

Annual General Meeting 2005

- 10-11 June
- St. George Hotel, 58 Old Pta/Kempton Park Road
- Registration Essential

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Tariffs 2005

During the DENTASA AGM in 2004, David Owen explained to members how the new fees will be arrived at. In a nutshell, fees were to be composed of a technical fee (cost of equipment), professional fee (labour/hour), and materials. This would ensure that all dental technicians receive equal remuneration for professional time spent on the job. He also explained that some fees will go up, but that some will come down. The meeting unanimously gave its support to the Exco to implement this.

At a Tariff Committee meeting, a well prepared appeal was made by your representatives for a increase of no more than 30% percent. The Tariff Committee accepted that the increase was needed to eradicate the lagging of fees, but felt that there would be resistance to implement such a large increase in one step. It was thus proposed that it should be implemented over a period of three years. The outcome of this was that our representatives got the assignment of: "Get the playing field level for all disciplines of Dental Technology, and keep the increase at 12 percent."

Your representatives then went into an intensive period in which costs of equipment and materials were assessed for each discipline. When all the calculations were done (and audited) it was clear that some Crown-and-bridge and CrCo fees were lagging behind those of Orthodontics and Prosthetic work, primarily due to the "technical fee", or in cost of equipment and materials. During 2004, a Prosthetics technician worked for R 144 per hour, an orthodontics technician for R 168/h, a CrCo technician for R 87/h and a Crown-and-bridge technician for R 126/h. These discrepancies were clearly not acceptable.

True to the mandate they received, the representatives then calculated a universal Professional Fee. According to their briefing from the Tariff Committee, a fee of R 154.20/h for all disciplines was arrived at. The total fee thus consists of time spent on a job + equipment needed cost and write-off + cost of average materials.

Other overheads like building rent, telephone etcetera were not taken into account as they are too variable.

When all fees were calculated it was evident that some fees were lower, even with the 12% increase afforded in the total package. This can be explained if the point of departure for this exercise (equal remuneration per hour for everyone) is taken into account. Purely from the principle of fairness to all, this was taken to the Tariff Committee where it was accepted.

We do understand the feelings of those who think that it is unfair to raise some disciplines' fees and lower others. The predicament was about how to make the playing field even, and not discriminate against those who have clearly been lagging or continuing with the "unfair" advantage others had. In the end it panned out that a one-time adjustment was made to get everyone on parity so that the problem does not reoccur. Everyone will receive equal annual increases in future.

"It's too expensive to go to the AGM."

REALLY? Think again:

Get 3 buddies together, share a car and drive up for the AGM weekend. The cost per person for FRIDAY AND SATURDAY night:

Twin bedded room: R 500 pp
Double bed room: R 560 pp
Family room for 3 occupants: R 480
4 occupants: R 495
5 occupants: R 440

Remember, this is for **both** nights, Full English breakfast included!

Luxury rooms also available from R380-R1200pp per night.

What's included in my FREE AGM registration for members?

Meet your colleagues Friday night for cocktail snacks, enjoy complimentary lunch, teas, coffee and snacks, a traders exhibition, great prizes, lectures (Guest speaker: **Willi Geller**) and

Make important decisions at the AGM!

Dine with the Master

Members:

Register before 30 April and be entered into the early bird draw and stand a chance to join **Mr. Geller** at his table at the presentation dinner Saturday night!

Is this REALLY too much to spend on your future?

DENTASA MEDICAL AID SCHEMES AND MOMENTUM GROUP SCHEME

DENTASA has **two Medical Evaluation-Free Groups:**

1) Medical Aid Schemes – Discovery Health AND Omni Health

2) Group Coverage Momentum

(life coverage R400 000, dreaded diseases R200 000, income protection R12 500 and funeral coverage R10 000)

Legislation changed this year and law now requires all Medical Evaluation-Free Groups, like DENTASA, to **provide membership certificates** of all members on their schemes.

If there are members on these group schemes who are not members of DENTASA, these group schemes will be in jeopardy

and true members of DENTASA could be disadvantaged in the process. DENTASA cannot allow this and will unfortunately be forced to take the non- DENTASA members off the schemes, who will then lose all the benefits offered by these schemes.

This implies that non-members will then have to go for medicals and most likely pay higher premiums. It also implies that all recent or future employees of these laboratories will be without coverage.

On the MOMENTUM GROUP SCHEME all members who are not members of DENTASA

MUST be taken off the scheme and **NO** future employees can become members of this scheme if the laboratory owner is not a member of DENTASA

Laboratories or lab owners are urged to immediately become members of DENTASA to avoid being removed in order for DENTASA to comply with the legislation.

Reminder!
Time to pay your membership fees: R360 for employees & R720 for employers.

Towards Equity in Dental Technology

Tshwane University of Technology gets hundreds of applicants for the program in Dental Technology, but still find it difficult to reach their equity objectives. The program is currently white male dominated.

If you know of any suitable candidates, please refer them to the Department of Dental Sciences at Tshwane University of Technology. Closing date for applications is 15 June 2005. The selection process consists of a potential assessment psychometric test, a dexterity test and an interview. Applicants should have a combination of Mathematics and Science or Mathematics and Biology or Science and Biology on at least standard grade, grade 12.

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The **Working Committee** meets on the first Tuesday of every month. Contact the office by the previous Thursday if you would like an item to be placed on the agenda. The **DENTASA Tariff Committee** is already busy with the tariffs for 2006. Contact Dave Owen (011-464 1604) or Peter Kapp (011-789 6383) with your suggestions.

In Short....

As promised to the members in 2004, our President Axel Grabowski visited all the branches again this year. The nuts and bolts of the new tariff structure were again explained and members were urged to submit their views and ideas.

All the meetings were well attended and fruitful, except for the Durban meeting which unfortunately had a mediocre attendance.

Thank you to each and everyone that is prepared to get involved and attend meetings, that's the way to go!