

Purchase a Bien-Air electric system or handpiece and you'll be entered into our quarterly drawing for a FREE TaylorMade golf bag and set of r7 irons!



A \$1,200 value!

1



Buy 1 Digipad MX int OR 1 Optima MX and 2 attachments 1:5 L and get 1 FO attachment 1:1 FREE

2



Buy 2 Digipad MX int OR 2 Optima MX and 2 attachments 1:5 L and get 2 FO attachment 1:1 FREE

3



Buy 2 1:5 L and 2 1:1 L attachments, Get 1 1:5 L attachment FREE

Offers valid through December 31, 2008

TaylorMade
Win FREE TaylorMade Golf Merchandise!
see inside!



You should perform routine maintenance on your **LOW SPEEDS** at least once a week. This includes cleaning, lubricating, running on a purge station and bagging and sterilizing if applicable.

When you are **STERILIZING HANDPIECES**, you should always make sure that the drying cycle is complete prior to removing handpieces from the sterilization chamber. Never use dry-heat sterilization and never sterilize with a bur installed.

money saving tips



Handpiece Headlines®

October 2008 Your Source for Industry News & Information

Save Your Practice Thousands of Dollars on Handpiece Service

SAVE!

Hayes has been providing local handpiece repair for almost 20 years. We're known nationwide for our dedication to quality, but did you know that there is also a lot we can do to save your practice money?

Repair vs. Replace

Repairing a broken handpiece is usually your most cost-effective option. Instead of always replacing turbines and handpieces, Hayes offers a state-of-the-art overhaul that will get your handpiece operating at peak performance (**high-speed overhauls starting at \$79, low-speed overhauls starting at \$169**). And our excellent warranties mean you'll get more value for your dollar.



Handpiece Maintenance Demonstrations

- Great for new staff
- 1 CE credit through DENTREK
- We cover new technology such as electrics & automated lubing machines

Call today for your **FREE in-office demonstration!**



Great Deals on Handpieces

If handpiece repair is not a good option, Hayes has reconditioned handpieces for sale (6-month warranty), as well as a variety of new high-quality economy handpieces (**see our \$295 Titanium SE1 inside!**)

Local, Hassle-Free Service

Our hassle-free service policy means you and your staff won't have to waste time dealing with handpiece issues. We'll come to you and consult about repairs, give you money-saving maintenance tips and check your air pressures to extend the life of your handpieces without compromising power.

CALL YOUR LOCAL HAYES OFFICE TODAY FOR A FREE PICK-UP!

Will an Electric Handpiece Burn My Patients?

If you own electric handpieces or you've considered purchasing one, you've probably heard about the potential for patient burns. We've researched the issue and share our findings. The FDA's March 2008 MedWatch Safety Alert discusses the issue of patient burns caused by electric handpieces. The article places the blame on worn or poorly maintained speed-increasing handpieces (1:5 increasers). *continued on pg 2*

WILL AN ELECTRIC HANDPIECE BURN MY PATIENTS? *continued from pg 1*

While proper maintenance for all handpieces is important, Arthur Mateen, General Manager of Bien-Air USA, explains that the main reason electric handpieces have caused burns is because the handpiece has been used as a cheek retractor. This causes the button to touch the spindle moving at 200,000 rpm, creating friction and instant heat without warning. Fortunately, Bien-Air has come up with a solution to this problem. The company has a unique, patented design that helps

prevent the cap from overheating. All Bien-Air handpieces are equipped with a patented, anti-heating push button that restricts the contact of the push button cap to the moving parts inside the handpiece head, thus virtually eliminating the potential of push button getting in contact with the handpiece parts rotating at 200,000 rpm. While it does not completely remove the threat of a heating cap if used as a cheek retractor, it gives significantly more warning than any other 1:5 handpiece on the market. Please contact your local Hayes office to test-drive a Bien-Air electric handpiece.

NOW AVAILABLE FROM HAYES!

The NEW Morita TwinPower Mini

Only 10.6 mm Head Height



- 18 watts of power in 10.6 mm head
- Excellent access and visibility
- Cutting efficiency equal to (or greater than) other manufacturers' standard heads
- Other head sizes available

**BUY 3,
Get 1 FREE!**

NEW Hayes Titanium SE1



- High-quality high-speed
- Low maintenance cost
- Backed by Hayes
- Made in Germany
- Other models available

\$295
ask about volume discounts!

TRY BEFORE YOU BUY!

FREE TEST-DRIVE of the Bien-Air Optima MX



- Convenient and easy test-drive—we'll install the system and train you
- Your chance to use an electric for actual cases in your own office

Already Own an Electric System?

Ask about trade-ins and specials on 1:5 increasers! with patented anti-heat cap

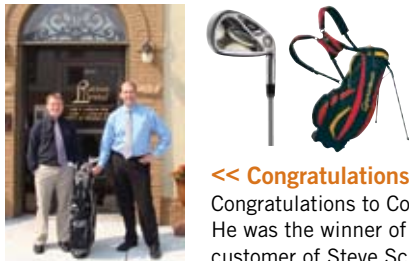
\$750
with trade-in

<< FREE TaylorMade Irons & Bag!

Buy an Optima MX system or handpiece by December 31, 2008, and you'll be entered to win FREE TaylorMade irons and bag!

<< Congratulations to our Second Quarter Winner!

Congratulations to Cory J. Larson, DDS of Minneapolis, MN (left). He was the winner of our second quarter drawing. Dr. Larson is a customer of Steve Schwinghammer of Hayes Minnesota (right).



Call today to schedule a FREE TEST-DRIVE of the Bien-Air Optima MX®

Trust Hayes For All Your Repairs!

Service is Our Business!

- > High-speeds, low-speeds, scalers, attachments and cavitrons
- > Free pick-up
- > State-of-the-art repairs
- > Fast turnaround
- > Great warranties
- > Cleaning and testing included
- > Your choice of aftermarket or OEM turbines

High-speed overhauls starting at **\$79**, low-speed overhauls starting at **\$169**

Ask us about **IMPLANT & ENDO** repairs!