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Caring For Your Skin



Fall & Winter 2012-13

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Welcome to the latest issue of the **Caring For Your Skin** Newsletter, that I write biannually to help keep my patients informed of the latest skin care advice, advances and other information. In this issue, I address:

- 1) **Skin Cancer News**
- 2) **Product Updates – Xeomin and Belotero**
- 3) **Before & After Photos of filler treatment of under-eye grooves**
- 4) **Website Update & *Miscellaneous Cosmetic Service Promotion***
- 5) **Update on Health Care Reform in Vermont**

Skin Cancer News



Last year Vermont became the second state to ban indoor tanning for minors.

<http://www.skincancer.org/news/tanning/vermont-tanning-ban>

This decision was in response to numerous studies that have linked skin cancer, including potentially deadly melanoma, with tanning. One tanning session can increase the risk of melanoma by 20%. Indoor tanners have an 87% higher risk of developing melanoma if they started tanning before 35 years of age. Indoor tanners are also 1.5 times more likely to develop basal cell skin cancer and 2.5 times more likely to develop squamous cell skin cancer. Take home message: Don't tan! <http://www.skincancer.org/publications/sun-and-skin-news/fall-2012-29-3/tanning-risk>



In the previous newsletter we mentioned a study revealed that people who took a daily dose of aspirin had a 24 percent lower rate of developing cancer after three years and were 37 percent less likely to die from the disease after five years. Aspirin also reduced the risk of any cancer spreading to other organs by 36 percent and certain types of tumors by 46 percent. For the beneficial effect, the aspirin had to be taken every day, but could be either the mini-dose 80 mg, or full size 325 mg pill.

Now a newer study shows that post menopausal women that take an aspirin a day may have up to 30% fewer melanomas than those that don't take aspirin daily.

<http://www.skincancer.org/news/melanoma/aspirin>

Check with your primary care provider before starting a daily aspirin regimen.

Product Updates

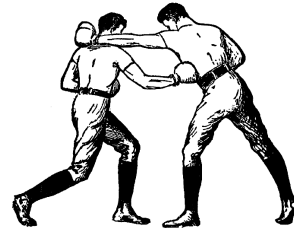


Restylane
Perlane
Dysport™



At the end of December Medicis, (the company that sold Restylane, Perlane and Dysport) was acquired by Valeant, a Canadian based pharmaceutical company. It is too early to know whether this is going to affect the price of the products previously sold by Medicis. We also do not know whether Valeant will continue periodic rebate promotion offers on these products, as were frequently offered by Medicis. If they do, we will continue to notify you by e-mail (you can sign up at c4yskin@gmail.com), and will post the promotions on our website: www.RutlandSkin.com.

Finally Xeomin is here!



In last Spring's newsletter I mentioned that Merz Pharmaceutical's release of Xeomin, a new Botox competitor, had been sidelined when Allergan, maker of Botox took them to court based on trade-secret violations. The court order has recently been lifted, and Merz is now promoting the sale of Xeomin with no restrictions. We should be using Xeomin this month (February) at treatment prices that are approximately \$45 less than Botox, and \$10 less than Dysport. Isn't competition a great thing. I expect to see further price decreases over the next 2 years. In clinical studies Xeomin is as safe, and lasts as long as Botox and Dysport.



Belotero is on the way!

In the previous newsletter I discussed Merz Aesthetics' Belotero, a competitor to the hyaluronic acid fillers Restylane, Perlane and Juvederm. That product is now available at a price that is competitive with the other fillers. Belotero has some more unique characteristics that may offer advantages over the other fillers, for filling superficial wrinkles and the hollows under the eyes. Studies have indicated that it has a similar longevity and safety profile compared to the other hyaluronic acid fillers.

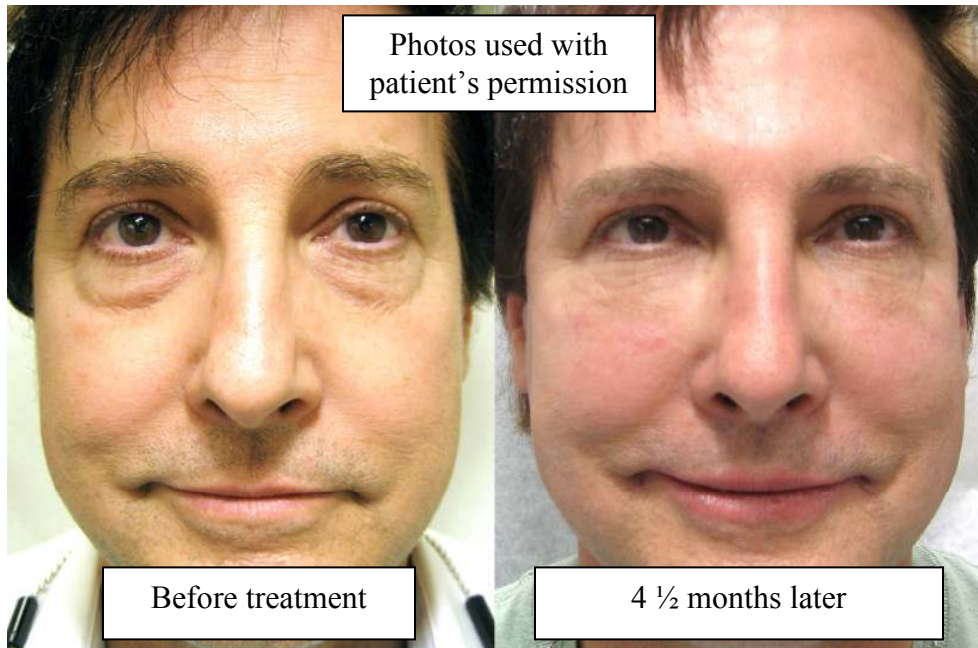
Before & After photos – Filler Treatment



Before

After

But seriously, the following is a photo of a man I treated for significant volume loss under his eyes giving a grooved hollow that creates the appearance of “bags” under the eyes. The follow up photo is 4½ months later, after a series of three filler treatments.



Photos used with
patient's permission

Before treatment

4 ½ months later

Filler treatment under the eyes can have a dramatic effect on one's appearance. If there has been major volume loss at this location, it is recommended to restore the volume over several steps. This allows achieving a more optimal result, and by restoring the volume loss more slowly over time, the correction is less likely to be noticed by others. Filler treatment under the eyes lasts for 1 to 2 years. This patient had a combination of Radiesse and Perlane treatments. To learn more about filler treatments to improve the appearance under the eyes, and at other locations, visit our website at: www.RutlandSkin.com

Website Update & Miscellaneous Cosmetic Service Promotion

We have added a new “Miscellaneous Cosmetic Services” page to our website at www.RutlandSkin.com. This page reviews some of the other cosmetic treatments we offer including removal of benign moles and other skin growths, microdermabrasion and chemical peels. We included photos and descriptions of some of the more common skin growths that patients often request to be removed. The following is one of many photos on the new page.



You can access this page, and pricing information by clicking on the “Miscellaneous Cosmetic Services” tab on the left hand column of the page. We are offering a promotion of 20% off all of these miscellaneous services for treatment dates between Feb 1 – March 30, 2013. Special instructions are required for chemical peels – a pre-peel consultation visit is required (the \$79 consultation fee can be applied toward the cost of the peel).

Update on health care reform in Vermont



Vermont plans to transition to a single payer health care system by 2017. First it is establishing a “health benefit exchange”, established by the state, under Obamacare (ACA law). Starting Jan 1, 2014 all individuals and small businesses with 50 or fewer employees will have to purchase health insurance in the exchange that will be called “Vermont Health Connect”. In 2016, many larger businesses will be forced to do the same.

Vermont is the only state that forces businesses and individuals (under Medicare age) to purchase insurance in the exchange, where costs are predicted to be significantly higher for many. Other states allow these folks to purchase health insurance outside of the exchange, where less expensive choices may be found. Vermonters may wonder why Vermont is different than all the other states in not allowing them to purchase insurance outside the exchange. I read a very good explanation for this, on the Vermonters for Health Care Freedom Facebook page (<http://www.facebook.com/VermontersforHealthcareFreedom>):

“A significant portion of the financing of the single payer system will rely on federal ObamaCare exchange subsidies Vermont hopes to capture by forcing individuals to purchase health insurance in the exchange. Vermont is also strongly encouraging small businesses to drop coverage of their employees so that the employees can then qualify to receive these federal subsidies that otherwise won't be available if the employer continues to provide coverage for health insurance. Vermont hopes to accomplish this by forcing small businesses into the exchange where costs will be significantly higher so as to incentivize employers to drop coverage.

Vermont is the only state that is forcing small businesses and individuals into the exchange to buy health insurance. Other states will allow the purchase of health insurance outside the exchange where costs may be lower, but where federal subsidies are not available. Vermont has eliminated this choice for small businesses and individuals so that the state can maximize its capture of federal subsidies to later pay for the single payer system.

The major concern here is that Vermont is relying on these captured federal subsidies to be continued as an annual federal lump payment to pay for a significant portion of the single payer health care system, that is supposed to begin in 2017. And what happens to the financial feasibility of this single payer system when the subsidies are cut [When the US Congress makes cuts to address the growing federal debt problem]? What is the backup plan, when single payer system financing is no longer feasible and the private health insurance market has been destroyed in Vermont?

On January 24, 2013 the Shumlin administration released the proposed funding mechanism on how we will pay for the single payer health care system. Vermont paid the University of Massachusetts (UMASS) \$300,000 to prepare the report. The state contract with UMASS required UMASS to provide several possible scenarios how we could raise the estimated \$1.6 billion dollars to pay for the single payer health care system, and identify who would shoulder these costs, and in what form (taxes, fees, etc.). Unfortunately the report did not contain this information. It appears that the contract obligations were not fulfilled, yet the Shumlin administration is not concerned. So it appears we won't know how, or who, will be paying for the single payer health care system until after yet another election. So maybe we might get learn the answers to these questions during the 2015 legislative session.

A lot is happening to our health care system, both at the national and state levels. If you are interested in staying informed about the changes in health care, I highly recommend viewing the numerous health care reform articles that are posted daily at:

<http://www.facebook.com/VermontersforHealthcareFreedom>

I encourage you to share this information with interested persons so that more Vermonters can stay informed of what the future may hold for our health care system. Thanks.

In closing, I hope you found items of interest in this issue of the **Caring For Your Skin** Newsletter. If you are not on the e-mailing list and would like to receive future newsletters via e-mail, or would like to have a particular topic covered in a future newsletter, e-mail your request to C4YSkin@gmail.com.

Hope you enjoy the rest of winter.



DPM