

HANDPIECE

HEADLINES™

Volume 2 Issue 1

YOUR SOURCE FOR HANDPIECE INFORMATION

Get One Free CE Credit And an Education in Handpiece Maintenance!



Hayes Handpiece Company has teamed up with DenTrek to offer you one free CE credit just for participating in a Hayes maintenance demonstration. This in-office demo takes approximately 15 minutes and gives you all the information you need for maintaining low-speeds, high-speeds, swivels, scalers and attachments. Hayes will help you extend the life of your handpieces and save your office money.

You'll learn about different types of autoclaves and related procedures, as well as lubricants and cleaners. Your Hayes representative can also explain the proper air pressure for each type of handpiece and describe maintenance for fiber optics. Once your demonstration is complete, Hayes will provide you with instructions to easily obtain your CE credit through the DenTrek website.

Extend the life of your handpieces

Perfect for new staff

Takes just 15 minutes

1 free CE credit

Entrepreneur Magazine Gives High Marks to Hayes

ENTREPRENEUR'S 24TH ANNUAL
FRANCHISE 500™

Hayes Handpiece Company has been named in *Entrepreneur Magazine's* 24th annual Franchise 500 for the fourth year in a row.

Hayes Handpiece Company has been in business longer than any other handpiece repair franchise company

in the country. There are 69 locations worldwide, and all offices are independently owned and operated. All Hayes repair specialists are thoroughly trained in handpiece repair, cleaning, and maintenance, and all offices are backed by over 30 years of dental experience.

Questions about Electric Dental Handpieces?

Hayes is an independent source for handpiece information. We gathered specifications on all of the manufacturers' models and put together a complete, unbiased resource to help you determine which electric handpiece is right for your practice.



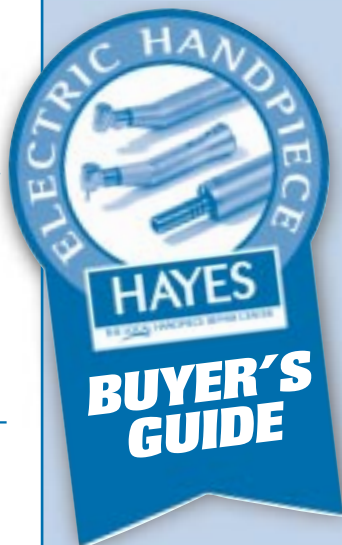
HAYES

THE LEGAL HANDPIECE REPAIR CENTER

www.hayeshandpiece.com

Need Help Maintaining Your Electric Handpieces?

Every manufacturer has different guidelines for maintaining electric handpieces. Hayes offers free in-office maintenance demonstrations to help you extend the life of your handpiece. We offer expert assistance on maintaining your specific type of handpiece.



Our customers have recently been asking a lot of questions about electric dental handpieces. We did some research and created this buyer's guide for those of you who are considering purchasing an electric dental handpiece in the near future. The information was gathered from the manufacturer web sites, dealer catalogs, and direct input from the various manufacturers. The information has not been independently verified by Hayes. We hope this helps you decide which electric handpiece is right for your practice. It is important to note that Hayes does not sell electric handpieces, nor do we offer an opinion as to which handpiece you should purchase. However, we know even the best handpiece will eventually break, and we are prepared to offer high-quality repairs for electric dental handpieces.



CORPORATE HEADQUARTERS
5375 Avenida Encinas, Suite C
Carlsbad, CA 92008
Tel: 800-228-0521

Visit www.hayeshandpiece.com for information on your local Hayes office.

To be added to the mail list for Handpiece Headlines, please call 800-228-0521.

Since 1989, Hayes Handpiece Company has specialized in handpiece repair and maintenance. With over 69 local handpiece repair centers worldwide, Hayes Handpiece is dedicated to high-quality, convenient, and reasonably priced handpiece repairs.

Handpiece Headlines is published quarterly by Hayes Handpiece.

HAYES HANDPIECE COMPANY

- Specializing in high-speed, low-speed, fiber optics, scaler and attachment repairs
- Fast turnaround
- Free maintenance demos
- Tiger OneStep™ lubricant dealer
- Local service

ELECTRIC DENTAL HANDPIECES

BIEN AIR USA
OPTIMA PLUS

MOTOR DIFFERENCES

Motor Speed (measured in RPM's)	60-40000
Brush/Brushless	brush
Maximum torque	2.9Ncm
Swivel Location	at bottom of motor
Outer casing material	nickle/silver alloy
Oil seal on motor	yes
Ball bearing type	stainless
Warranty	2 years

SYSTEM DIFFERENCES

Installation capabilities	Internal/External
Individually programmable settings	two
Unit calibrated to existing air pressures	no
Auto Reverse / Torque Control for endo	yes
Forward/Reverse switches	yes
Capability of adjusting speed with foot pedal	yes
Capability of using 6-pin air handpiece with system	yes
RPM display capabilities	digital - 5 digit

ATTACHMENT DIFFERENCES

Highspeed speed ratio	1:5
Heads removable from low speed angles	no
Gear system	2 gear
Reduction attachments required for endo	no
Bearing Type	stainless
Outer Casing Material	nickle/silver alloy
Warranty	1 year

WEIGHT

Motor with Fiber Optic High Speed Attachment	6.4 oz
Motor with Fiber Optic Low Speed Attachment	6.4 oz
Motor with Fiber Optic Endo Attachment	N/A

FIBER OPTIC ATTACHMENTS

Electric Unit/Handpiece Combinations	Interchangeable
Optics	Dual Port (glass)

WATER SPRAY

Variable=water does not difuse when motor speed decreases	Constant
Constant=full water spray at all speeds	
Location of water spray adjustment	dental unit
Highspeed ports	three port
Lowspeed ports	three port

DEALER RELATIONSHIP

How systems are sold to customers	dealer network
-----------------------------------	----------------

PRICING

Complete Electric System	\$1,599.99
Fiber Optic Highspeed 1:5 multiplier	\$869.99
Fiber Optic Lowspeed 1:1	\$779.99
Fiber Optic Lowspeed 2.7:1 reducer	-
Fiber Optic Endo 10:1 reducer	\$994.99*
Fiber Optic Endo 16:1 reducer	\$ -
Endo additional head 62LDN 10:1 reducer	\$ -

TOTALS

	\$4,244.96
--	------------

Per Schein



* It is claimed by Bien Air that the endo and implant procedures can be performed with the 1:1 low speed eliminating the need for the 10:1 endo attachment.

	KAVO AMERICA ELECTROTORQUE PLUS	NSK TI-MAX EL 400	STAR TITAN E-LECTRIC	W&H/ADEC EB-40	MANUFACTURER INFORMATION
	2000-40000	1000-40000	1000-40000	4000-40000	<p>BIEN AIR The motor is capable of running as low as 60 RPM and is said to be able to perform endo and implant procedures with the slow-speed attachment (the chip air and water must be turned off). Auto reverse torque control for endo is said to reduce the problem of files breaking in the root canal. The 5-digit readout provides an exact measure of the speed of the motor. The motor is said to produce 2.9 Ncm of constant torque at all levels—from 60 RPM to 40,000 RPM. The motor and all attachments have a two-year warranty. The product is sold through the dealer network, which can provide installation services. www.bienair.com</p> <p>KaVo The brushless motor is said to be maintenance-free and exceptionally quiet. The motor is backed by a three-year warranty, with a one-year warranty on the attachments. At a reported 3Ncm, the motor has the greatest amount of maximum torque among the major brands of dental handpieces. The heads are removable from the low-speed angles, eliminating the need for a separate attachment to do the endo procedures. The three-gear system on the attachments is said to distribute the workload better than the conventional double-gear systems, resulting in less wear and longer life. Individually programmable speed settings allow the user to pre-program two selected speed settings. The unit can be calibrated to the existing air pressure on the dental unit, a feature that is said to optimize motor performance. The product is sold through the dealer network, which can provide installation services. www.kavo.de</p> <p>NSK Even though the NSK is not as powerful as the other motors discussed in this buyers guide, the manufacturer firmly believes 32.6 watts of power is strong enough to perform all procedures from endo to high-speed cutting. Unnecessarily high power is said to translate into a loss of energy, and is against the worldwide outcry for energy conservation. The motor is backed by a three-year warranty, with a one-year warranty on the attachments. The ceramic bearings are said to produce less heat and last longer than the standard bearings. The titanium housing is said to be exceptionally durable in the autoclave environment. The product is the only one we researched that is sold directly to the dentist. www.nskamerica.com</p> <p>STAR The motor and all attachments are private-labeled from NSK. All performance specifications and warranties are identical. The product is sold through the dealer network, which can provide installation services. www.dentalez.com</p> <p>W&H The motors, tubings, and circuit boards are private-labeled from Bien Air USA. The attachments are produced by W&H. The motor is said to produce 2.9 Ncm of torque. The motor and all attachments have a one-year warranty. The product is sold through the dealer network, which can provide installation services. www.dentalwerk.com</p>
	brushless	brush	brush	brush	
	3Ncm	N/A	N/A	2.9Ncm	
motor	between mtr & ang	no rotating swivel	no rotating swivel	at bottom of motor	
by	nickle/silver alloy	titanium	titanium	nickle/silver alloy	
	not needed,brushless	no	no	yes	
	stainless	ceramic	ceramic	stainless	
	3 year	3 year	3 year	1 year	
	Internal/External	Internal/External	Internal/External	Internal	
	two	none	none	none	
	yes	no	no	no	
	no	no	no	no	
	yes	yes	yes	yes	
	yes	yes	yes	yes	
	no	no	no	yes	
	digital - 2 digit	digital - 2 digit	digital - 2 digit	nondigital	
	1:5	1:5	1:5	1:5	
	yes	no	no	no	
	3 gear	2 gear	2 gear	2 gear	
	yes	yes	yes	yes	
	stainless	ceramic	ceramic	stainless	
by	nickle/silver alloy	titanium	titanium	nickle/silver alloy	
	1 year	1 year	1 year	1 year	
	6.3 oz	6.8 oz	6.8 oz	6.1 oz	
	6.2 oz	6.5 oz	6.5 oz	6.0 oz	
	6.3 oz	6.8 oz	6.8 oz	6.0 oz	
e	Interchangeable	Proprietary	Proprietary	Interchangeable	
s)	1 Port Cellular	1 Port Cellular	1 Port Cellular	1 Port Cellular	
	Constant	Variable	Variable	Constant	
	motor	dental unit	dental unit	dental unit	
	three port	three port	three port	three port	
	one port	one port	one port	one port	
	dealer network	direct	dealer network	dealer network	
	\$ 2,249.99	\$ 1,350.00	\$ 1,349.99	\$ 1,450.00	
	\$ 1,324.99	\$ 880.00	\$ 839.99	\$ 1,100.00	
	\$ -	\$ 720.00	\$ 724.99	\$ 845.00	
	\$ 979.98	\$ -	\$ -	\$ -	
	\$ -	\$ -	\$ -	\$ 930.00	
	\$ -	\$ 840.00	\$ 839.99	\$ -	
	\$ 378.99	\$ -	\$ -	\$ -	
	\$ 4,933.95	\$ 3,790.00	\$ 3,754.96	\$ 4,325.00	
	Per Schein	Per NSK Website	Per Schein	Per Patterson	

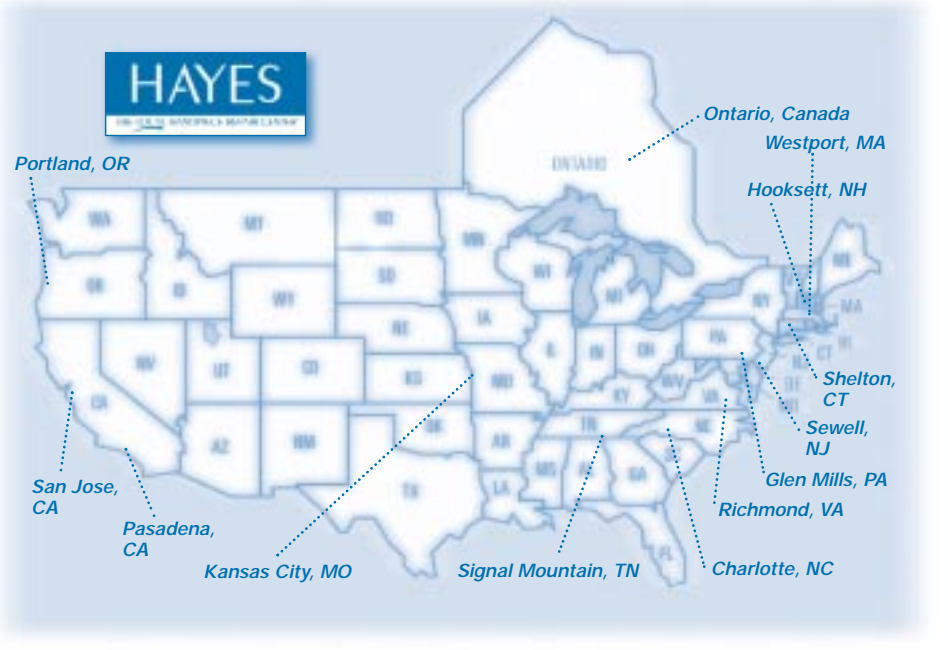




WHAT'S INSIDE:



More Locations to Serve You!



*Call Hayes
Before You
Buy Another
Handpiece*



Hayes can provide expert advice on all manufacturers' models. We are your unbiased source for handpiece information. We can recommend the best handpiece for your practice and we offer a full line of reconditioned handpieces.