A MESSAGE FROM THE PRESIDENT

Springtime Greetings To You All!

As we move into 1995, we continue to refine the operations of our college, in administrative areas as well as in our didactic programs. Dr. Ed Yob orchestrated a superb mid-year program at Park City, and I would like to commend him for providing such a wonderful program. The guest speakers, membership speakers and resident speakers all delivered well prepared and timely addresses. I would like to particularly commend our residents who spoke, as the quality of their lectures reflected very well on them and their training programs. I would like to thank Dr. Michael Scott also for his work as liaison to the American Academy of Dermatology (AAD). As you know, Dr. Mitchell Sams, the incoming AAD president, delivered two very informative lectures, and seemed very much to enjoy our program. We certainly were fortunate to have his participation and to interact socially with him. Our mid-year meeting was also attended in its entirety, including many social events, by Mr. Raymond Cunningham, Jr., Assistant Executive Director for Professional Relations of the American Academy of Dermatology. Mr. Cunningham was very impressed with our program and our people. He sent me a very positive letter following our meeting and hopes to be invited to return to some of our future meetings. Of course, we will work to arrange that.

Dr. Robert Schwarz, our mid-year site selection committee chairman, has been arranging for the sites of several future mid-year meetings. Our 1996 mid-year meeting will be held April 10-14th at the Hilton Hotel in Myrtle Beach, South Carolina. As you probably know, our annual meeting in October of 1995 will take place in Orlando, FL. Dr. Matt Leavitt, the program chairman and President-Elect recently reviewed with me his plans for that program, and I can assure you that it will be a marvelous one. Of course, Orlando offers a wide array of possibilities for family entertainment. I hope you all will plan to attend.

Again, I'd like to thank Dr. Jim Del Rosso for his tireless efforts in regard to procuring financial support from the pharmaceutical industry for our programs and endeavors. He continues to oversee our "Key Contact Program", which allows us to keep a key contact person from our college in contact with a key contact person from each of the pharmaceutical corporate supporters. I would also like to thank and recognize Dr. Michael Mahon, as he continues to be very successful in obtaining corporate support. We all owe these two colleagues a great debt of gratitude.

We had some input into the AOA response to fee structure issues. We have generally paralleled the AAD position on most issues. Of course, fee structure issues will continue to undergo change and we will continue to keep informed of the issues as well as the AAD and AOA stance on them.

In a recent phone conversation with Ms. Becky Mansfield, our Executive Director, I asked, "How is it going today?". Becky replied that it was a "routine day". It was great to hear that days had become "routine" in our national office after the protracted transition period. Becky and Linda, Becky's administrative assistant, worked hard to facilitate the generally smooth transition, which is now complete. We are fortunate to have Becky working for us.

Finally, I would like to publish for you the Five Year Goals of our college (page 2) which were most recently summarized by our long range planning and development committee headed by Dr. Del Rosso.

I hope to encourage and work with other committee chairmen to create new ways to promote our college and to improve upon our activities.

Fraternally,
Gene E. Graff, D.O.
President
AOCD FIVE YEAR PLAN

Overall Philosophy
As the AOCD is a small organization, emphasis is best placed on not spreading the efforts of the college too thin. The AOCD should focus on a limited number of major objectives and meet these goals. Osteopathic dermatologists will be best served if the college "does a few things very well and with class" rather than tackle a multitude of projects which are not done with quality or not carried to completion. Emphasis should be placed on excellence in residency training and CME, increasing AOCD membership in order to maintain unity with "strength in numbers", and representing the needs of the AOCD membership with regard to changes in the "climate" of medical practice.

Monitoring Quality of Dermatology Residency Programs
A major goal of the AOCD is to assure that osteopathic dermatology residency programs consistently meet required standards and strive to provide residents with excellent training in medical dermatology, surgical dermatology and dermatopathology. With the phasing out of preceptorship programs, the AOCD must be proactive in assuring that all osteopathic dermatology residency programs consistently provide high quality training. Emphasis should be placed on quality, not quantity.

Continuation of Educational Excellence in CME Programs
The AOCD must continue on its current course of providing two excellent dermatology CME programs each year. It is recommended that programs continue along the current basic format.

Political and Public Relations Issues
The AOCD needs to increase activity with regard to managed care and governmental relations. As a group, we need to provide support and security to our membership and serve as their ally. An enhanced relationship and alliance with the AAD needs to be aggressively investigated. This will require increased activity from our AAD liaison.

The AOCD needs to respond quickly when notified that D.O. dermatologists are discriminated against by virtue of their osteopathic dermatology training. This would include reacting to efforts to exclude D.O. dermatologists from managed care contracts. A major responsibility of the AOCD is to ascertain that the government and insurance companies know we exist and recognize us as qualified dermatologists.

Consideration must be given to consulting with a public relations firm to develop ideas and initiate projects to enhance recognition by the public.

Increase AOCD Membership
Continued efforts to improve membership benefits, attract new members and maintain our current members are already underway and must be continued.

Increase Relationships with Our Supporters
The AOCD must actively work on ways to improve relations with corporate sponsors, streamline mechanisms of raising funds and increase the number of annual AOCD corporate supporters. Novel concepts such as the corporate membership program need to be developed.

Streamline National Office Activities
Over the next few years, the AOCD officers need to work closely with the AOCD National Office to automate functions that need to be carried out each year and completed in a timely fashion. This improves efficiency as new officers don't need to "reinvent the wheel" once they successfully move on to their new positions. Their energy can be spent on developing improvements.

Investigate Utilization and Management of AOCD Funds
The AOCD Finance Committee needs to develop a long term financial plan for the college.
THOUGHTS FROM THE EXECUTIVE DIRECTOR

I urge each of you to begin making plans now for our upcoming meetings. The annual meeting will be held in Orlando, Florida October 15 - 19, and as you will note from an article in this issue, it looks like Dr. Leavitt is putting together an excellent program that will be of benefit to all our members. Also, the midyear location for 1996 has been finalized. It will be held in Myrtle Beach, South Carolina at the Myrtle Beach Hilton Oceanfront Golf Resort April 10-14, 1996. More information on that meeting will be coming out this fall. Dr. Craig Ziering will be the program chair for the midyear meeting and I am sure he will do an excellent job with this program.

During the past few months we have worked with several of our members in gaining recognition for their Osteopathic specialty training in order to receive hospital staff privileges, HMO privileges, staff status on managed care programs, etc. If anyone is encountering problems or needs some documentation, please feel free to contact the national office and we will help you in any way we can. If you have dealt with these problems on your own and have information that you can provide to the national office that can be used by other individuals, please copy the national office with related correspondence, as we are trying to create a file in order to provide the most appropriate documentation for each individual. This is an issue that will continue to be present for quite some time as more managed care programs, PPO’s and similar programs grow and become more popular.

Please do not hesitate to contact the national office if there is anything we can do for you. Don’t forget to mark your calendars for the annual meeting in October and the midyear meeting next April.

Becky Mansfield, Executive Director

ANNUAL MEETING

It was good to see everyone at the midyear session in Park City. The meeting went well and the content was stimulating. Dr. Yob certainly did an excellent job in planning such a successful program.

Mark Your Calendars: Planning of the Annual Meeting is now in progress. The dates are October 15-19, 1995 and the locale will be Orlando, Florida. We are anticipating an exciting program including a variety of excellent nationally recognized M.D. speakers along with several presentations by D.O. dermatologists and dermatology residents.

The following is a partial list of the scheduled speakers for the 1995 AOCD annual meeting.

Dr. Robert Rietschel, a nationally recognized expert on contact dermatitis will be presenting “Contact Dermatitis and Patch Testing”.

Dr. C. Ralph Daniel III will speak on the treatment of nail infections, emphasizing new therapies for onychomycosis. Dr. Daniel has authored numerous articles and chapters on nail disease.

Dr. Joseph Biskowski, known for his interest in skin infections and “treatment pearls” will be presenting “Pityrosporum among other things…”

Dr. Lloyd Cleaver and Dr. Jim Del Rosso will be presenting “Therapeutic Hotline 1995” a session dedicated to advances in treatment.

Dr. Alex Kowalczyk and Dr. Jim Del Rosso will be presenting a Tumor Board Session, covering skin malignancies of significance to dermatologists.

In addition to the above topics, we will have sessions on a full range of other topics including sessions on laser technology, immunology, diagnostics, electrosurgery, pediatric dermatology, skin cancers, cosmetic surgery and much, much more.

We intend to again have a spouse’s program (one that will allow the kids to attend) and look forward to a good turnout. In the next issue of the newsletter the detailed program will be published. Looking forward to seeing you all in Florida next fall.

Matt L. Leavitt, D.O. Program Chairman

Thank You to our 1995 Midyear exhibitors.

We appreciate your support and contributions to our program.

American Laboratory Associates, Inc.  ICN Pharmaceuticals, Inc.
Brymill, Inc.  Janssen Pharmaceuticals, Inc.
C & M Pharmacal, Inc.  Lever Brothers Company
Dermatopath Laboratory of Central States  Look, Inc.
Dermatapix/Pharmatopix, Inc.  Medicis Pharmaceutical Corp.
Dermik Laboratories, Inc.  Neutrogena Corporation
Estelle Cosmetics, Inc.  Oclussen Pharmaceuticals, Inc.
Freeman Cockerell Dermatopathology  Olympus America Inc.
Glaxo Dermatology  Ortho Pharmaceutical Corp. - Dermatological Div.
Herald Pharmacal/M.D. Formulations  Roche Dermatologics
HGM Lasers  Schering Corporation
Hill Dermaceuticals, Inc.  Stiefel Laboratories, Inc.
MIDYEAR CONFERENCE HUGE SUCCESS FOR THE AOCID

The Midyear Conference and Scientific Seminar of the American Osteopathic College of Dermatology was held March 15 through the 18 at the Yarrow Resort in Park City, Utah. In excess of 90 physicians attended the conference making this the largest attendance at a ski meeting in AOCID history.

The program kicked into high gear on Wednesday March 15 with the opening reception and Exhibit Hall which was filled to the rafters with technical exhibits.

The first presentation was by Eugene T. Conte, D.O., well known to all members of the AOCID, who enlightened us on the “AHA, OTC Controversy” with an informative and enjoyable topic entitled “Lotions, Potions and Notions”.

The second phase of Wednesday’s program involved a new concept for the AOCID Midyear Program, that of a Resident Symposium. In previous AOCID Programs, Resident Presentations were scattered throughout the conference frequently using two simultaneous lecture rooms. This year, a new approach was used, grouping the Resident Presentations providing a more cohesive format for both the Resident Presenters and Resident attendees.

Thursday’s morning session began with a continental breakfast followed by a Dermatopathology Workshop given by Craig Austin, M.D., Director of Dermatopathology at the New York College of Osteopathic Medicine and the St. Barnabas Dermatology Residency Program. Dr. Austin reviewed numerous cases of “look-a-like” histopathology sections and geared his talk to a review of cases that are considered “typical” board type cases.

The next featured speaker, Lawrence J. Meyer, M.D., Ph.D., came from the University of Utah in Salt Lake City and the VA Medical Center. Dr. Meyer talked about “The Inheritance of Melanoma Risk.” He is well known for his pioneering efforts in the actual mapping of the melanoma gene. Following Dr. Meyer was W. Mitchell Sams, Jr., M.D., the President Elect of the American Academy of Dermatology and Professor and Chairman of the Department of Dermatology at the University of Alabama. Dr. Sams gave an excellent review of the clinical manifestations and serology of lupus highlighting the clinical relevance to the practicing dermatologist.

The morning session was wrapped up by Shelly A. Friedman, D.O., who reviewed “Glycolic Acid for Facial Rejuvenation” and discussed the use of Glycolic Acid Treatments as a practice builder in this era of increased health care reform.

The remainder of the midday was free allowing participants the opportunity to enjoy the outdoor sporting activities well known in the Park City ski area. Although, the weather was a bit warmer than usual, skiing was described as great, especially at the higher elevations.

The afternoon session was inaugurated by an outstanding review of “Radiation Therapy for Skin Cancer”, by Vincent A. Cipollaro, M.D., who is Associate Professor of Dermatology at Cornell University Medical College in New York. Not only did Dr. Cipollaro provide a wealth of clinical information, but his unique style of lecturing kept everybody on the edge of their seats. Following Dr. Cipollaro, Michael J. Scott, D.O. gave the first in an ongoing series of presentations on “Occupational Dermatology”. We will be looking forward to his second installment which will be given at the annual meeting in Orlando, this coming October. The evening then concluded with another series of Resident Presentations grouped into the evening Resident Symposium.

Friday morning’s session began with a “Dermatopathology Workshop” given by Alexander P. Kowalezyk, M.D., Co-Director of American Lab Associates in Fort Lauderdale, Florida. The focus of his presentation was “Great Cases from Florida.” He presented numerous cases which proved to be both provocative and very enlightening.

An exciting presentation entitled “Intraoperative Lymphatic Mapping for Melanoma - An Overview”, was presented by Merrick I. Ross, M.D., Chief of the Melanoma Section of the Department of Surgical Oncology at M.D. Anderson Cancer Center in Houston, Texas. Dr. Ross presented some of the original work he accomplished when he was involved in pioneering the procedure of intraoperative lymphatic mapping. Not only was this talk most informative, it provided a spring board for some incredible hallway discussions throughout the rest of the conference.

The attendees were then honored to hear once again from W. Mitchell Sams, Jr., M.D., in a presentation entitled “Patients From Whom I Have Learned.” In this presentation, Dr. Sams presented a collection of clinical vignettes about patients and situations which would lead one to think along a certain clinical pathologic line, but in the end turned out to have a very different diagnosis.

Following Dr. Sams, Dr. Greg Piro, the Resident Liaison to the AOCID gave an enlightening talk on the “Drug Manifestations of HIV Infection”. The remainder of the morning and early afternoon were then set aside for all participants to enjoy more of the outdoor sporting activities in the Park City Area.

The afternoon session began with a special guest presentation by Raymond W. Cunningham, the Assistant Executive Director of Professional Relations from the American Academy of Dermatology. Mr. Cunningham discussed “Coalition Building” and entertained questions from the audience regarding areas were the AAD and AOCID could cooperate towards common goals. He also praised the work by Michael Scott, D.O. in his efforts to build a better working relationship and dialog between the AAD and AOCID.

The “Use of the Laboratory in the Diagnosis and Management of Rheumatoid Disease” was presented by Richard A. Pascucci, D.O., Assistant Dean of the Philadelphia College of Osteopathic Medicine and Professor of Medicine in the Division of Rheumatology at PCOM. Dr. Pascucci is in demand throughout the country for his unique lecture style with clear and concise presentations of material that by its very definition is quite complicated.

Following Dr. Pascucci, the final Resident Symposium took place. Later that evening a Gala Reception at the Deer Valley Lodge was held where Dr. R. E. Bellows presented a very special session on Hypnosis. The reception allowed an opportunity for continued fellowship amongst the attendees, presenters, and exhibitors. It is fair to say that when Dr. Bellows began his presentation on Hypnosis, the audience was full of skeptics. When Dr. Bellows completed his presentation, there were few skeptics or non-believers to be found. The program was a lot of fun not only for the physicians, but for their families as well.

Saturday’s closing session began with a continental breakfast and a presentation by Ronald C. Miller, D.O., “Tails of Nails”. In his presentation, Dr. Miller emphasized the practical approach in the evaluation and treatment of diseases of the nail.

The remainder of the morning focused on the topic of melanoma. The first session was a Dermatopathology Workshop by Clay J. Cockerell, M.D., Assistant Clinical Professor of the Departments of Pathology and Dermatology at the University of Texas, Southwest Medical Center in Dallas, Texas. Dr. Cockerell focused on the histopathology of lesions that were either melanocytic in nature or could easily be confused with melanocytic lesions. After a brief discussion, the program concluded with a “Melanoma Workshop” coordinated by James N. Del Rosso, D.O. and featuring Dr. Del Rosso and Cockerell. This workshop presented an exhaustive review of the approach to the patient with melanoma and featured many outstanding Kodachromes both clinically and histologically.

We have received many evaluations and comments from various attendees emphasizing the very high caliber of the presentations both individually and as a whole. Much credit for all of the details goes to Becky Mansfield, the Executive Director of the AOCID and to Rita Harlow, Director of Continuing Medical Education at the Kirkville College of Osteopathic Medicine who with her staff were responsible for the myriad of arrangements necessary to have a successful conference. It is only through the participation of individuals such as these that we as members of the American Osteopathic College of Dermatology are able to realize the tremendous success that we have had with the 1995 Midyear Meeting.

Edward Yob, D.O. - Midyear Program Chair
MIDYEAR HIGHLIGHTS

Lloyd Cleaver, D.O. and Raymond Cunningham, AAD Assistant Executive Director of Professional Relations, visit following Mr. Cunningham's presentation.

Dr. Virginia Schekora visiting with Annie Bell and Gary Davis of American Laboratory Associates, Inc.

Dr. Ed Yeh, Program Chairman, outlining Friday's activities.

Dr. Shelly Friedman discussing "Glycolic Acid for Facial Rejuvenation."

Dr. Mitchell Sams, AAD President-Elect, presenting "Patients From Whom I Have Learned."

AOCD members at the Gala Reception.

Dr. Lynn Sikorski (left) and Dr. Roger Byrd (right) with Michael Byrne of Brymill, Inc., winners of the donated crvoc units.
MOHS SURGERY EXAMINATION
PLANNED FOR 1996 MIDYEAR MEETING

The Mohs micrographic surgery subcommittee in cooperation with the American Osteopathic Board of Dermatology has been working diligently in preparation for an examination in Mohs micrographic surgery. Eligibility requirements have been approved and will be distributed to the AOCD membership in the near future by a separate mailing. The osteopathic dermatologists who meet the requirements to take the examination would receive a Certificate of Special Competency in Mohs Micrographic Surgery from the American Osteopathic Association. The first examination is planned for the AOCD Midyear Meeting in 1996. The examination will be given by the Subcommittee for Certification and Training in Mohs Micrographic Surgery under the auspices of the American Osteopathic Board of Dermatology.

I want to thank the members of the Mohs micrographic surgery subcommittee for their assistance in the development of this important project and also the American Osteopathic Board of Dermatology for their assistance and cooperation.

James Q. Del Rosso, D.O.
Chairman, MOHS Sub-Committee

DR. LAURIE WOLL
OPSC PHYSICIAN OF THE YEAR

Recently, Laurie M. Woll, D.O., Secretary-Treasurer of the Osteopathic Medical Board of California, and a member of the American Osteopathic College of Dermatology, received the highest honor awarded by the California State Osteopathic Association. This award, “Physician of the Year”, is presented to a D.O. who best exemplifies all that it means to be an osteopathic physician and surgeon. Taken into account are such qualities as dedication and devotion to the profession, activity in the osteopathic community, in the community in which the individual lives and works and social contributions to the profession and the community at large.

Dr. Woll was the first woman to obtain board certification from the American Osteopathic Board of Dermatology and is director of the only osteopathic dermatology residency program in California. She is an Associate Professor at COMP and has twice been selected as its’ Clinician of the Year by the student body and is a member of the Osteopathic Medical Board of California. Dr. Woll is a vocal advocate and supporter of the profession, who also juggles a busy family life with her physician spouse, Dr. Michael Liskanich and their two young children.

PHYSICIAN CHECKLIST FOR CONTRACT NEGOTIATIONS

Dr. Gregory G. Papadeas of Aurora, Colorado has provided the following checklist for contract negotiations. As a former AOCD resident and now a practicing dermatologist, Dr. Papadeas compiled this list as a guideline for evaluating and negotiating practice contracts. This list outlines basic elements of any contract you are considering whether you are just beginning your practice, renegotiating a contract, changing practices, taking on partners, or entering into managed care situations. Each physician may have additional concerns to add to make it a personalized checklist but it will certainly give you a solid start on your planning.

1. FULL TIME - expectations, hours, call schedule, weekends
2. WAGE
3. HEALTH INSURANCE - major medical, dental, optometry, medications
4. MEDICAL MALPRACTICE
5. LIFE INSURANCE - $500,000.00 term
6. DISABILITY - thirty-nine (30-90) day
7. VACATION - three weeks
8. CONFERENCE TIME - two weeks
9. C.M.E. STIPEND
11. BUY-IN mechanism for becoming a full partner
12. CAR/ENTERTAINMENT EXPENSES
13. IF I WANT OUT OF MY CONTRACT - HOW? (if they want me out of contract, how?)
14. PENSION PLAN/PROFIT SHARING OPPORTUNITIES
15. RESTRICTIVE COVENANT - must be reasonable
16. BILLING WALK THROUGH - be certain billing method is honest and ethical
17. LOAN REPAYMENT OPPORTUNITY
AOA PRECEPTORSHIP CERTIFICATES AVAILABLE

If you would like to order a certificate acknowledging American Osteopathic Association approval of your preceptorship training, you may do so through the AOA Division of Postdoctoral Training. Orders for certificates will be placed four times a year (January 1, April 1, July 1, and October 1), and will take approximately six to eight weeks to be filled.

An order form may be obtained from the AOA, Department of Education, Division of Postdoctoral Training by calling 312-280-5881 or 1-800-621-1773, extension 5881.

OSTEOPATHIC LEGISLATIVE HOTLINE

Starting April 18, 1995 a legislative hotline was implemented by the American Osteopathic Association and its Auxiliary in order to enhance the advocacy efforts of the osteopathic profession. The hotline number is 800-560-6229. A typical recording will:

- be two to three minutes long, updated frequently
- update the status of pending legislative and regulatory developments;
- contain a special action oriented message on how you can advance the profession's agenda on Capitol Hill;
- provide the opportunity for you to leave your name and phone number for additional information

The hotline is a service of the AOA's Council on Federal Health Programs for osteopathic physicians, AOA divisional societies, AOA practice affiliates, AOA auxiliaries, osteopathic medical students, osteopathic foundations, and other members of the osteopathic profession.

The purpose of the legislative hotline is to provide needed information in a more efficient and timely manner for the entire osteopathic profession.

Atlanta Committee for the Olympic Games Seeks Medical Volunteers

Physicians interested in volunteering their medical services for the 1996 Summer Olympic Games to be held in Atlanta, can contact the Georgia Osteopathic Medical Association at 404-953-0801 for an application. Specific questions about the volunteer program should be directed to the Atlanta Committee for the Olympic Games (ACOG) at 404-224-1996.

ASSOCIATE WANTED

Interested in an associate for clinical practice as well as teaching responsibilities with residency program.
Contact Dr. Howard Goldman, PCOM 215-871-6180

ASSOCIATE WANTED

Position available in Las Vegas area practice.
Contact Dr. Richard Diskin, 708-873-9972

True Sayings By Patients in Dr. Daniel Koprince’s Office

1. Patient: I have to give myself insulation shots all the time.
2. Doctor: What nationality are you? Patient: I'm of German distraction.
3. Patient: I've got a rash on my public parts. Doctor: Where are your private parts?
4. Patient: I've got vertical veins of the legs that are very course.
5. Patient: I've got diarrhea of the gums.
6. Patient: I'm allergic to poison ivory.
7. Patient: I'm sweating a lot - I think I'm expiring.
9. Patient: I have urine in my bladder. I think it is preggnitis poisoning.
10. Patient: They are going to make me legal gardenia of the children.
AOCD CORPORATE MEMBERS

We would like to say thank you to our 1994-95 corporate members. Their support has allowed us to provide educational programs for our members and individual services needed. We welcome our 1995-96 corporate members who have made a commitment to the AOCD thus far this year. The list represents contributions through May 1, 1995. As our fund raising activities continue, we hope to add more names to this list.

1994-1995

GOLD ($5,000)
C & M Pharmacal, Inc.
DermaLab Laboratories, Inc.
Janssen Pharmaceuticals
Oclens Pharmaceuticals Corporation
Ortho Pharmaceutical Corporation
Schering Corporation
SmithKline Beecham Pharmaceuticals

SILVER ($4,000)
Westwood Squibb

BRONZE ($3,000)
Galderma Laboratories, Inc.
Glaxo Dermatology
Medicis Pharmaceuticals
Roche Dermatologics
The Upjohn Company

1995-1996

DIAMOND ($15,000)
Schering Corporation

PLATINUM ($10,000)
American Laboratories Associates, Inc.

GOLD ($5,000)
Janssen Pharmaceuticals
Oclens Pharmaceuticals Corporation
Glaxo Dermatology

SILVER ($4,000)
None at present

BRONZE ($3,000)
Roche Dermatologics

KOPRINCE AWARD WINNERS

Three dermatology residents were selected for the Daniel Koprince Award for their presentations at the 1995 Midyear Meeting. The presentations were made during the AOCD Midyear Meeting held at the Yarrow Resort in Park City, Utah March 15-18, 1995.

The winners are:

Dr. Karen Neubauer
Polymerase Chain Reaction

Dr. Lois Beard Martin
Tars in Dermatology

Dr. Mary Beth Luca
Collagen Vascular Disorders

***** CONGRATULATIONS *****

The AOCD Newsletter is published three times a year and is the official publication of the American Osteopathic College of Dermatology, 800 West Jefferson, P.O. Box 7525, Kirkville, MO 63501. All rights reserved. The American Osteopathic College of Dermatology is an affiliate of the American Osteopathic Association.
The **ocoee SCALP DEBRIDEMENT UNIT (SDU)** is the latest model of an automatic scalp debriding and cleansing apparatus.

- Water, medicated or cosmetic shampoo and disinfecting solution may be delivered by the SDU, which can be timed and regulated for variable temperature and pressure.

- The SDU is a valuable adjunct in the management of psoriasis, seborrheic dermatitis and other scalp disorders.

- The SDU is ideal for pre- and post-operative care in scalp surgery.

- The SDU, designated by the FDA as a Class II Medical Device, is available in both stationary and mobile models.

The first generation SDU has been successfully tested in leading university clinics, psoriasis centers and private practices.

**Benefits**

- The SDU has shown excellent performance when used for debridement of resistant psoriatic scaling, enabling topical medication to penetrate.

- The SDU performs pre-surgical cleansing and disinfection of the scalp, as well as post-operative removal of blood and debris without disturbing titches or plugs.

- Reimbursable treatments add a profitable new dimension to the services you offer.

- Staff productivity will be increased because of the greater efficiency and effectiveness of treatment procedures – “hands off” operation frees up time for other activities.

- The SDU is a valuable marketing tool for your practice – patients look forward to the comfort of the treatment and are pleased with the effectiveness of results.

Date: __/__/__

Please send me further information on the SDU concerning:

- [ ] Reimbursability
- [ ] Psoriasis and other scalp disorders
- [ ] Scalp surgery
- [ ] Professional references and users’ results

Name: (Dr. / Mr. / Ms.)  

Company Name:  

Title:  

Allied with leading-edge dermatologists to develop more effective scalp therapies.