



PRESS RELEASE

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Editor's Contact:

Jeanne Gable

Hayes Handpiece Co.

jeanne.gable@hayeshandpiece.com

Tel: 405-354-2164

HAYES HANDPIECE COMPANY CELEBRATES 20 YEARS IN BUSINESS

CARLSBAD, CA—Hayes Handpiece Company announces its 20th year of providing local handpiece repair.

In 1989, John and Jo Hayes started Hayes Handpiece Company in a 10'x10' garage space in the San Diego area. Prior to starting Hayes, John and Jo owned and operated California Dental Equipment Company, where they discovered that dentists needed a local source for fast, reliable handpiece repair.

Today, Hayes Handpiece Company remains a family-based business with sons David and Joe at the helm, and is recognized as the largest independent handpiece repair company in the world.

Joe Hayes, CEO of Hayes Handpiece Company suggests that Hayes' success lies in its ability to provide local, personalized service to dentists through the company's unique franchise business model. "The majority of our locations operate as independent franchises, so each location has a vested interest in the success of the business."

In addition to the franchise business model, Joe feels that the company's focus has greatly contributed to its growth and stability, "We specialize in handpieces, and I believe we have built a successful business because we are so focused. We are experts at what we do."

While the company recently expanded to include the sale of handpieces and handpiece-related merchandise such as lubricant, the business model is still very much about service. "We service what we sell," says Hayes. "It really is that simple."

Hayes Handpiece Company is a franchise network of 85 individually owned and operated handpiece repair centers in the United States, Canada and the United Kingdom. Founded in 1989, Hayes focuses on providing the highest quality local handpiece repair service and sales to dental practitioners and laboratories. The Hayes corporate headquarters is located in Carlsbad, California.

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Hayes Handpiece Company
800-228-0521
www.hayeshandpiece.com

CAPTION FOR HAYES FAMILY PHOTO

The Hayes Family (from left to right)

Jeanne Gable –Marketing

Diane Roerig—VP Operations

John Hayes—Founder / R&D

Jo Hayes—Co-Founder / Administrative & Human Resources

Joe Hayes--CEO

David Hayes--CFO