



AAOPAC  
Dr. Phil Beckwith

November 13, 2024

As of October, GLAO contributions to the PAC are \$16,564.58. The GLAO goal for fiscal year 24-25 is \$47,200.00.

This might be a good time to once again ask the eternal question.

Why contribute to the PAC?

Let's review.

**From Forbes, regarding bankruptcy of Smile Direct Club:**

With its stock price tumbling, SmileDirectClub was pressured to spend on acquiring customers to demonstrate its business could grow, said Eric Snyder, chairman of bankruptcy at the Wilk Auslander law firm.

"And then you combine that with the legal battles they had (and pushback) from orthodontics industry...all those things together just made it really hard for them to stay competitive," he added. "They've been losing just tremendous amounts of money over the last couple of years."

**From Reuters regarding suspension of shipping of Byte aligners;**

"Dentsply Sirona said it had suspended shipment and processing of new and recently placed orders for Byte Aligners and Impression Kits

Dentsply Sirona said its decision was made in consultation with the U.S. Food and Drug Administration and it would work closely with the federal agency and other regulatory authorities. The company said that certain state regulatory requirements have hurt its teeth aligner business model."

**A few things we managed to avoid in the past (as compiled by former PAC chair Dr. Bill Crutchfield)**

Ergonomic Laws: These laws would affect how we practice. Imagine having to provide additional breaks and ergonomically correct chairs and desks.

HIPAA Laws: HIPAA laws in the Affordable Care Act would have required health services to be provided in a private setting. The majority of orthodontists practice in an open bay concept. We would have had to provide an individual room for each patient. This would have been a costly retrofit.

1099 Rule: Initially part of the Affordable Care Act, it would require a business to provide a 1099 form to any business to which we paid \$600 or more. Think of all of your suppliers. Then imagine having to send a 1099 form to each one every year.

FSA Elimination: The initial Affordable Care Act eliminated the Flexible Spending Account. Nationally, almost 2/3 of orthodontic care expenses are supplemented by FSAs. Once averaging around \$5000 per family, it dropped to zero. We have gotten it back to \$2500, and it is now at \$2600 (indexed for inflation).

Medical Device Tax: Included in the Affordable Care Act, this 2.3% excise tax imposed upon the manufacturers of medical devices includes just about everything an orthodontist uses. This tax, directly or indirectly, is passed on to the consumers.

AAOPAC dollars have played a role in all the above.

Why contribute to the PAC?

That is why.

Respectfully submitted,

Phil Beckwith

GLAO Representative to AAOPAC

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