President’s Letter…

Dear Colleagues,

Well, another NMCA convention is in the books and what a convention it was. The speakers were informative with well-prepared material for the attendees. It was also good to see old friends again and learn what they have been up to. This year was special because I met and talked with 5 DC’s new to the state and this was their first NMCA convention. WOW.

I would like to thank all the New Mexico DC’s that were speakers at the convention. Great job doctors. As I listened to Dr Beatty, I was reminded of the history of our profession and what has been accomplished during chiropractic’s first century. Now, I am excited about the changes that will be coming in the next century and excited that New Mexico is at the forefront of those changes.

I am pleased to announce that the NMCA has entered into a joint promotional agreement with Alternative Medicine Integration Group, LP. AMI is noted for its program with HMO Illinois, a BCBS company where the Doctor of Chiropractic is the primary care portal of access for patient care. This program has been very successful for the past 10 years in consistently demonstrating significant reduction in hospitalizations, outpatient surgeries and pharmaceutical use. Through AMI’s “Patient Outcomes-Based Data Collection & Analysis Program,” AMI has consistently demonstrated the value of chiropractic care to the insurance industry. AMI is also willing to help the NMCA in promotion of the “Advanced Chiropractic Practice Act” to payers concerning the overall benefits of chiropractic care.

NMCA membership is at an all time high at 210 members. I would like to thank everyone involved with talking to and encouraging non-member doctors to join the association. With a strong association, we, the profession, can accomplish anything.

As the profession moves into its 2nd century, it is important for each of us to remember our history and employ new knowledge, not to replace the past, but to enhance the future of the profession.

Yours in Health Through Chiropractic,
Dr. M. E. Brown, DC
President, NMCA
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VERY IMPORTANT!
Be sure to check our website
www.nmchiro.org
on a regular basis for the most up-to-date information from many different sources!

Editorial Policy
This Journal is the official publication of the New Mexico Chiropractic Association. The NMCA assumes no responsibility for material contained in articles, letters or advertisements published and publication does not necessarily constitute endorsement of them. The deadline for submission of articles and advertisements is three weeks prior to publication. Advertising rates can be obtained by contacting the NMCA at 505-280-0689.
The NMCA Journal is back in print!! As you can see, we took the suggestions and comments of many doctors and even some advertisers that all preferred the printed version to the online version. So, we are happy to be back and hope that you will all enjoy receiving the NMCA Journal once again and you will still be able to see the Journal online in PDF format for those that prefer reading from the computer.

This year we will be doing two Journals -- the next one coming in early December. However, in 2009, we will begin a regular schedule of three Journals a year for mailing in March, July and November. This schedule, we believe, will give us the opportunity to cover all of the big events before they happen and after they have ended so that we can keep you appropriately informed.

I am thrilled to report that we have gone over our goal of 200 members and have set our sights on the next step of 250. It is very gratifying to see the Doctors of Chiropractic in NM stepping forward to support their professional association. To me, this means that they are beginning to recognize how important it is to have an organization that is looking out for their welfare in the state. With this year’s passage of HB 275, our entry into agreement with AMI and many other valuable and important contributions, the NMCA continues to march forward on behalf of the chiropractic profession. Thanks to all of you that became members, both new and renewal, as you are the foundation that the NMCA builds upon!

The rest of 2008 is going to be extremely busy. We have seven (7) seminars planned between now and December. These seminars will fulfill the 90-hour requirement built into HB 275, which passed into law in May. Dr. Michael Taylor will present two more modules of his injectable nutrient certification program and National University of Health Sciences (NUHS) will provide five (5) seminars covering Pharmacology, Pharmacognosy (Herbal Medicine), Clinical Natural Medicine and Toxicology. A schedule of all the classes is presented on our Calendar of Events and elsewhere within this Journal. Registration information for Dr. Taylor’s seminars is on our website and by the time you get this Journal, I hope to have registration information for the NUHS classes online at www.nmchiro.org, as well.

I began my sixth year with the NMCA in April and I want you all to know how much I appreciate working with you and seeing the NMCA grow and blossom. It has been a great experience of growing and expanding for me, and one that I would not have wanted to miss!! So, thank you for your continued support of the work that the association and I do for you!

Have a fabulous summer and I look forward to seeing many of you at the numerous, upcoming seminars! To those I will not see, I look forward to next year’s convention...May 1-3, 2009...when I will get to see everyone once again!!

With warm regard,
Jaeni Aarden
NMCA Executive Director

A Call to All NM Doctors of Chiropractic

Dear Colleagues,

In light of recent legislative successes I am wondering why some doctors still don’t join the NMCA. I recently read the great piece of work that was put together by Dr. Sherry Gaber that identifies the expectations of the NMCA District Directors. As Central District Director I am expected to act as a liaison between the state association and the doctors practicing in my district.

I realized that I have no idea what the non-member doctors want or expect from the state association. I have no idea why they do not join the association either.

The association journal is one of the few opportunities to get into the offices of the non-member doctors. I have chosen this medium to put out a call to all doctors (members and non-members) to please contact me and to make me aware of any issues, concerns or desires in regard to the upcoming efforts of the NMCA.

To non-member doctors specifically, will you please let me know why you don’t join? I promise that I will just listen. If I can open a dialog at the next board meeting, the board members can begin to create an association that serves us all. The state association wants to be an association that serves all the doctors practicing in our state, and we want to be an organization that all doctors belong to.

Please reach out to me so we can talk.

David W. Peer, DC, CCSP, CEDIR
NMCA Central District Director
505-888-9616
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We Take Care of Our Own’
The New Mexico chiropractic profession has passed a bill in the past legislative session that became law on May 14th 2008. This legislation expands the chiropractic scope of practice for New Mexico DCs who qualify through advanced practice credentialing, testing and training. This was accomplished through the active support of our doctors throughout our state to include PAC contributions, calling their Senators and Representatives in support of the bill, and showing up in Santa Fe to be present at the committee hearings when our bill was presented. This legislation is the first of its kind in the country and may set a template for others, who desire to do the same, to follow suit.

Now that it is law, what does it mean for us here in New Mexico? Although there are other states in which DCs may practice injection therapies, we are the first to be legislated into the pharmacy acts as prescribing physicians. Other prescribing practitioners are MDs, DOs, physician assistants, certified nurse practitioners, certified nurse midwives, nurse anesthetists, DPMs, dentists, optometrists and acupuncturists (DOMs). This status protects our ability to continue to prescribe vitamins, herbs, etc. to our patients should future changes in law restrict that ability to physicians with prescriptive authority.

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The new law initiates an Advanced Practice Registry. This registry will be maintained by the NMBCE and will list all DCs that have qualified for advanced scope of practice prescription and procedures. Qualification of Advanced Practice Registry is earned through completion of credentialing with ACPCC, testing with ACPCC, and our training program, which will be approximately 96 hours and will include testing of material covered. Inclusion in the registry will allow Advanced Practice Certified (AP-C) DCs to prescribe items in a formulary, still being developed. This formulary will include “herbal medicines, homeopathic medicines, vitamins, minerals, enzymes, glandular products, naturally derived substances, protomorphogens, live cell products, gerovital, amino acids, dietary supplements, foods for special dietary use, bioidentical hormones, sterile water, sterile saline, sarapin or its generic, caffeine, procaine, oxygen, epinephrine and vapocoolants”. Additionally, our new law allows us to administer substances named in the formulary by any route of administration including injection and intravenous infusion.

This legislation opens up a new realm of practice for the chiropractic physician. Procedures that patients would previously have obtained outside our offices may now be performed by us. Injection therapies may be used for better pain management. Procedures such as trigger point injections, prolotherapy and neurotherapy are complementary to standard chiropractic treatment. IV infusion therapies will help us to manage chronic health problems by infusion of vitamin and nutrient solutions. Prescription of bio-identical hormones will allow us to better manage patients that we can identify with hormone imbalances. Our ability to prescribe vitamins, herbs, homeopathics, amino acids and other natural substances that we already dispense and prescribe to our patients is safe from aversive legislation that may limit access to these substances.

Inclusion in the Advanced Practice Registry is available to all New Mexico DCs and we have put in place a training program that we hope doctors will be able to complete by the end of this year. Eligibility for the program requires that the doctor have been in practice for 3 years. The doctor must apply through American Chiropractic Physicians Credentialing Center (ACPCC) for credentialing and also take the online examination offered by ACPCC. The training course will be about 96 hours and will be held here in Albuquerque. Topics covered as required by the statute will be: pharmacology, toxicology, pharmacognosy (the study of naturally derived substances) and medication administration. With successful completion of the program, the doctor’s name will be entered in the advanced practice registry and the new expanded scope practices will be available to them.

After 2012 our statute requires that any doctors desiring to be included in the advanced practice registry must complete a “graduate specialty program.” This will not apply to doctors, who have already been placed in the Advanced Practice Registry. National University of Health Sciences currently has a masters program in advanced clinical practice in place. It is a 2 year program and can be viewed at the NUHS website http://www.nuhs.edu/. Some of it may be done online, but 9 sessions per year must be attended. They have offered to bring the program here to New Mexico for the convenience of our doctors. This program will be eligible for subsidized student loans. The graduate program will not be limited to NUHS and other schools may also offer programs that will qualify.

There is a revolution in health care occurring right now in the USA that in some ways is more obvious in New Mexico. When I started practice here in 1983, MDs and DOs, as well as DCs, were the “portal of entry” providers that could diagnose, order labs and x-rays, and we still had some parity in insurance reimbursement. Since that time, we have seen managed care plans that have created and aversive environment for medical primary care practice, as well as chiropractic practice. Presently, there is a deficit of MD and DO primary care providers in New Mexico that is quickly growing and that deficit is particularly acute here in New Mexico. Certified Nurse Practitioner and Physician Assistant

(Continued on page 7)
programs have popped up to address the primary care deficit by supplying a stream of “non physician clinicians” but still will not meet the need.

At the same time there is a growing epidemic of chronic disease to include: diabetes, obesity, hypertension, cancer, heart disease. These practitioners all perpetuate the allopathic model of acute episodic disease care with primary pharmaceutical and surgical interventions. Although this approach saves lives, it has not been effective in stemming the growing tide of the chronic disease epidemic. What one of us has not had great success in treating the chronic health problems of our patients? Our chiropractic approach is patient centered and individualized to assess structural, diet, nutrition, and lifestyle issues that engender ill health. I believe that we are the natural leaders in this realm of healthcare and should take our rightful place in the forefront of healthcare.

It is our hope that our Advanced Practice Certification program will create a pathway for DCs to help address the primary care deficit by offering New Mexico well trained chiropractic physicians with expanded practice privilege and a more conservative, hands on, natural based and preventive approach to primary care than currently exists. DCs should be in primary care centers throughout the state as well as in hospitals and other settings. The advance practice track will provide a pathway for DCs to better integrate into mainstream healthcare yet not lose our identity as a conservative and natural medicine based health care profession. I believe that opportunities, which result from the legislation passed in 2008, will be enormous and will continue for generations to come.

SCHEDULE OF COURSES FOR ADVANCED PRACTICE CERTIFICATION
Contact Jaeni at jaeni13@aol.com or by phone at 505-280-0689 for registration information.

Dr. Michael Taylor Module # 2, July 12 & 13, 2008, Marriott Pyramid, Albuquerque.
Dr. Michael Taylor Module # 3, August 16 & 17, 2008, Marriott Pyramid, Albuquerque.
NUHS Module # 1, September 13 & 14, 2008, Albuquerque.
NUHS Module # 2, October 4 & 5, 2008, Albuquerque.
NUHS Module # 3, November 1 & 2, 2008, Albuquerque.

Workers’ Compensation Update

By Dr. George Simmons

The Work Comp Administration held a meeting in May about the 6th edition impairment guides. Bob Aurbach who was former counsel to the WCA and is now editor of the journal published by the IAIABC, gave a presentation on the 6th edition. The guides were released in December of 2007 and are mandatory by statute for impairment evaluators doing work comp impairment in New Mexico. The new guides are a paradigm shift in how impairment is performed. There is little in the 5th edition that applies to the 6th. The impairment is primarily diagnosis driven and there is a great bit more detail in the extremity impairments. Spine impairment no longer has a range of motion option and according to the doctors present; spine impairments are significantly lower by the 6th edition. Doctors using the 6th edition will essentially need to retrain in order to do impairments. It was also stated that the 6th edition impairments are more time consuming and require more data collection than previous editions. There was some concern among doctors present that there would be more difficulty getting reimbursement for time necessary. There were some assurances by the payor community that this would not be an issue. It was also stated that the 6th edition guides are now the accepted standard to do tort claims, in other words, impairment ratings on PI claims will need to be done with 6th edition.

When the 6th edition guides were first published it was stated that chiropractors could only do spine impairment. However, as a result of ACA intervention they have retracted that statement and we can now do all impairments indicated by the 6th edition. Those of you doing impairment should consider changing to the 6th edition guides. AADEP is now having trainings in 6th edition. You can see their schedule at www.aadep.org.
Your NMCA PAC has been quite active this past legislative session and was able to get HB 275, our Advanced Chiropractic Certification Registry bill passed, then signed by Governor Richardson on February 28. This was a monumental victory for our profession in New Mexico and progress for chiropractic worldwide. Currently, members of the PAC are in the process of creating the formulary that our new law calls for. The formulary has to be approved by our board, and the boards of pharmacy and medicine, and we hope to have this completed by the end of the year. Our new law also calls for a minimum of 90 hours of education in pharmacology, toxicology, and pharmacognosy (study of natural substances). For those pursuing Advanced Practice, 12 hours were completed last October in Module 1 with Dr. Michael Taylor, with another 24 hours taught by him coming up in Modules 2 and 3 in July and August. The additional course hours, developed through National College, will be available from September through December in 5 modules. Information concerning complete dates and registration has been or will be forthcoming by the time this journal is published. The tentative timetable for completion of the program that will give those who have completed it practice rights to inject natural substances will be late 2008 or early 2009. This is if the formulary is created and approved by that time, and that those applying to our board for Advanced Practice Certification have also credentialed with the American Chiropractic Physicians Credentialing Center.

Regarding the PAC’s next steps, we have been in negotiation with the New Mexico Veterinary Association about necessary changes to the veterinary and chiropractic statues. Rob Jones, DC, has been leading those meetings and we appear to be on track to introduce legislation at this coming session in January to make it easier for chiropractors to treat animals. We will, again, be introducing legislation that would mandate the State to pay for chiropractic services in Medicaid. Getting funding for us has been an uphill battle for years, but we will keep introducing the legislation because one year we will finally get it. Our inclusion may come as we advance in our practice credentials and become more of the definition of the primary care physicians that this State so desperately needs.

We say this repeatedly and some actually respond, so we’ll remind you that we need to know what matters to you and what you would like to see changed in our profession in New Mexico. Not everything that you may think of can be changed legislatively, but we can take your suggestions and see if they can be. The PAC has shown that it is quite capable of changing complaints into possibilities, so please let us know on the list serve what you would like the PAC to take on.

The PAC still needs income on a regular basis in order to fund our superb lobbyist, as well as all-important political contributions. We will be informing the membership this summer and fall which state politicians we would like to assist by supporting their campaigns. We don't mean just political donations, but actual volunteering for them. Again, we must request your donations to the PAC, either one time or, preferably, a monthly amount through the EZ Pay system. Keep funding the PAC. It’s where your future lies.

Steve Perlstein, DC  
Chair  
NMCA PAC

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**NMCA Is Proud To Announce**  
**CHIROPRACTOR OF THE YEAR ~ 2008**  
**Dr. George Simmons**

Dr. Simmons has given of himself through time, energy and expertise in so many ways, including tireless work to help formulate and pass our Legislation, HB 275, Workers’ Compensation, Central District Directorship, AMI and more!! The NMCA is extremely grateful to Dr. Simmons for all he has done and will continue to do in the future!!

**CONGRATULATIONS, DR. SIMMONS!!!!!**
From the Examiners Board

Bill Doggett DC FICC FACO
Vice-Chair NMBCE

Well, it’s license renewal time again and guess what!! We have not raised the relicensing fees at all again this year. We had our most recent Rules Hearing just a week ago and not a single licensee attended. If the NMCA director and leadership weren’t so magnanimous those that are not members would be totally unrepresented and left in the dark. Her ability to watch over the profession from the NMCA position is worth much more than the $1.25 a day that membership costs.

Renewal of licenses can be accomplished easily and quickly on line. Everyone should have gotten their postcard by now. Just go to the board web site at http://www.rld.state.nm.us/chiropractic and go to the license renewal menu.

The recent rule hearing did create a number of rules related to record keeping and destruction. You are allowed to charge $25 and .25 per page for record copying. You must keep records for 7 years and follow all appropriate HIPAA regulation (it’s your responsibility to know them).

You must post, in the office, the address and contact information for any associate or partner that leaves the practice and allow patients the ability to contact them. There are time frames for patient notification, if you sell or retire from practice. In June, we will be considering a mandatory class on record keeping and the documentation of treatment and medical/chiropractic necessity. This is an area that the OIG (Office of the Inspector General) found many, many problems with our written treatment records related to Medicare in their evaluation of chiropractic record keeping. Now, this could be 3-4 hours or it could be 8-12 hours. The board must decide that and will look for input from the profession.

The other thing we accomplished was to make the process of getting a license more understandable by combining the sections on licensure with and licensure without examination. These changes should go a long way to protect the public and make things more uniform within the profession.

The Advanced Practice rules will be brought up in September and we will probably have a rule hearing in December; so, stay tuned and give us your feedback.

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NMCA Announces Joint Promotional Agreement With Alternative Medicine Integration Group (AMI)

The chiropractic profession in New Mexico has a unique history with managed care. Despite the best of intentions, many hard lessons have been learned, each providing us with its own unique wisdom that has bettered our understanding of the dynamics of the payer community and improved our ability to identify genuine opportunities and authentic business partners. As managed care organizations have grown in size and complexity over time to their current market strength, it is more important than ever for us to work together and apply these lessons for the good of our patients and our profession. As managed care companies continue to successfully chip away at patient access and reimbursement for chiropractic, it became clear to the NMCA Board of Directors that a new strategy for dealing with these organizations was in order.

Recognizing that advancing the cause of chiropractic had not been won by the tactics of the past, we began looking for new solutions and new strategic partners who shared our mission and values, yet also wielded respect and credibility within the insurance and managed care industries. After considerable due diligence, the only company who met our criteria was Alternative Medicine Integration Group (AMI). With a ten-year history of consistently demonstrating the clinical and financial value of chiropractic to payers such as BlueCross BlueShield plans in Illinois and Maryland, AMI’s model of collecting data to measure the quality and cost of chiropractic patient outcomes has been well received by quality-conscious chiropractors and health care plan administrators alike.

Why? Because proving the value of chiropractic in terms that allopathic physicians and managed care decision-makers can understand removes the historical barriers to productive communication on the sensitive issues of chiropractic efficacy, patient access and reimbursement. In our current economic environment where employers need to pay less for health care and providers need to be paid more, quantifying the significant financial benefit to managed care of increasing chiropractic utilization to reduce overall health care costs is a prerequisite to justifying increased access and payment for services rendered.

ADRENAL GLANDULARS
FROM

NUTRI-WEST

Many patient complaints we see daily may be related to Adrenal Stress Syndrome:
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Nutri-West - A proud supporter of the New Mexico Chiropractic Association !
For all of these reasons, the NMCA Board of Directors is very proud to announce its decision to enter into a Joint Promotional Agreement with Alternative Medicine Integration (AMI). AMI Vice President of Professional Development, John W. Galbreath, D.C. stated, “I am excited to have AMI working for chiropractors in New Mexico. As a chiropractor I know that what I do is very cost effective, but with AMI we will have the vehicle to collect data that can demonstrate what we chiropractors already know.” This agreement acknowledges the intent of both the NMCA and AMI to work together to meet with managed care organizations, insurance companies and self-insured employers to advance the benefits of chiropractic for improved patient outcomes and reduced costs. AMI has similar agreements with other state chiropractic associations and has been nationally endorsed by the Congress of Chiropractic State Associations (COCSA) as being the organization best suited to serve Doctors of Chiropractic and their patients in the evolving value-based purchasing strategy used by health care payers today.

Alternative Medicine Integration (AMI) is based in Highland Park, Illinois. More information is available on the AMI website www.amibestmed.com. For specific questions about the NMCA and AMI relationship, please contact Dr. John Galbreath at (847) 433-9946 or, locally, Dr. George Simmons at (505) 292-2006.

PLEASE READ THE FOLLOWING AND PROVIDE ANY INFORMATION YOU CAN!!
THANKS FOR YOUR HELP!!

AMI has asked the NMCA for assistance in providing information regarding payers, large self funded plans or legislative contacts to assist in development of a strategic marketing plan. AMI is asking for the following information:

1. List any managed care companies or insurance companies with whom you have experienced any difficulties. Please explain the nature of the difficulties you have had. If available please provide contact name and title of persons within the company.
2. List any government agency or branch of government that have been helpful to you and the chiropractic profession and contact names of individuals.
3. Please list any large employers in which you have personal or professional relationships at decision-making levels in the company. Give a brief explanation of the relationship and the contacts you have with their titles.

If you can take a few minutes and provide these contacts or any other helpful information it will greatly assist the NMCA and AMI in achieving our mutual goals as quickly as possible. Working together, we can quantifiably prove the value of chiropractic and demonstrate the tremendous cost savings that will result from unrestricted utilization of chiropractic services. The NMCA and AMI program will be developed specifically for New Mexico. You are assisting in the process of improving health care to our patients.

Please provide the above requested information to Jaeni, by email at jaeni13@aol.com or fax at 505-828-1128. We will keep you apprised of developments with AMI.

If you have any questions post them on the list-serve or feel free to call Dr. George Simmons, who will be NMCA's main contact with AMI, at 505-292-2006.
NMCA 2008 Annual Convention ~~ A GREAT EVENT!!

A great deal of thanks go out to all Doctors of Chiropractic that joined us at the 2008 Annual Convention!! We had over 150 doctors in attendance and around 25 Chiropractic Assistants and office staff. THANK YOU for supporting the NMCA and joining in the education and fun of this weekend event!!

A special THANK YOU to all the exhibitors . . . without YOU and your support of the New Mexico DCs, this weekend event would be much less exciting and we truly appreciate each and every one of you. Please let the exhibitors know that you appreciate their continued sponsorship of our convention by doing business with them throughout the coming year! Those attending this year were:

- Erchonia Medical, Inc.
- Nutri-West 4 Life
- Biogenesis Nutraceuticals, Inc.
- Doctor Greens Nutritionals
- HEEL, Inc.
- Medical Specialists
- Alivia
- Take Shape for Life
- AquaMed
- Brican Systems Corporation
- Ruby Leather & Orthopedic Co.
- HESSCO
- Hexagonal Kangen Water
- Foot Levelers, Inc.
- Ideal Protein
- National Orthopedic & X-Ray Supply
- Ultimate Practice
- GUNA, Inc.
- New Reality, Inc.
- LAI Professional Insurance Program
- NCMIC
- D.S.D. International/Biotics Research
- Juice Plus +
- Sombra Professional Therapy
- American Chiropractic Association
- Health Light LED Therapy
- Feedbackpack

Additional thanks go to Doctors Greens Nutritionals, Brican Systems Corporation and Take Shape for Life for sponsoring our luncheon on Saturday!

Once again this year, we had a fabulous group of speakers and we cannot thank them enough for giving their time and expertise to further the education of our Doctors of Chiropractic!!

A very warm and special THANK YOU to our 2008 Speakers:
- Dr. Timothy Gay
- Dr. Lucy Whyte Ferguson
- Dr. Edward Altman
- Dr. Patrick K. Porter
- Dr. Herbert M. Beatty
- Dr. Kaayla Daniel

You were all wonderful and our doctors enjoyed your presentations and valued the information you provided!! Thank you, again, for being with us!!

Last, but by no means least, are the people that work on preparing this convention all year long and during the weekend event!! A great deal of thanks and gratitude go to each and every one of you!!

- Dr. Ben Markham, NMCA Education Chair
- Dr. Michael Pendleton, NMCA Convention Chair
- Dr. Jim Barber, Golf Tournament Coordinator
- Dr. Mark Hoffert, NMCA Hospitality Suite Coordinator
- Helen Casey & Mary Leu Anderson, Staffing the Registration Desk and preparing the materials for the weekend!!

NMCA’s 2009 Annual Convention will be held May 1 – 3, in Albuquerque!!

Mark your calendars to save the date and plan on another GREAT event!!!
VISION STATEMENT
of the
NEW MEXICO
CHIROPRACTIC
ASSOCIATION

The Vision of the New Mexico Chiropractic Association is to have every Chiropractor in the State of New Mexico as a member, working together to expand and protect the rights of the chiropractic profession.

The NMCA needs every chiropractor in the state involved and united in order to combat any loss of chiropractic rights as they now stand, to stop any infringement by other professions into areas that are traditionally chiropractic in nature, to provide pathways for chiropractors to expand their areas of expertise in order to service their patient population to the fullest, to educate the public as to the value and benefit of chiropractic care, and to provide easy access to chiropractors within the health care industry.

The NMCA is the only organization in the state that can accomplish the above work. This work cannot, however, be accomplished without the required funds and without the necessary people to follow through. Therefore, the NMCA needs a large and actively involved membership. No matter what part of the state you call home, if the Practice Act for Chiropractors changes, you will be affected—for better or for worse, depending on whose changes are adopted. Help us make the changes that occur, changes that you want to see occur, changes that will enhance your profession.

In summary, the NMCA Vision is to have the total participation and backing of the entire chiropractic community in New Mexico toward the enhancement of the chiropractic profession while protecting the rights of chiropractors to treat patients within the expertise of their training and licensure. Please help us make this Vision a reality!!

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“After 6 months in the program I had to add 2 practice days I am so busy.”
DM, DC, Florida, 10 years

“…It has generated 100’s of direct referrals and helped build a practice of 650 visits per week.”
MS DC, N Y, Practicing, 25 years

“My practice has tripled in 4 months”
WO, DC, NY Practicing, 8 years

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  2. Narratives formatted to get referrals
  3. Written step-by-step formulas to explode your practice
  4. A doctor with vast, first hand experience to talk to anytime
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✓ Your practice listed in a national “Doctor’s Directory” for referrals

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What Does A Chiropractic Adjustment Really Do?

By Michael Pendleton, DC, CCSP, DACNB

As Doctors of Chiropractic, we may take this simple yet highly effective modality for granted. Unfortunately, in chiropractic colleges, we are taught semester by semester instead of being shown how to apply what we are taught.

The chiropractic adjustment is one of the most powerful healing modalities in health care. This has been known for over 100 years; but, what does a properly applied adjustment do, neurophysiologically, to the human nervous system?

A quick review of the nervous system must be given (and understood). The basic function of the nervous system is to receive and transmit information. In other terms, it has at its most basic level, receptors. Receptors provide afferent (sensory) input to the central nervous system where it is consciously or unconsciously perceived. This is transmitted from nociceptors, thermoreceptors and mechanoreceptors (cutaneous and musculoskeletal). These sensory modalities are transmitted through the dorsal root ganglion (DRG) of a specific nerve to the spinal cord, where it will synapse with multiple postsynaptic sights (to be discussed later), brainstem, diencephalons and cerebellum (unconscious awareness). Once these supraspinal areas are stimulated, an efferent (motor) response is transmitted from these areas to the appropriate areas of the body.

When a chiropractic adjustment is properly given, the joint mechanoreceptors are stimulated along with muscle spindle afferents and golgi tendon organ afferents surrounding the specific joint(s). This is when it gets exciting! Once there is sufficient stimulation of mechanoreceptors to achieve a receptor potential, an action potential is carried afferently to the DRG. The afferent action potential is then carried into the dorsal ventral horn of the spinal cord where it will synapse at many different areas.

It will branch into the dorsal columns of the spinal cord where it will ascend to the pontomedullary junction, cross, join the medial lemniscus to the thalamus, synapse at the posterior lateral nucleus of the thalamus and to the parietal cortex of cerebrum. Secondly, the afferent impulse will excite the intermedio lateral cell column (IML) to moderate segmental vasomotor tone and blood pressure. Another function of the mechanoreceptor afferentation is to disynaptically, postsynaptically inhibit pain through inhibition of the smaller nerve fibers and slower speed of the nociceptive system. It will concurrently inhibit pain while inhibiting reflexogenic nociceptive myospasms that we see daily in our practices. This is one reason patients immediately feel so good after a chiropractic adjustment.

Lastly (for this discussion), the mechanoreceptor afferentation will increase firing to the spinocerebellar tracts. This will increase firing to the midline nuclei of the cerebellum. One of the most important outputs of the cerebellum is to the involuntary postural musculature of the spine. The pathways will not be discussed at this time due to complexity and length. If there is improper output from the cerebellum because of improper output from joint mechanoreceptors, the postural musculature of the spine cannot stabilize the spinal joints resulting in further mechanoreceptor deafferentation and, thus, resulting in a vicious cycle of dysfunction.

So, these are just some of the exciting and wonderful ways that we, as chiropractors, change the affect or “humanism” on a daily basis to our patient population. By increasing mechanoreceptor afferentation, we actually inhibit the deafferentation coming from the dysfunctional joint mechanoreceptor. The neurophysiological response is decreased voluntarily reflexogenic myospasms, decreased pain, increased postural (involuntary) motor tone of the spine, decreased segmental vasospasm and increased cortical perception of the environment.

This is just a brief review of spinal cord reflexes from joint mechanoreceptor afferentation . . . or, simply put, from a chiropractic adjustment!

In Memory of Dr. Donald William Hoffey

December 6, 1932 ~ November 26, 2007

Dr. Don Hoffey was born at home in Iowa City, Iowa. At age 18, he enlisted in the Army, serving as a Sergeant on a combat team in Korea in the 23rd Infantry, 2nd Division. After Korea, he attended the University of Iowa, before attending Palmer College of Chiropractic, graduating in 1964. Don practiced in Missouri and New Mexico, where he raised quarter horses. He and Sally were married in 1979. He retired in 1991. They traveled for many years, settling in Sedona, Arizona. Living in Sedona, Don studied the life, culture, and ceremonies of the local Indian tribes. His talented artwork included sketching, painting, and woodcarving. Don and Sally made many devoted friends in their travels, and are remembered fondly by all. In 2006, he and Sally moved to Salem, Oregon. Sally can be reached at 4849 San Francisco Dr., NE, #2, Salem, OR 97305.
The Story of Charlie, an American Buffalo, and the Power of Animal Chiropractic

by Dr. Sherry Dickholtz Gaber

The power of animal chiropractic holds no limits. This can be read and experienced in the book, *A Buffalo in the House* by Richard D. Rosen. Following is a description of the book taken from the inside cover:

“A sprawling suburban house in Santa Fe is not the kind of home where a buffalo normally roams, but then Veryl Goodnight and Roger Brooks are not your ordinary animal lovers. Over a hundred years after Veryl’s ancestors, Charles and Mary Ann Goodnight, hand-raised two baby buffaloes to help save the species from becoming extinct, the sculptor and her husband adopt an orphaned buffalo calf of their own. Against the tragic backdrop of the old American West, *A Buffalo in the House* tells the story of a household that redefines family in a really big way.

Charlie has no idea he’s a buffalo and Roger has no idea just how strong the bond between a middle-aged man and a buffalo can be. In the historic shadow of the near-extinction of a majestic and misunderstood animal, Roger sets out to save just one buffalo. Rosen tells the story of a single animal’s ability to touch human lives and, in Charlie’s case, reconnect people of all ages to the vanished past.”

This truly is a story of the love and compassion that we hold for all our beloved furry friends, but who would think of a buffalo as a pet? This is a book that tells a remarkable story of how the buffalo, to this day, is still an important symbol of our early American history and our relationship to these great creatures.

What happens if you have a buffalo, 1400 pounds, that has a lingering lameness and can’t walk in a straight line? Luck had it that a newspaper article mentioned this story of Charlie, the buffalo, a 6-day-old youngster, who was adopted by a family that needed a baby buffalo as a model for the Denver “Wild West Experience” exhibit done by Veryl Goodnight. Later, at 400 pounds, Charlie was introduced to the Taos Pueblo buffalo herd only to be freaked out by seeing other buffaloes for the first time since he had grown up with a family that only had dogs, the largest being a German shepherd. Being frightened, he bolted head on into a metal post that didn’t move. Immediately, Charlie was down with flaccid paralysis throughout his 400-pound body. Quickly, Charlie was driven to Colorado State University veterinary clinic, strung up on a very strong sling, and for 30 days was given appropriate care and acupuncture. With nothing else to be done, Charlie was taken home to recover as best he could. Because he never truly recovered from the head-on trauma, Charlie maintained right rear lameness with a loss of muscle strength. He was only able to walk with his body angled, really only being able to push off well with just his left rear leg.

This is the story that Dr. Sherry Dickholtz Gaber read. Being a certified animal chiropractor, through the American Veterinarian Chiropractic Association, she knew she could be of assistance and help Charlie walk better and have a better quality of life. Yes, he was 1000 pounds heavier since the trauma, but as chiropractors know, we usually do care for a spine that’s had earlier trauma with a subluxation just waiting to be corrected. The difference in this case was the question: “What does a buffalo’s spinal column look like, what are the angles of the condyles, and what are the angles of the cervical facets?” Thankfully, those questions were answered by CSU sending faxes of the various angles of a buffalo’s spinal column. Then, a simple phone call to Charlie’s owner, Roger Brooks, the appointment was made for an initial chiropractic exam. A nearby veterinarian, Dr. Gretchen Yost, joined and brought her niece and nephew. It was like a party waiting to happen and it did, successfully, with all parties very happy and walking straighter! With knowing the neurology of the spinal column and the nerve tracts that facilitate proper conscious proprioception, I just needed to know the cervical facet angels to appropriately adjust Charlie. Then, with the accurately delivered adjustment I knew our correction immediately would make a difference to his body to move straighter and stronger. And, it was immediate, Charlie charged off down his arena straighter and stronger. He truly was a happier moving 1400-pound buffalo.

This is a great book for all animal lovers and for those that connect with the American west. It’s a must read and a truly unique one that is loved by all. I’ve received phone calls from around the country wanting to know who else is a certified animal chiropractor and I’m glad that there’s a list from the American Veterinary Chiropractic Association (AVCA) that is available. I recommend this organization to our chiropractors for getting certified so they can be referred to and be counted on to make a difference for our four legged friends.
Boss or Leader? Staff or Team?

By Robert Hart, Hart Consulting

Boss or Leader?

“We are not going to make the goal,” said the disappointed front desk assistant to another team member. “We’ll probably end up with about 242 patient visits for the week.” This conversation took place on a Friday afternoon in the practice of Dr. Bill Smith (names have been changed) of Houston, Texas. Dr. Smith had a bonus system in place that paid $200 to each team member when the patient volume reached a new record level. The current record was 250 and the team had hoped to hit a new mark that week. As Dr. Smith overheard the comment, he thought that it would be a shame if they didn’t exceed the record. They had worked hard, and earlier in the day it had looked as if they would make it, but a few cancellations and no-shows had shot them down. Thinking that there must be a way to achieve the bonus, he waited until the front desk person was alone and quietly asked her if she thought that they could get to 250 if they both came in for a few hours on Saturday morning. Her eyes brightened and she said that she thought there was a pretty good chance. They decided to keep it between themselves so as not to disappoint the other team members if they didn’t succeed; and the front desk assistant began to make some calls. The next morning they saw 11 patient visits and set a new record. On Monday morning each member of his team had a $200 check waiting in their in-box.

For me, Dr. Smith’s actions define leadership. It would have been much easier, and less expensive, for him to have let the good week stand at just under 250 patients. Instead, he recognized the positive contribution of his team and “went the extra mile” to help them achieve their bonus. Can you imagine how happy his team members were with him? Do you think that his example would motivate them to work harder?

We can all improve our leadership skills and I suggest that you begin by thinking of yourself as a leader and not as a boss. Below I have outlined several components of good leadership and remember leadership, like any other skill, takes dedication and practice. Apply the following principles and stand back – your practice will explode.

- A leader knows where he is headed. A good mission statement and goals help the leader communicate where he wants to go and then he leads the charge to get there.
- A leader doesn’t have all of the answers and, more importantly, knows she doesn’t have all of the answers. Leaders use the knowledge and strength of their team to help achieve their goals. If a leader makes a mistake, she admits the mistake and moves on.
- A leaders leads by example and sets the tone of the team. The team respects the leader who is pulling from the front, rather than pushing from the back.
- A leader celebrates the differences inherent in a team and understands that all people have both strengths and weaknesses.
- A leader shares and sometimes even shuns the spotlight. Team members deserve respect and praise. A leader shines the spotlight on others.
- A leader recognizes leadership as a responsibility, rather than rank or privilege.
- A leader is not necessarily charismatic; good leadership is often mundane and boring. A leader is defined by performance.
- A leader listens to all opinions and suggestions.
- A leader earns the respect and trust of the team. Effective leadership is based on being consistent and fair.
- A leader understands people and leads by inspiring and motivating the team toward a common purpose.

Leaders are followed, bosses are resented – be a leader, not a boss.

Staff or Team

A few years ago, I was taught a valuable lesson by one of my clients. (As an aside, I might add that one of the best aspects of being a consultant is that I often learn great things from my clients and then get to pass that knowledge on to others.) In this case, it was a simple lesson, but rather profound. It was a Wednesday morning and I was speaking with him about his employees and kept referring to them as his “staff.” He let it slide a couple of times, but then stopped me and told me that they were not his staff; they were members of his team. At the time, I thought it was a minor point and I told him so. His explanation to me of why he insisted on calling them team members, instead of staff, has changed the way that I refer to employees from that point on.

He explained that he could not be successful without his team and that if they didn’t care as much about the patient as he did, then the patient was not likely to have a good experience in his office. He reminded me that the pitcher on a baseball team may get most of the glory, but without the
**Boss or Leader? (Continued from page 17)**

eight defensive teammates behind him, he would fail miserably. He said that by helping his employees to understand that they all had important positions to fill in the office, they were more likely to take pride in fulfilling their role, which ultimately leads to happier patients. In his office, instead of staff meetings, they have team meetings. Instead of job descriptions, they have team positions.

Lest we get too wrapped up in the metaphor of the sports team, you should understand that he could call them staff instead and still get the same positive results. I have observed the way that he treats his team; I realize that it is not the title or label that makes the difference. He really thinks of them as team members, he treats them with the respect that you would treat another member of your team. It is his attitude as the leader towards his fellow team members that determines the perceived value of each individual person. I am certain that none of them ever forgets who signs their paychecks, but I also believe that they know that their contribution to the success of the practice is appreciated and valued.

Perhaps Paul “Bear” Bryant, the legendary coach of the Alabama Crimson Tide expressed it best:

“I'm just a plow hand from Arkansas, but I have learned how to hold a team together; how to lift some men up; how to calm down others; until finally they've got one heartbeat together – a team. There are just three things I'd ever say: If anything goes bad, I did it. If anything goes semi-good, then we did it. If anything goes real good, then you did it. That's all it takes to get people to win football games for you.”

Robert Hart is the founder and owner of Hart Consulting. Through seminars and personal coaching he has been assisting Doctors of Chiropractic achieve both their practice and personal goals for the past 18 years. Mr. Hart can be contacted at 480-892-4621, rob@hart-consulting.com, or www.hart-consulting.com.

**NMCA Member, Dr. Ron Berg, Honored**

Ron W. Berg, DC, a Gallup chiropractor and member of the NMCA, has been named the Solveras/NFIB Small Business Champion of the Year for New Mexico by the New Mexico Leadership Council of the National Federation of Independent Business and Solveras Payment Systems. Congratulations, Dr. Berg!!

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**2008/2009 Calendar of Events**

**2008**

**July**
- Dr. Michael Taylor Module # 2, Chiropractic Injectable Nutrients, July 12 & 13, Marriott Pyramid North, Albuquerque.
- NMCA Board of Directors Meeting, July 12, following Taylor Seminar, location to be determined.
- NMCA PAC meeting, July 13, following Taylor Seminar, location to be determined.

**August**
- Diplomat in Neurology Module, August 2 & 3, Marriott Pyramid North, Albuquerque. To register go to www.carrickinstitute.com and click on schedule.
- Dr. Michael Taylor Module # 3, Chiropractic Injectable Nutrients, August 16 & 17, Marriott Pyramid North, Albuquerque.

**September**
- Advanced Practice Certification # 1, National University of Health Sciences, September 13 & 14, Albuquerque.
- Diplomat in Neurology Module, September 27 & 28, Marriott Pyramid North, Albuquerque. To register go to www.carrickinstitute.com and click on schedule.

**October**
- Advanced Practice Certification # 2, National University of Health Sciences, October 4 & 5, Albuquerque.
- Diplomat in Neurology Module, October 25 & 26, Marriott Pyramid North, Albuquerque. To register go to www.carrickinstitute.com and click on schedule.

**November**
- Advanced Practice Certification # 3, National University of Health Sciences, November 1 & 2, Albuquerque.
- Diplomat in Neurology Module, November 15 & 16, Marriott Pyramid North, Albuquerque. To register go to www.carrickinstitute.com and click on schedule.
- Advanced Practice Certification # 4, National University of Health Sciences, November 22 & 23, Albuquerque.

**December**
- Advanced Practice Certification # 5, National University of Health Sciences, December 13 & 14, Albuquerque.

**2009**

**January**
- New Mexico Legislative Session begins January 20 at 12 Noon.

**March**
- New Mexico Legislative Session ends March 21 at 12 Noon.

**May**
Classifieds

Looking for Employment

**TRANSCRIPTIONIST AVAILABLE** ~ Are you looking for a transcriptionist? Reasonable prices! Call 505-299-2613.

Job Opportunities

**EXPERIENCED DC LOOKING FOR ASSOCIATE POSITION OR VACATION COVERAGE** ~ in New Mexico. I have 17 years of experience in Pennsylvania and will be active July 1, 2008, in New Mexico. I am committed and passionate about Chiropractic and enjoy serving others. I use diversified techniques including SOT, Thompson, Activator, and Trigger point. I am very dependable and consider myself to be very ethical. For more information, please contact Micheleemberger@cox.net or 623-240-6977. Thank you for your consideration.

**ASSOCIATE CHIROPRACTOR WANTED** ~ Clinic treats myofascial as well as internal disorders. Lab on premises. Call 575-622-8873 or 575-626-2388. Small town, expanding with lots of opportunities.

**LOOKING FOR AN OPPORTUNITY** ~ I am a chiropractor in Albuquerque and I would love to work with another chiropractor to share expenses and be able to cover each other so we can travel and take time off. Anyone need a little vacation? If anyone is interested in chatting about possibilities, e-mail me at shaktey@aol.com.

**LOOKING FOR AN ASSOCIATE** ~ doctor to begin immediately in Albuquerque. Please contact my son (James) at 505-299-7077. James J. Lehman, DC

**ASSOCIATE POSITION AVAILABLE WITH POTENTIAL BUYOUT OPTION** ~ Established Window Rock Chiropractor seeks an associate for 17+ years established practice. Must be Arizona licensed with PT certification. Send resume and/or contact Dr. Dennis Kirsten, P.O. Box 666 Window Rock, AZ 86515, Cell: (928) 907-5414. Fax: (928) 871-3555. E-mail: dskdc@npgcable.com.

**ASSOCIATES NEEDED** ~ busy satellite clinics in New Mexico and Texas. No experience needed, but must be driven and eager to learn to run your own practice. $60,000/year minimum plus unlimited bonus to care for patients that we provide for you! In addition, keep 60% of any patients you generate. Paid training, vacation time and health insurance are just a few of the added incentives. Fax CV to 504-467-0093 or email mluwester@gmail.com.

**ASSOCIATE POSITION AVAILABLE** ~ CareMore Chiropractic Centers is looking for an associate doctor who has strong people skills and who appreciates a team approach to health care. We offer the best of solo practice without the headaches and a strong support team. Concentrate on doing what you love and know well—delivering chiropractic services—and let us do the rest. Please email Dr. Plaman at mjpjamin@msn.com or call him on his cell at 505-681-9352 to explore your options.

Practice for Sale/Office Space Available

**SPACE AVAILABLE** ~ Space available at 9601 Sierra Vista Court, NE, Albuquerque. Please contact Dr. Gretchen Peterson, DC, at 505-480-8505 for details and information.

**OFFICE SPACE AVAILABLE** ~ Approximately 1250 sq. ft. with four (4) offices and waiting room near Candelaria and Eubank. Has been a Chiropractic Office for over five (5) years. For information contact Chaparral Owner/Broker at 505-296-0711.

**PRACTICE FOR SALE ~ BUILDING & EQUIPMENT** ~ 30 + years, 6 years with current owner, established practice in Jal, New Mexico. 2600 sq. ft. building with more than enough space and rooms to accommodate adjustments, exams, therapies and x-rays. Equipment includes 2 adjusting tables, 1 combination traction/segmental distraction table, and more. Asking the fair market value of the building at $169,000. Contact Dr. Kendall Boyd at 505-513-0319 or kw_boyd@yahoo.com.

**Services & Equipment Available**

**FREE Older model Spinalator** ~ that may need a little work. Come pick up at our office. Call and make arrangements. Also available, used office furniture. Available the last weekend in May. Telephone # (505) 995-8851, Santa Fe, N.M.

**EQUIPMENT FOR SALE** ~ Make offer! 2 hlt 405 activator style tables for sale. Both are blue, 1 needs reupholstering. Both tables work great. I am in Durango, CO. Make a reasonable offer and they are all yours. You need to pick up. I cannot deliver or ship. For information call: (970) 764-4061.


**EQUIPMENT FOR SALE** ~ ABS (American Back Solutions) Non-Surgical Spinal Decompression table. $60,000 new. 2 years old and in excellent condition. Asking $35,000. Comes with 1 year warranty. Shipping will be split with buyer. Call Dr. Jeff Keller: 719-930-4550 or email at rckymtn@aol.com.

**EQUIPMENT FOR SALE** ~ Lloyd Galaxy Hylo Maroon with snap on cover protectors, Cervical Chest & Lumbar Manual and Auto Drops, Abdominal breakaway, and 8 position selector valve for auto drop. Table is new . . . used on one patient. $10,000 firm. For information call Dr. F. W. Goforth, Gallup, NM, at 505-722-9002 or 877-249-0056.

**EQUIPMENT FOR SALE** ~ Zenith III-460 Thompson Verti-Lift Pneumatic Table & 4 Drops ~ Zenith Hi-Lo Verti-Lift Table w/4 Drops - 18" wide cushions - Zenith Power Front Section, Total weight 489 lbs., silent air compressor, leather upholstery - black - height 25" and elevates to 32" - purchased table in July and received table on September 5, 2007. Contact Dr. Ralph R. La Varta, DC, (970) 385-8585.

**EQUIPMENT FOR SALE** ~ Window Rock Chiropractic Equipment List

1. Rich Mar III G - Price - $850.00/per unit = $2550
2. Rich Mar III - Price - $690.00/per unit = $1950
   (1) Chattanooga Intelect Legend Stim - Price - $950.00
   (2) Rich Mar IV Ultrasound - Price-$1000.00/per unit = $2000
   (1) Mettler Sonicator 706 Ultrasound - Price - $900.00
   (4) Kaladar Medical Innovations-"The Stim" Price-$1000.00/per unit = $4000
   (i) Fisher Galvanic Unit-MD-1a - Price-$700.00
   (i) Mettler 500 Auto Therm Shortwave Diathermy Price-$1,100.00
   (i) X-ray: Universal 300/125 with Electric Locks, Konica QX 60 processor included with rare earth cassettes-$8,500.00
   (1) X-ray: GE 300/125 included Konica QX 60 processor with rare earth cassettes-$8500.00
   (i) Hill Anatomator intersegmental traction table - Price- $1,100.00
   (5) Spinalator intersegmental traction tables -Price- $700.00/per unit = $3500
   (2) Isotrack intersegmental traction tables -Price- $550.00/per unit = $1100
   (i) Barnes Flexion/Distraction Table-Price-$1500.00
   (i) Richardson Shortwave Diathermy machine - $1000.00
   (4) G-5 machines bullet style - $75.00+$2300
   (i) SAM unit - $1400.00
   (i) Torque Specific Upper Cervical Adjusting Instrument -$8400.00
   Dr. Dennis W. Kirsten, D.C, 928-871-3556-office, 928-871-3559-fax, wrdoc@frontiernet.net

**EQUIPMENT FOR SALE** ~ Chattanooga Intelect Legend Ultra-sound, $ 695, and Chattanoga Intelect 250 Ultrasound with 2 sound heads, $ 695. Both were tested April 13th, 2007 and both are in excellent condition. Asking $350. Comes with 1 year warranty. Shipping will be split with buyer. For additional information, please contact Dr. Kevin Goode at (970) 764-4061.

**TWO COMPLETE TELEPHONE SYSTEMS FOR SALE** ~

Vodavi system with 12 hand sets ~ $1500 and Executone system with 23 hand sets ~ $3000. Indestructible, excellent working condition good sound, $ 695, and Chattanoga Intelect 250 Ultrasound with 2 sound heads, $ 695. Both were tested April 13th, 2007 and both are in excellent condition.

**ASSOCIATE CHIRO DIAGNOSTIC EQUIPMENT ~**

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<tr>
<td>(i) X-ray: GE 300/125 included Konica QX 60 processor with rare earth cassettes</td>
<td>$8500.00</td>
</tr>
<tr>
<td>(i) Hill Anatomator intersegmental traction table</td>
<td>$1100.00</td>
</tr>
<tr>
<td>(5) Spinalator intersegmental traction tables</td>
<td>$700.00/each</td>
</tr>
<tr>
<td>(2) Isotrack intersegmental traction tables</td>
<td>$550.00/each</td>
</tr>
<tr>
<td>(i) Barnes Flexion/Distraction Table</td>
<td>$1500.00</td>
</tr>
<tr>
<td>(i) Richardson Shortwave Diathermy machine</td>
<td>$1000.00</td>
</tr>
<tr>
<td>(4) G-5 machines bullet style</td>
<td>$750.00+$2300</td>
</tr>
<tr>
<td>(i) SAM unit</td>
<td>$1400.00</td>
</tr>
<tr>
<td>(i) Torque Specific Upper Cervical Adjusting Instrument</td>
<td>$8400.00</td>
</tr>
</tbody>
</table>

Classified ads are free to NMCA members, doctors and professional associates, and can be faxed to 505-828-1128 or e-mailed to jaeni13@aol.com. Non-members please send ad and $50 to NMCA, P. O. Box 21100, Albuquerque, NM 87154. Please contact Jaeni Aarden, NMCA ED, at 505-280-0689 with questions.
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