

## Can you protect yourself and your staff from preventable needle stick injuries for \$5.00 a month?

Q. How much does it cost to implement the LeEject dental safety needle and syringe system in your office?

A. Under \$5.00 per month.

**Assumption:** In a typical dental office of one dentist and one hygienist, they have 20 existing metal syringes and plan to replace them with the LeEject syringes. The price of each LeEject syringe is assumed to be \$20.

How many dental needles does a dentist use in a year? In the Journal of Canadian Dent. Assoc. (2009), 75(9), 649, Andrew Gaffen and Daniel Haas had estimated the use of local anesthetics by all Ontario dentists during 2007 which was 1,613 cartridges per dentist per year. Since it is possible to use multiple cartridges with one needle, it is estimated that a practitioner uses about 1,500 needles a year.

It is our company's policy to reduce needle stick injuries and to offer our products at an affordable price range. The recommended retail prices of the LeEject needles and syringes would be offered at the same price ranges as others. Also, through proper maintenance a LeEject dental syringe will last twenty years.

**The cost of syringes:** A dental office buys 20 LeEject syringes to replace the existing syringes and uses them for 20 years. Then, the amortized cost of the 20 syringes is \$1.67 per month.

**The cost of needles:** Since the dental needles are disposable, it is necessary to buy new needles. The cost difference between a box of LeEject safety needles and a box of traditional needles is assumed to be \$1.00. The combined usage of 3000 needles (between a dentist and a hygienist) in a year is 30 boxes per year or 2.5 boxes per month. The cost difference is actually \$2.50/month.

**The total cost of using LeEject needles and syringes:**

$$\$2.50/\text{month} + \$1.67/\text{month} = \underline{\underline{\$4.17 \text{ per month}}}$$

The actual cost of implementing the LeEject dental safety needle and syringe system in your dental office is less than \$5.00 per month.