

Dental Economics

Extended Straight Attachment



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Dr. Blaes has a general practice in the St. Louis area. He is known for his expertise in dental materials and techniques and his innovative systems designs. He writes and lectures on "How To Increase Productivity and Profitability." Dr. Blaes is a member of the American Academy of Dental Practice Administration. He may be reached at (573) 686-2388.

Pearl 3 — *esa* (Extended Straight Attachment) by Preventech. I was introduced to a mock-up model of this handpiece about nine months ago and knew it was a winner. I am happy to say it is now in production!



Pearl 3

This is a disposable prophylaxis angle with a difference. *esa* replaces the straight handpiece and connects directly to the handpiece drive motor. The first thing your hygienist will notice is that the *esa* is much lighter than anything he or she has ever used.

Since it is disposable, you will never have to autoclave, maintain, or buy a straight handpiece again. It has a comfortable, nonslip grip and connects easily. It is available in soft, firm, and nonlatex soft cups, as well as tapered brushes.

The *esa* has been developed to reduce hand and wrist fatigue, and it does not cost much more than a regular prophylaxis angle.

The initial *esa* MW model fits the popular Midwest Shorty and Rhino slow-speed handpieces, which account for approximately 40 percent of the units sold in the U.S. market over the last 10 years. Preventech expects to introduce an *esa* ST model to fit the Star Titan handpiece in the spring of 2001. Call Preventech at (800) 474-8681.