

HANDPIECE

HEADLINES™

Volume 3 Issue 1

YOUR SOURCE FOR HANDPIECE INFORMATION

Local Service & High-Quality Repairs

Why is Hayes your best choice for handpiece repair and maintenance? It's our unique combination of local, personal service and expert high-quality repairs. Hayes Handpiece Company has been providing local service for 16 years. We've grown to a successful worldwide network of 75 offices because we're focused—we provide high-quality, local handpiece repair at reasonable prices.

All 75 Hayes locations are independently owned and operated, and each owner has a vested interest in day-to-day business operations.

See what Hayes can do for you!

- Repair of major air-driven and electric handpieces—including lab handpieces
- Most OEM turbines available
- Fiber optic replacement—be more efficient
- Free cleaning and maintenance training—extend the life of your handpieces
- Free pick-up and delivery—no hassles
- Free warranty tracking—we do the work for you
- Excellent turnaround times—reduce downtimes

Unlike many local handpiece repair companies, Hayes is dedicated to quality. We have invested in various instruments such as tachometers, concentricity gauges and chuck

retention gauges which allow us to verify that your handpiece is operating within the recommended manufacturer and ISO specifications. We've also built excellent relationships with the handpiece manufacturers, and in many cases have acquired their repair technology. The bottom line is we

do it right the first time!

All 75 Hayes locations are independently owned and operated, and each owner has a vested interest in day-to-day business operations. That's why we are dedicated to quality and keeping up on trends within the handpiece industry.

Complete Lab Handpiece System Now Available Through Your Local Hayes Handpiece Office!

MARATHON N7

KIT INCLUDES:

- Control unit
- 35K RPM motor handpiece (model SDE-SH37L)
- Foot pedal

NEW!

LOW PRICE!

- Complete kit\$399
- Handpiece only\$199

Suggested Retail 6-month warranty



THE MARATHON N7 SYSTEM FEATURES:

- Powerful torque (400 gf.Cm)
- Variable-speed foot control
- Extended operation without overheating
- Easy-to-change driving direction
- Compact, ergonomic design
- Automatic shut-off with alarm beep and automatic reset

Contact your local Hayes Handpiece office to purchase the MARATHON N7

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 endorse a particular manufacturer.



As electric handpieces have entered into the market, Hayes technicians have learned all we can about the ins and outs of electrics. Call us when you need your electric handpiece repaired or before you purchase any handpiece. Hayes is your source for unbiased handpiece information!

SEE INSIDE >>



www.hayeshandpiece.com



ELECTRIC DENTAL HANDPIECES	BIEN AIR USA OPTIMA PLUS	KAVO AMERICA ELECTROTORQUE PLUS	BRASSELER/NSK	STAR TITAN E-LECTRIC	W&H/A-DEC EA40-LT	LARES RESEARCH APEX ELEC HANDPIECE
MOTOR DIFFERENCES						
Motor speed (measured in RPM's)	60-40000	2000-40000	2000-40000	1000-40000	2000-40000	4000-40000
Brush/brushless	brush	brushless	brushless	brush	brushless	brush
Maximum torque	2.9 Ncm	3 Ncm	3.5 Ncm	NA	3.0 Ncm	2.8 Ncm
Swivel location	at bottom of motor	between mtr & ang	no rotating swivel	no rotating swivel	NA	at bottom of motor
Outer casing material	nickel/silver alloy	nickel/silver alloy	titanium	titanium	stainless	nickel/silver
Oil seal on motor	yes	NA/brushless	NA/brushless	no	yes	yes
Ball bearing type	stainless	stainless	NA	ceramic	stainless	stainless
Warranty	2-year	3-year	3-year control box/motor	3-year	2-year	1-year
SYSTEM DIFFERENCES						
Installation capabilities	internal/external	internal/external	external	internal/external	internal/external	external
Individually programmable settings	2	2	2	none	3	none
Unit calibrated to existing air pressures	no	yes	no	no	yes	no
Auto reverse/torque control for endo	yes	no	no	no	no	no
Forward/reverse switches	yes	yes	yes	yes	yes	yes
Capability of adjusting speed with foot pedal	yes	yes	yes	yes	yes	yes
Capability of using 6-pin air handpiece with system	yes	no	no	no	no	yes
RPM display capabilities	digital--5 digit	digital--2 digit	digital--2 digit	digital--2 digit	digital-2 digit	non-digital
ATTACHMENT DIFFERENCES						
Highspeed speed ratio	1:5	1:5	1:5	1:5	1:5	1:5
Heads removable from low speed angles	no	yes	no	no	no	no
Gear system	2-gear	3-gear	2-gear	2-gear	2-gear	2-gear
Reduction attachments required for endo	no	yes	yes	yes	yes	yes
Bearing type	stainless	stainless	ceramic	ceramic	stainless	stainless
Outer casing material	nickel/silver alloy	nickel/silver alloy	titanium	titanium	stainless	nickel/silver
Warranty	1-year	1-year	1-year	1-year	1-year	1-year
WEIGHT						
Motor with fiber optic high speed attachment	6.4 oz	6.3 oz	137 grams	6.8 oz	NA	6.45 oz
Motor with fiber optic low speed attachment	6.4 oz	6.2 oz	137 grams	6.5 oz	79 grams	6.53 oz
Motor with fiber optic endo attachment	NA	6.3 oz	137 grams	6.8 oz	NA	NA
FIBER OPTIC ATTACHMENTS						
Electric unit/handpiece combinations	interchangeable	interchangeable	interchangeable	proprietary	interchangeable	interchangeable
Optics	dual-port (glass)	1-port cellular	1-port cellular	1-port cellular	1-port cellular	dual-port optics
WATER SPRAY						
Variable=water does not diffuse when motor speed decreases Constant=full water spray at all speeds	constant	constant	variable	variable	constant	constant
Location of water spray adjustment	dental unit	motor	dental unit	dental unit	dental unit	dental unit
Highspeed ports	3-port	3-port	4-port	3-port	3-port	3-port
Lowspeed ports	3-port	1-port	1-port	1-port	1-port	3-port
DEALER RELATIONSHIP						
How systems are sold to customers	dealer network	dealer network	direct--Brasseler USA	dealer network	dealer network	direct
PRICING						
Complete Electric System	\$1,599.99	\$2,249.99	\$1,795.00	\$1,349.99	NA	\$1,349.00
Fiber Optic Highspeed 1:5 multiplier	\$869.99	\$1,324.99	\$950.00	\$839.99	NA	\$899.00
Fiber Optic Lowspeed 1:1	\$779.99	NA	\$775.00	\$724.99	NA	\$749.00
Fiber Optic Lowspeed 2.7:1 reducer	NA	\$979.98	\$820.00	NA	NA	\$779.00
Fiber Optic Endo 10:1 reducer	\$994.99	NA	\$860.00	NA	NA	\$3,776
Fiber Optic Endo 16:1 reducer	NA	NA	\$900.00	\$839.99	NA	
Endo additional head 62LDN 10:1 reducer	NA	\$378.99	NA	NA	NA	
TOTALS	\$4,244.96	\$4,933.95	\$3,790.00	\$3,754.96	NA	
	Per Schein	Per Schein	Per NSK	Per Schein	Per W&H	Per Lares





TECH-APEX HANDPIECE SYS	SIRONA SIROTORQUE L SL	SIRONA SIROTORQUE SL ISO	SIRONA SIROTORQUE L+ BL	SIRONA SIROTORQUE L+ BL ISO	MIDWEST
	2000-40000	2000-40000	90-40000	90-40000	1500-40000
	brush	brush	brushless	brushless	brush
	2.4 Ncm	2.4 Ncm	2.4 Ncm	3.7 Ncm	2.6 Ncm
	bottom of motor	bottom of motor	bottom of motor	bottom of motor	at bottom of motor
	none - handpiece fits over motor	titanium	none - handpiece fits over motor	titanium	stainless
	yes	yes	yes	yes	yes
	stainless	stainless	stainless	stainless	stainless
	3-year	3-year	3-year	3-year	2-year
	internal/external	internal/external	internal/external	internal/external	internal/external
	2	2	2	2	11
	can be adjusted	can be adjusted	can be adjusted	can be adjusted	yes
	no	no	no	no	yes
	yes	yes	yes	yes	yes
	yes	yes	yes	yes	yes
	yes	yes	yes	yes	yes
	digital-2 digit	digital-2 digit	5-6 digit - digital, bur & motor	5-6 digit - digital, bur & motor	digital
	1:5	1:5	1:5	1:5	1:5
	no	no	no	no	no
	2-gear	2-gear	2-gear	2-gear	2-gear
	yes	yes	yes	yes	yes
	stainless	stainless	stainless	stainless	stainless
	titanium	titanium T1 LINE & stainless T2 Revo	titanium	titanium T1 LINE & stainless T2 Revo	stainless
	2-year out-of-box --3-5 yr opp angle warr	2-year out-of-box --3-5 yr opp angle warr	2-year out-of-box --3-5 yr opp angle warr	2-year out-of-box --3-5 yr opp angle warr	1-year
	5.25 oz	T2 Revo 7 oz - T1 LINE 6 oz	5.25 oz	T2 Revo 7 oz - T1 LINE 6 oz	6.7 oz
	5.25 oz	T2 Revo 7 oz - T1 LINE 6 oz	5.25 oz	T2 Revo 7 oz - T1 LINE 6 oz	6.7 oz
	5.25 oz	T2 Revo NA - T1 LINE 6 oz	5.25 oz	T2 Revo NA - T1 LINE 6 oz	6.5 oz
	proprietary	interchangeable	proprietary	interchangeable	interchangeable
	1-port cellular	1-port cellular	1-port cellular	1-port cellular	dual-port (glass)
	constant	constant	constant	constant	constant
	base of handpiece at motor	base of handpiece at motor	base of handpiece at motor	base of handpiece at motor	dental unit
	3-port	3-port	3-port	3-port	4-port
	3-port	3-port	3-port	3-port	4-port
	dealer network	dealer network	dealer network	dealer network	dealer network
	\$2,099.00	\$2,099.00	\$2,499.00	\$2,499.00	\$2,009.99
	\$1699 mini head	\$1,280 T2 Revo - \$1,699 T1 LINE mini	\$1699 mini head	\$1,280 T2 Revo - \$1,699 T1 LINE mini	\$1,075.99
	\$1310 mini head	\$930 T2 Revo - \$1165 T1 LINE	\$1310 mini head	\$930 T2 Revo - \$1165 T1 LINE	\$884.99
	\$1415 mini head	\$994 T2 Revo - \$1,215 T1 LINE	\$1415 mini head	\$994 T2 Revo - \$1,215 T1 LINE	NA
	\$1065 (9.5:1)	\$810 T1 LINE (9.5:1)	\$1065 (9.5:1)	\$810 T1 LINE (9.5:1)	\$944.99
	\$1050 (non fiber optic endo - 115:1)	\$1050 (non fiber optic endo - 115:1)	\$1050 (non fiber optic endo - 115:1)	\$1050 (non fiber optic endo - 115:1)	NA
	\$1050 (non fiber optic endo - 66:1)	\$1050 (non fiber optic endo - 66:1)	\$1050 (non fiber optic endo - 66:1)	\$1050 (non fiber optic endo - 66:1)	NA
				\$4,915.96	
	Per Sirona	Per Sirona	Per Sirona	Per Sirona	Per Schein





WHAT'S INSIDE:



MANUFACTURER INFORMATION

Bien Air **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

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

NSK **NSK** The motor can 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

StarDental **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

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

lares **lares RESEARCH** Offering consistently high torque throughout its entire speed range, the compact Apex electric handpiece system is engineered to maximize cutting power and torque while minimizing bur deflection. The handpiece enhances the operator's control of the depth of cut, placement of margins, and shape of the preparation. An integrated electric feedback system, which detects load at the bur, automatically increases voltage to the motor to keep bur speed constant; the feedback system ensures smooth, efficient cutting with minimum vibration, enhancing patient and user comfort. Lower-frequency gearing sounds are quieter than air highs. The unit adapts to standard four-hole tubing for compatibility with existing dental units. Contra angles are color-coded for quick changing and are compatible with all international E-type motors. www.laresresearch.com

sirona **SIRONA DENTAL SYSTEMS, LLC** Sirona Dental Systems, LLC offers two different types of electric motors and three different styles of contra angles. The T1 LINE and T2 Revo, used with the EL motor found on the SiroTorque L EL are a direct comparison to all other manufacturers with the e-type attachments. Sirona boasts the lightest and best ergonomics with the T1 CLASSIC and SL motor found with the SiroTorque L SL. The unique styling of the T1 CLASSIC allow the attachment to fit over the motor thus creating superior balance and a light 5.25 oz. touch in the users hand. The bright fiber optics of up to 25,000 LUX provide superior illumination of the oral cavity. The SiroTorque L EL & SL come with

2 pre-programmed speed settings. However, these can be reprogrammed to meet user preferences. There are several settings that may be adjusted to allow for optimal performance on most treatment centers. Both SiroTorques come with a 3 year warranty. All attachments come with an industry leading 2 year warranty out-of-the-box. Sirona also offers an optional 3 and 5 Year Total Warranty. Sirona can prove the lowest cost of ownership with these warranties over 3 and 5 years. Sirona also offers two additional endodontic attachments, SiroNiTi 115:1 and SiroNiTi Air+ 66:1. These attachments allow for safe and efficient endodontic therapy with piece of mind with minimizing file breakage due to the unique torque settings. The SiroNiTi Air+ may be used on an e-type electric motor or air motor. These products may only be purchased through authorized dental distributors. www.Sirona.com

MIDWEST **MIDWEST** eStylus, the revolutionary electronic handpiece system from DENTSPLY Professional. Effortlessly shift from endo to low-speed to high-speed. In seconds, Wireless Remote Display and Control panel puts information and control at your fingertips, the only electric with this option. Unique endo mode offers true rotary endodontic capability with excellent optics. Fusion Optics and 4-Port water spray keep the work area bright, clean and cool during high and low speed procedures. Powerful, smooth and quiet electric motor delivers consistent torque. Controller integrates and calibrates into existing dental units and uses your existing foot pedal. eStylus- e is for everything! www.dentsply.com