pay your dues online!!



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HIPAA and Battling Parents

Dealing with a minor's medical records can be a mine field when a child is from a blended family or the parents have a contentious divorce going. This gets especially sticky when you add in stepparents, grandparents and situations where a minor controls all or a portion of their own records. It's a good time to review the basics.

Custody versus Parental Rights: Don't confuse custody with parental rights. Both parents of a minor have access rights to a minor's record unless the minor can consent to their own treatment. If one parent wants to block the other parent from the records there is only one way to do that. The parent being blocked has to have their "parental rights" removed by the court. Your practice must be presented with a judge-signed order designating this. Custody of the child is different. One parent can have full custody but as long as the parental rights of the other parent haven't been revoked by the courts, then both parents can view and get copies of the medical records of the child.

Either parent can sign an authorization for a stepparent, grandparent or another person to have a copy of the records or to allow the practice to talk to that individual. It is their right and, normally, the other parent can't block that without a court-order. However, state law on custody can influence this issue. Depending on custody arrangements, it may take both parents to agree. You don't have access to the custody agreement and its implications. In a dispute the best course is to take the stance of restricting the release until you are presented with an agreement between the parents or a legal document. You do not have to be put in the middle of a parental dispute. Consult your own lawyer if needed.

Without permission from one of the parents, stepparents and grandparents do not have any rights beyond "to the extent they are involved in the care" that applies to anyone.

Adoptive Parents: In order for someone to adopt a child, one or both parents have to give up their parental rights. For example, if a woman marries and her husband adopts her child, then he becomes the father and the birth father no longer has any rights to the records.

Legal Guardians: A legal guardian is granted parental rights by court order. If someone is designated a legal guardian, parental rights are not automatically removed from the parents. That would take an extra step and, again, your practice must be presented with the court order stating the parental rights had been removed.

State Custody: When the state has custody of a minor and the child has been removed from the home, the state assumes legal guardianship of the child and the same rules apply. The social worker in charge of the case is granted parental rights but this does not remove the rights of the parents. Note that the social worker is the legal guardian, not the caregiver.

With all this, care should be taken when sharing information about one parent to the other. This especially concerns location, and credit card and insurance numbers. If possible, that information should not be included in the minor's medical record. If this is not possible, and one parent has concerns, they should consult with an attorney on how to revoke this access.

Some minors have control of their own records. In general HIPAA says that if the minor can consent to their own treatment then the minor alone has access rights. State law determines when a minor can consent to their own treatment.

The South Carolina Dental Association endorses HIPAA Compliance Services through Total Medical Compliance. Visit <https://www.totalmedicalcompliance.com> for more information and a free quote.



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We are pleased to announce...

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HIPAA Breach Notification

By Debra Gordick of Total Medical Compliance, an SCDA Endorsed Company

When you have a breach of Protected Health Information (PHI) the practice will have to notify the affected patients, Health and Human Services (HHS) and potentially other parties. The timing is critical.

Patient Notification

You must provide notice to each affected patient in written form by first-class mail, or alternatively, by e-mail if the affected individual has agreed to receive such notices electronically. If you have insufficient or out-of-date contact information for 10 or more individuals, you must provide substitute individual notice by either posting the notice on the home page of your practice web site for at least 90 days or by providing the notice in major print or broadcast media where the affected individuals likely reside. These notices must include a toll free number to contact you for more information about the breach. If you have bad contact information for fewer than 10 individuals, you may provide substitute notice by telephone or other means.

These patient notifications must be sent as soon as possible and in no later than 60 days following the discovery of a breach. The reporting time clock starts when the incident is discovered not when you determine it is a breach. The letter must include a brief description of the breach, a description of the types of information that were involved, the steps patients should take to protect themselves from potential harm, a brief description of what you are doing to investigate the breach, mitigate the harm, and prevent further breaches, as well as contact information for questions. If you have patients affected that are not in your calling zone you must include a toll-free phone number that remains active for at least 90 days.

With respect to a breach at or by a business associate, while the covered entity is ultimately responsible for ensuring individuals are notified, the covered entity may delegate the responsibility of providing individual notices to the business associate. Covered entities and business associates should consider which entity is in the best position to provide notice to the individual, which may depend on various circumstances. It helps to have clear cut responsibilities included in the Business Associate Agreement.

Media Notice

If a breach affects 500 or more residents of a state or jurisdiction, in addition to notifying the affected patients, you must notify prominent media outlets serving the affected area. The usual method for this notification is a press release. Like the individual notice, this media notification must be provided without unreasonable delay and in no case later than 60 days following the discovery of a breach and must include the same information required for the individual notice.

Health and Human Services Notification

In addition to notifying affected individuals and the media (where appropriate), covered entities must notify HHS by going to their website and filling out and electronically submitting a breach report form. If a breach affects 500 or more individuals, covered entities must notify HHS no later than 60 days following a breach discovery. Reports of breaches affecting fewer than 500 individuals are due to HHS no later than 60 days after the end of the calendar year in which the breaches are discovered (as of March 1).

The South Carolina Dental Association endorses HIPAA Compliance Service through Total Medical Compliance. Visit <https://www.totalmedicalcompliance.com> for more information and a free quote.

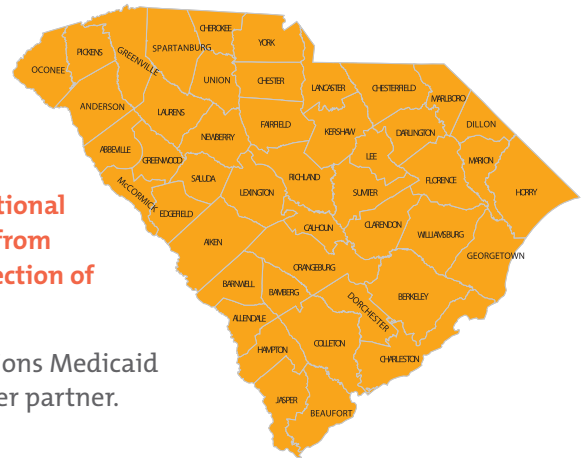
Debra Gordick is the mediator/government liaison for Total Medical Compliance. TMC is a private consulting company providing affordable programs and seminars for health care providers, allowing them to achieve and maintain compliance with government regulations such as HIPAA, OSHA and infection control. TMC services include on-site employee training, customized compliance manuals, office inspections, and ongoing client support through monthly newsletters and a fully staffed Client Service Center. For additional information call 888-862-6742 or email service@totalmedicalcompliance.com.

To Unsubscribe from the hard copy Bulletin please email Sue Copeland at copelands@scda.org or call us at 803-750-2277.

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DentaQuest manages the Healthy Connections dental program. We greatly appreciate the contributions of providers. Our provider web portal makes it easy for you to submit claims and authorizations, check member eligibility and more.



DentaQuest is pleased to offer a series of new educational webinars on the second Wednesday of every month from noon to 1 p.m. EST. Check the "Related Documents" section of your web portal for registration information.

For more information on the South Carolina Healthy Connections Medicaid Dental Program or provider trainings, please contact a provider partner.

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Looking for a **part time** afternoon/evening on weekdays or Saturdays general dentistry moonlighting job in Beaufort/Bluffton area. Clinical skills include, molar endo, extractions, and CEREC. Please feel free to contact me swood8909@yahoo.com.

2000 MUSC graduate with SC license in good standing. Seeking **Associate opportunity**. Prefer Columbia, but will consider Greenville or Charleston. Available immediately. I have been treating a high caries risk population since 2005 and am comfortable with all restorative procedures. May leave message by email spitz5150@yahoo.com or 803-348-1795.

Positions Available - Dentists

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Volunteer at the Helping Hands Dental Clinic (Georgetown). Th 5:00 pm. Tracy at 843-527-3424 or acct.hhands@gmail.com.

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Associate Dentist needed in Chapin/Lake Murray area part and full time position needed in privately owned, fee for service practice. Potential buy-in opportunity available as well. If interested in full time or part time work, please send resume to southcarolinadentist7@gmail.com.

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FT/PT dentist needed for a fun, energetic family practice in Easley, SC. Please send resume to daoe0414@gmail.com.

Seeking **full-time or part-time GP** associate for Rock Hill/Lake Wylie area. We are a two-office private practice with a reputation for excellent service and care. The ideal candidate will possess superb chairside manners and strong diagnostic and clinical skills. Pay based on percentage of collections with guaranteed base. Contact drvanessanvargas@yahoo.com.

Associate Dentist needed in August, GA area. Bela Family Dentistry is looking for a general dentist seeking a new opportunity. Must be able to provide comprehensive care, while delivering a high level of customer service. Generous compensation package, including health insurance, 401k and more. If interested, please email CV to mfaile@beladentistry.com.

Associate Dentist needed in Columbia, SC area. Bela Family Dentistry is looking for a general dentist seeking a new opportunity. Must be able to provide comprehensive care, while delivering a high level of customer service. Generous compensation package, including health insurance, 401k and more. If interested, please email CV to mfaile@beladentistry.com.

Dentist: Associateship/partnership opportunity in SC. Our family owned and operated group practice in Greenville & Columbia is seeking FT and PT General Dentists interested in associateship, working independent and/or partnership model. Financial opportunity potential \$400,000+. Please email resume to dentist@admpcmail.com or call Ms. Kimberly 267-434-9786.

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General dentist for a \$1M practice in **Greenville** with potential earnings of \$250-300K as a full-time associate. CEREC scanner, and office set up for placing implants. Amazing high functioning staff already in place. Experience preferred. Candidates must have outstanding work ethic, excellent skills and great chair side manner. Contact Debra 864-624-2730 and submit CV to debnodine@gmail.com.

Positions Available- Staff

Advanced Dental Center of Florence is offering a full or **part time hygienist** position! The position pays above average salary and benefits that can change to commission if it benefits the hygienist. Contact Alex at 843-629-8000 carolinasmile.com.

Seeking **full time pediatric dental assistant** in busy pediatric dental office located in Irmo/St Andrews area. Doctor owned practice with focus on quality of patient care. Very positive family friendly work environment. Must love children and be patient, compassionate and reliable. Pediatric experience preferred. Spencer.collins@gmail.com.

Looking for a motivated, goal oriented **Dental Hygienist** to provide efficient dental care. If you are a people friendly team player, then you are the hygienist we are looking for to fill the position. Please fax resume to 803-647-1315 or email to simplysmile7457@gmail.com. Full or part time available.

Dental Assistant - at William A. Burn, III, DMD, PC, we provide excellence in patient care. Full-service general practice providing all aspects of dental care. CDA/EDDAs seeking a FT/PT position and have excellent communication skills, attention to detail, can multitask, and want to work with awesome, caring people, visit www.williamburn.com

Practices/Office Space Available

Satellite dental office; 52 foot trailer. One operatory fully equipped white coastal chair. One operatory plumbed and ready. Lab, reception, business office, 1 full bathroom and HVAC included. Ready to move to your location. \$30,000 OBO call 803-648-3251

Near Myrtle Beach, Established General practice, consistently collecting \$2M. 11 Operatories. Dr will stay for transition. Building for sale. Please email info@usdentaltransitions.com or call 678-482-7305. Listing ID SC1082

Perio practice #SC-1338: Spartanburg County. 5 operatory perio practice. Well established practice in phenomenal area, free standing building in gorgeous setting. Avg. collections \$657,871. Contact National Practice Transitions 877-365-6786x230 a.christy@nptdental.com, www.nptdental.com.

Columbia, Established General Practice 5 operatories, Dentrix Software, Mostly FFS, collecting \$1M+. For more information please email info@usdentaltransitions.com or call 678-482-7305. ID SC1084

Columbia, Amazing 11 operatory practice, on track to collect over \$1.6 million. Huge upside potential! Room for 4-5 doctors including specialists. Dr. relocating to another part of the state. Please contact us at 678-482-7305 or info@usdentaltransitions.com. ID SC1052

Office duplex for sale or lease- **St. Andrews-Irmo area**. Duplex has 1800sf dental office with 4 operatories, waiting room, lab, reception office and private office for dentist. Office is currently equipped. The rental office next door is currently leased and is 1500sf. Call or text 803-237-5552.

Charleston Strong **Oral Surgery Practice**, 6 operatories, Average collections \$700K for past 3 years. Building for sale. For more information please email info@usdentaltransitions.com or call 678-482-7305. Listing ID SC1081

Lancaster County- Extraordinary opportunity in the heart of the county. Practice is growing and located less than an hour from Columbia, SC, and less than an hour from Charlotte, NC. Five treatment rooms, 2800sf. Stand-Alone Building for sale as well. Excellent staff. Gross receipts of \$400,000.00. Krista Butler, 919-622-8339, Krista.Butler@henryschein.com. #SC113

South of Columbia, General practice, Collecting over \$700K, 4-day week, 5 equipped operatories. Free-standing building, for sale. Primarily FFS and PPO. Doctor will stay for transition. Please email info@USDentalTransitions.com or call 678-482-7305 ID SC1065

Pee Dee Region- Great opportunity! Looking for practice ownership that includes owning the building? The standalone building has approx. 2400 sf, there are six (6) ops and plenty of additional space. Practice grossing approximately \$500,000. Softdent practice management, panoramic and digital x-rays. Krista Butler, 919-622-8339, krista.butler@henryschein.com. #SC116.

Charleston, Oral Surgery. Established, 30+ years at location. All FFS, consistently collecting over \$1.6 million Lots of referrals and staff to stay. Building available for sale or lease. Doctor to stay on for transition Doctor will stay for transition. Email info@USDentalTransitions.com or call 678-482-7305 ID SC1056

West of Columbia near Savannah River. General practice, small town, collecting \$600k+ on 4 days/week. Established, at present location 7+ years. 3 equipped operatories, expandable. Transitioning to chartless/paperless office, digital Xrays and Sirona Pan. Dr can stay for transition or retire immediately. info@USDentalTransitions.com or call 678-482-7305 ID SC1074

2 Oral Surgery Practices near Myrtle Beach and Columbia. 1st 4 operatories, 2nd 3 surgical suites. Collecting over \$800,000 working part time. Long term patient base, referrals and staff. Surgeon moving but will stay on for transition. In private practice 20+ years. For more information please email info@USDentalTransitions.com or call 678-482-7305 ID SC1053

Unique opportunity- attractive 1980 sf dental practice with 3 treatment rooms (space for 4, 2 are fully equipped) in 100% location on Ocean Highway in **Pawleys Beach, SC**. Opened 2014, the practice offers 995+ active patients and growing! Offered at \$125,000 which is 36% of replacement cost. Call Dentcetera-Advisors, LLC 480-422-6156.

Spartanburg- 1463 E Main St. Dental office available, recently vacated by a pedodontist who has just built her own office. Please call Wood Lay for details 864-583-4110.

Summerville- Practice is currently grossing \$1M+ with huge growth potential. The up-to-date facility includes 7 ops (with space for 1 additional room), digital x-ray, digital pan, CEREC, paperless and Eaglesoft software. Associate with the opportunity to become an equal owner within 1 year. SC-5441 Contact AFTCO 800-232-3826.

Columbia- GP practice grossing over \$1.2M. It has great roadside visibility with free parking. The practice consists of 10 ops in a stand-alone building. All ops are equipped with computers, digital imagery, and Eaglesoft software. The seller will assist to ensure a smooth transition. SC-5509 Contact AFTCO 800-232-3826.

Northwest of Columbia- GP in excellent condition, 5 ops, digital x-ray, digital pan, CEREC, and Eaglesoft software. Practice collects nearly \$650K per year and has a 95% FFS patient base. The owner is ready to retire and refers out several procedures leaving room for growth. SC-5428. Contact AFTCO 800-232-3826.

For Sale - General Practice in **Myrtle Beach** Fantastic, financial opportunity to live, work and play by the beach! Well established location with mature, loyal patient base. No Medicaid. Six operatories with room for expansion. Long term lease in place. Grossing in excess of \$650K on a short work week. Eaglesoft and Schick digital sensors. Exciting opportunity for competent/aggressive dentist sgdmd@aol.com

For Sale

For Sale: Dental equipment chairs, units, lights, cabinetry, x-ray, vacuum, compressor, sterilizers and handpieces. Any and all things dental call 843-697-7567.

For Sale: **I-CAT- 2008 Gendex GX-CB500**. This unit is in good working condition and was recently pulled from service and professionally de-installed. \$35,000 contact charles@mstxs.com or 843-697-7567.

For Sale: **2 Sirona Orthophos 3 digital panoramic x-rays**. One is fully functional and the other is only missing a timing circuit board. Offering both as is for \$12k obo call 864-229-4813

Soredex Cranex Novus e digital **panoramic for sale**, \$14,000. 3 years old, works perfect. Waranteed through 9/2020. Older units selling for \$19,000 online. 7 refurbished computer towers, \$400 each. Retail for \$800. I can send specs/pictures. Pano buyer responsible for pickup/delivery. Computers can be shipped for extra. Contact fairwaydentalm@gmail.com.

Dental Equipment For Sale: 2 Pelton Crane Ops. with nitrous, x-ray, statim 5000, compressor and more 40K. doby2@live.com

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Charleston Branch
2300 Clements Ferry Rd., Suite 103
Charleston, SC 29492
843-849-5260