

# HandpieceHeadlines®

July - September 2010 Your Source for Industry News & Information

## WHITER & BRIGHTER LED BULBS A Brilliant Idea in Dentistry

Conventional LED bulbs are commonplace, from a basic flashlight bulb to your car's brake lights. LED light is known for its brightness and light dispersion qualities. In dental applications, LED light is not always favored because LED bulbs tend to produce a cold, artificial-looking light with a bluish cast. In dentistry, the detection of contours and shading, for example at the tooth enamel, is very critical and can be difficult to achieve with this kind of light.

that are ideal for the dental setting. Bulb manufacturers have conducted extensive testing in dental offices and dental labs to get feedback on the effect of this special light on the treatment area. "To get the best coverage

**JUST \$79.99 PER BULB!**



New LED Replacement Bulbs Produce Unique Natural Glow

**MORE EFFICIENT LIGHTING**  
However, the latest LED bulbs designed specifically for dental applications now have a new way of displaying white light. The newest LED bulbs for dentistry produce a unique natural daylight glow at a color temperature of 5500K.

"By concentrating its unique light, the efficiency of the LED is increased, giving the user a constant intense illumination of the work area, without blinding or distorting the picture," explains Joe Hayes, CEO of Hayes Handpiece Company.

Whereas in the past, light manufacturers have cared primarily about brightness, recently companies have made great strides to manufacture light bulbs

area by the light, manufacturers have increased the efficiency of the glass rod as a transporter of the special bulbs," says Hayes. "Therefore, there is a more efficient ratio between the distance from the source to the glass rod, providing unprecedented illumination for greater efficiency in your procedures."

**LONGER LIFE**  
The latest LED replacement bulbs will last an average of 15 times longer than regular halogen bulbs. Halogen bulbs heat up and LED bulbs do not, giving them a longer *continued on next page >>*



## Miltex Xcision® Crown Spreader

Hayes is now selling a new crown spreader from Miltex. A unique member of the Xcision® line, this German stainless steel crown spreader quickly splits a crown resulting in a rapid removal. Simply score the crown with a bur creating a slot wide enough for the crown spreader beaks. Place the crown spreader into the slot and squeeze handle allowing the beaks to separate and split the crown.

Call your local Hayes office to see the Miltex Xcision® Crown Spreader!



See special offers from Miltex on page 3!

REPAIRS ■ SALES ■ STAFF TRAINING

## STAFF TRAINING

We'll get your practice in shape!

Hayes has made it a priority to educate ourselves so we can answer your questions and train your staff!

- Handpiece & instrument maintenance demonstrations
- New technology—what's a good fit for your practice
- Instrument audits—what needs to be sharpened or replaced
- CDC guidelines—what your staff needs to know

**FREE!** LUNCH & LEARNS

Visit [www.hayeshandpiece.com/training](http://www.hayeshandpiece.com/training) to schedule a Lunch & Learn. Or call your local Hayes office

## HAYES OneStep™ Handpiece Lubricant

### Superior Handpiece Protection

Received top rating on industry-standard 4-ball wear test, which means longer turbine life!

**4 types of Hayes OneStep available:**

- Metered-Dose Aerosol  
*No mess—use the right amount of lubricant every time*
- Standard Aerosol
- Dropper Bottle
- 500 ml bottle for Adec Assistina

**SAVE MONEY—1 penny per use!**

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life. The LED bulbs need a rated voltage of 3.2 to 3.5 V for optimal efficiency.

#### MORE ECONOMICAL

While most of the new LED bulbs will last 15 times longer than halogen bulbs depending on voltage, LED bulbs are only twice the cost of halogen bulbs. Replacing your current bulbs with the latest LED bulbs will also help if your fiber optics are old and diminished.

#### AVAILABLE FOR A VARIETY OF COUPLERS AND HANDPIECES

Hayes Handpiece Company sells the latest LED bulbs for a range of high-speed and low-speed 6-pin handpieces and couplers. Ask Hayes about LED replacement bulbs for Kavo, Sirona, W&H, Bien-Air, NSK and Star models. Let Hayes help you install your new replacement bulbs for free. Contact your local office for more information.

## Tidy Whities™

FINALLY! A Convenient Way to Clean Your Handpieces!



#### Original Handpiece & Instrument Wipes

- Cleans & shines
- No spotting
- Disposable
- Convenient
- Non-corrosive
- pH neutral

Contact your local Hayes office to try these new wipes!

NEW!

## Now Available!

2010/2011 PRODUCTS & SERVICES GUIDE



- New products
- Repair information
- Maintenance tips & info!

NEW!

Ask your local Hayes office for your FREE copy!

## Hu-Friedy

### Ultrasonic Inserts

Now available from your local Hayes office!

- Variety of insert lines available including Swivel, Swivel Direct Flow, Streamline, Furcation, Original Prophy and After Five
- Four water delivery options
- Efficient at lower power ranges
- Color-coded resin handles for easy identification and tactile sensitivity
- Compatible with all Cavitron® and Cavitron-compatible scalers

Call your local Hayes office for special promotions and more information



## SPECIAL OFFERS! Big savings through September 30, 2010

### Bien Air<sup>®</sup> Dental



Buy 1 MX INT Standard and 3 CA 1:5 L attachments  
Get 1 CA 1:1 L attachment **FREE!**



Buy 2 1:5 L and 2 1:1 L attachments  
Get 1 1:5 L attachment **FREE!**



### MORITA



**NEW Air Torx™ Low-Speed Motor**  
**Special Introductory Price \$799**

- Wide range of uses
- Operational speeds up to 20,000RPM
- Standard ISO attachments

(suggested retail \$990)



Purchase 3 TwinPower Turbine® handpieces, receive an additional TwinPower Turbine® handpiece or an Air Torx motor **FREE!**



Purchase 1 box of Foundation, receive 1 medium-sized bullet for **FREE!**

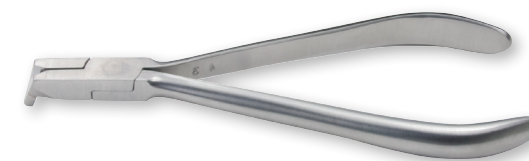
(Foundation is available in both small and medium-sized bullets. Box of small contains 10 units, box of medium contains 5 units, and the Assortment Pack contains 3 each of small and medium units.)

### Miltex<sup>®</sup> Redefining Excellence



Buy 3 composite instruments, get 1 composite instrument **FREE!**

Buy 1 box of mirrors, get a stainless steel size 6 mirror handle **FREE!** (MI-70-300)



Buy 8 orthodontic instruments, get a large ortho cassette **FREE!** (MI-STDORTHO)

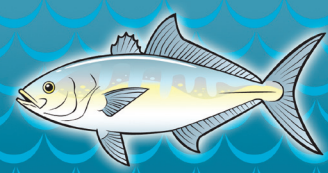
### OVERhauls Keep You UNDER Budget!



**High-Speed Overhauls**  
STARTING AT \$79



**Low-Speed Overhauls**  
STARTING AT \$109



**Scaler Overhauls**  
STARTING AT \$159

FREE pickup • FAST convenient service

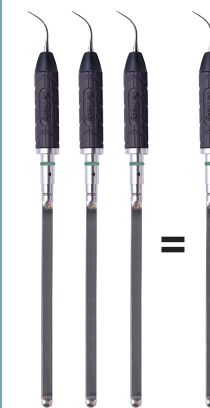
Support LOCAL business—over 85 individually owned and operated locations

We also repair ENDO, IMPLANT & SURGICAL HANDPIECES!

## Hu-Friedy

## HAYES

THE LOCAL HANDPIECE REPAIR CENTER



### Hu-Friedy Ultrasonic Insert Special

Buy 3 Swivel™ Inserts or Symmetry Piezo Tips, receive 1 Swivel Insert or 1 Symmetry P Universal Tip plus 1 can of Tidy Whities Original Handpiece & Instrument Wipes **FREE!**

All offers valid through September 30, 2010