

THE **VALUE** OF YOUR HAND SCALERS

| Retipped vs. Genuine Hu-Friedy



Hu-Friedy has over 100 years of expertise in manufacturing that we leverage to bring clinicians the best, highest quality instruments that they deserve. When you choose to retip Hu-Friedy instruments, there is no guarantee that the "new" instrument is as safe, effective and as well-constructed as the original instrument. There are no quality assurance protocols put in place for this retipped instrument that you will then use on your patients. Plus, retipping voids Hu-Friedy's instrument warranty. Is it worth it? Take a look at the cost per use of a new EverEdge 2.0 instrument and you decide!

WHAT IS THE COST OF MY SCALER PER USE?

Determine the cost per use of your scalers using this simple worksheet. You will find that the cost of your EverEdge 2.0 scaler is less than you thought when you take the quality and longevity into account.

	EXAMPLE	YOUR OFFICE
Suggested Retail of EverEdge® 2.0 Scaler*	<u>\$45.55</u>	_____
Number of scalers in set-up	x <u>6</u>	x _____
Total cost of set-up	= <u>\$273.48</u>	= _____
Divide by usage:		
75 weeks**	÷ 750 uses	÷ 750 uses
Cost of 6 scaler set-up per use:	= <u>\$0.37</u>	= _____
Cost of scaler per use:	= <u>\$0.06</u>	= _____

A BALANCED
INSTRUMENT
FACILITATES
OPTIMUM SCALING
EFFICIENCY



How the best perform

Hu-Friedy

*Based on Hu-Friedy's 2016 Retail Pricing. **Useful life of an EverEdge Scaler will vary based on usage and care.

THE COST OF RETIPPING



Gaps between point and handle

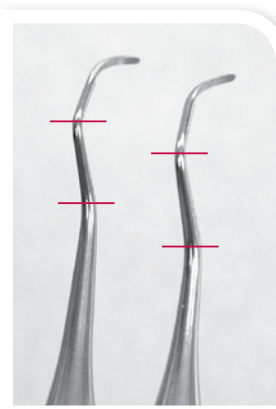
INSECURE WORKING END

Retip Finding #1

Imprecise fit may cause the working end to rotate when lateral pressure is applied during scaling or even fall out of the handle.

SIGNIFICANCE

Gaps or incomplete seal at junction may allow microleakage of bacteria, debris and contaminated ultrasonic cleaner detergent into handle.



Hu-Friedy Retip

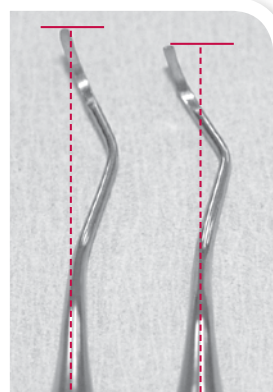
ANGLES

Retip Finding #2

Scaler angles and working ends vary greatly from original Hu-Friedy designs.

SIGNIFICANCE

It's difficult to properly adapt the cutting edge and remove deposits. Awkward hand and fulcrum positioning can lead to increased hand and wrist fatigue.



Hu-Friedy Retip

BALANCE

Retip Finding #3

Retipped curettes are not balanced with the long axis of the instrument handle.

SIGNIFICANCE

A balanced instrument facilitates optimum scaling efficiency, with minimal effort. A non-balanced instrument means you work harder with increased risk of hand fatigue.



Retip with corrosion

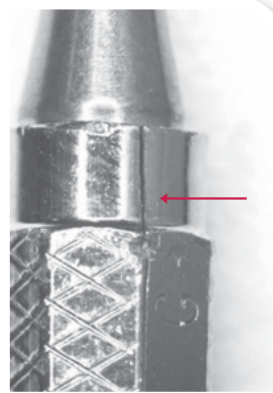
CORROSION

Retip Finding #4

Retipping services cannot offer Hu-Friedy Immunity Steel® or EverEdge® tips, for corrosion resistant, sharp blades and sharp edge retention.

SIGNIFICANCE

Lesser quality stainless steel alloys can wear and corrode easily. This means more frequent sharpening for you and more frequent instrument replacement.



Cracks in handle

CRACKS

Retip Finding #5

The force to extract and reinsert the working end potentially creates micro cracks in the collar of the handle.

SIGNIFICANCE

Cracks allow microleakage of bacteria into the handle.

DISCOVER RETIPPING ALTERNATIVES

Visit Envirodent.com to recycle your retipped instruments and get brand new Hu-Friedy instruments free!

Visit us online at Hu-Friedy.com

Call 1-800-Hu-Friedy or contact your authorized Hu-Friedy representative for more information.
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