

# Benefit - Feature Sheet: KaVo K- POWERgrip / K-Control



K-POWERgrip

**Key selling points:**

- 1) The powerful laboratory handpiece with high torque for all conventional materials
- 2) Patented sealing system for durable ball bearings
- 3) Good tactile feel thanks to the soft-grip inlays
- 4) Proven quick clamping system for ease and safety
- 5) Safety switch for less demanding

**Applications:**

- From plaster to model casting work

**Important technical data**

- Torque: 7 Ncm
- Clockwise rotation: Up to 50,000 rpm
- Anti-clockwise rotation: Up to 5,000 rpm

USP (x)	Priority (1st, 2nd, 3rd, etc.)	Benefit Type	Need / Problem	Product Characteristic / Feature	Benefit / Value	General Evidence / Proof	NSK Ultimate 500 Handpiece Torque	Schick C3	W&H Perfecta 600
<b>Key Selling Propositions</b>									
		1	Quality	Efficient performance	• Optimum torque curve -> 7 Ncm torque	• Strong torque over entire speed range • Suitable for all conventional dental	8.7 Ncm	7.8 Ncm	7.8 Ncm
		1	Quality	Efficient performance	• Speed range: 1,000 - 50,000 rpm	• Suitable for all conventional dental materials	1,000 - 50,000 rpm	1,000 - 50,000 rpm	1,000 - 50,000 rpm
		2	Quality	Value retention / frequency of repairs	• Sealed ball bearing system	• Highly reliable handpiece -> Lower repair costs	Far in excess of 20,000 K-Control units sold and evaluated	No ball bearing protection when not in use	
		2	Quality	Value retention / frequency of repairs	• Brushless, induction motor	• No costs for replacement of brushes • Less friction results in cooler running • Longer service intervals	Brushless motor	Brushless motor	Brushless motor
		3	Ergonomics	Slippery, unsafe and difficult to grip	• "Soft-Touch" areas on the grip-sleeve	• Pleasant grip feel • Reliable, safe grip • Relaxed fingers, tendons and muscles	Comparison of appearance and feel		
<b>Other Selling Propositions</b>									
			Flexibility	Compatibility of many, different handpieces, with control devices	• KaVo-compatible control system	• No additional investments necessary			
			Quality	Superior results	• Maximum concentricity -> Long bur/cutter guide -> Balanced armature	• High-precision	Demonstrate		
			Easy to handle	Easily understood controller	• Foot, knee and bench-top control units, each with a safety-limit switch for "maximum speed" capping • Compatible with nearly all laboratory drive systems	schnelleres Arbeiten. Keine Fehler			
			Economy	Standards change. Replacement parts are no longer available.	• KaVo: Reliability for over 100 years	• Present investment • Dental Professionals have been relying on KaVo for decades.			