



BDS News

Issue 16, April 2018

BDS Employee of the Month

Dani Leenders

BDS is happy to announce that Dani Leenders in inventory is the April, 2018 Employee of the Month. "I feel honored to be recognized, and it feels good. BDS is really excellent when it comes to customer service. We really want to make sure the customer is happy," states Dani. "We are focused on quality, and we are always going above and beyond to produce good work. It shows integrity. Our team is great, and there is lots of laughter. We have a good work ethic and we also know how to have fun."

"Dani is genuinely happy to be here, and she always means well," states BDS President Rick Whitman. "She is conscientious and careful in her work, and she always puts herself out. Dani is an inclusive part of the team, and she is engaging. She continuously strives to improve."

"Dani does a good job working in the stockroom. She stays organized and provides kits to production, as required for customer orders, in a timely manner," states BDS Vice President of Sales and Marketing, Jeff Bunker. "She is also good at keeping items labeled and arranged properly in the warehouse."

"Dani is doing a really good job, and she has come a long way in the short time that she's been here," says Greg Hansen in inventory. "She has a great sense of humor. (She has to, because she puts up with me!) I really enjoy working with her. She's doing a great job."

"Dani cares a lot about BDS; the company, its employees, parts, and culture. She is creative and is never satisfied with how we have done things in the past, she's always looking for a better way to do things," states BDS Purchasing Manager Chris Galambos. "She is fun loving and has a good sense of humor too. I enjoy working with her."

"Dani has been a great addition to our BDS family. Her attention to detail, genuine care for her work and cheerful

attitude have been a real boost to the working environment here at BDS," states System Administrator and Scheduler Michael Palma. "She is pleasant to interact with, extremely helpful when working on inventory related issues, and often goes above and beyond her typical duties to help things go smoothly. Dani is an important part of the team and she is very much appreciated."

"Dani is very knowledgeable in the stockroom. She has really great communication skills, and is very organized in kit pulling," states BDS Production Manager Tim Bert. "Dani fits right in with the vibe of the stockroom, and has a great relationship with her co-workers."

"Dani is approachable and easy to talk with, and she usually has a smile on her face," says Marcus Morrow in production. "She helps with keeping the flow from stockroom to production moving."

BDS Employee of the Month, Dani Leenders



BDS Excels in Retro-fit Replacement Units

The strength and flexibility of Beaverstate Dental Systems' (BDS) product line offer many cost-effective choices for retro-fitting dental units. "Our ability to configure our products to meet the diverse needs of the dentist and hygienist is unique," states BDS Vice President of Marketing and Sales, Jeff Bunker. "Choosing BDS equipment to upgrade or replace faulty units provides value across the board. For example, a new handpiece control is much less expensive to replace than an entire chair. The reliability of our equipment maximizes productivity by minimizing service calls."

"We have worked with BDS for over 20 years," states Dental Equipment Liquidators President, Greg Brown. "Their products are extremely well made, and we recommend them highly. We have very few call backs for repair, and BDS' customer service department is extremely knowledgeable, and very helpful with any questions you may have."

BDS' mission is to manufacture the most efficient equipment possible. Since 1970, the company has provided reliable, durable products that are hand built in Oregon. BDS offers a wide variety of operator configurations, all of it simple and built to last. From individual handpiece controls to full operator systems, the focus is function. Cost effective and diverse, BDS gives its customers the longevity they deserve.

"Handpiece controls will reach a point of diminishing returns," says BDS President Rick Whitman. "Downtime is expensive and any operator that cannot be used will quickly cost more in repairs and lost revenue than the price of a new unit."

"Dentists are often interested in retro-fitting equipment that is past its prime, without having to refit an entire operator," states BDS Vice President of Sales and Marketing Jeff Bunker. "Our extensive product line provides many solutions that do not require a large investment, but which give the operator a valuable upgrade, in both form and function."

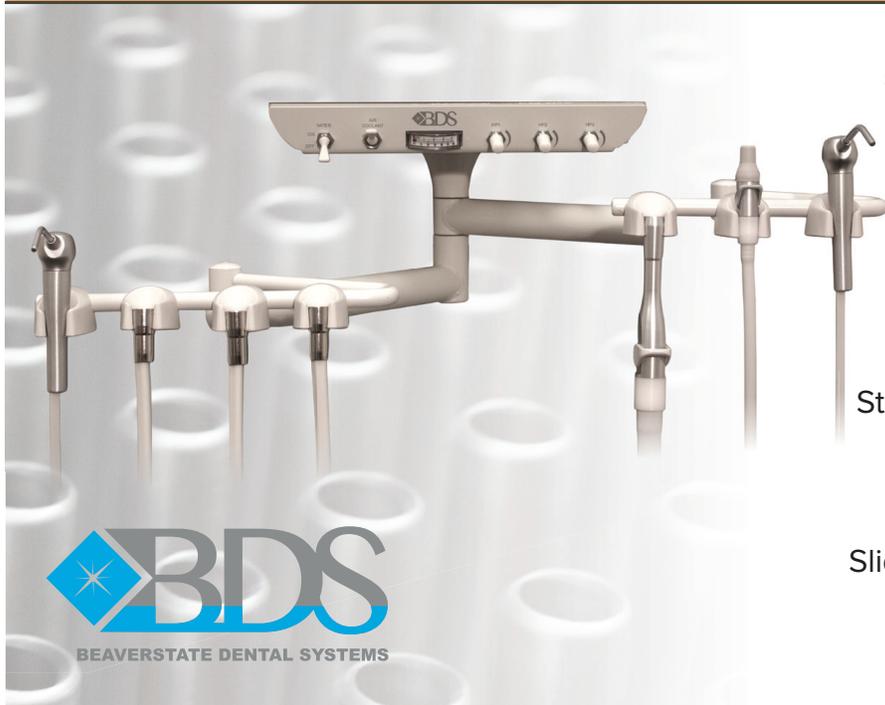
"I have purchased BDS Assistant's Carts and Doctor Delivery Carts," states Dr. George Epperson of Arcata, CA. "I continue to be impressed with the resilience and construction of their products. BDS units are solid and surprisingly affordable."

"BDS products are characterized by well crafted, dependable designs which allow American quality to be affordable to everyone," states BDS President Rick Whitman. "We continuously set the standard for value, reliability and quality. BDS provides unparalleled customer service, and our products are backed by the industry's best warranty. We strive to be totally accountable for the service and support our customers want and deserve."

Durability by Design
 www.beaverstatedental.com
 800.237.2303

RD-3150

L/R Duo Swing



The BEST solution for rear delivery •

Provides the functionality of a duo unit with left/right capability

Variable positioning •

Streamlined design creates small footprint •
 (only 12" wide, 9" deep, 7" high)

Full feature control for 3 handpieces •

Slide out mounting for easy service access •

Industry's Best Bang for the Buck •

Featured Favorite The S-3630 & S-3636

- 3 handpiece automatic with air/water controls
- Ergonomic, easy access controls
- Heavy-duty pneumatic air-brake flex-arm
- System purge feature flushes entire water system
- Unit mount swivel tray 9-3/4" x 13-1/2"
- Unit mount touch pad available

BDS offers a wide variety of arm-mounted over the patient systems. Within this range of configurations, we now include the S-3630 series units. Modeled after the S-3600 series, the S-3630 series features a non-recessed lid with a unit mounted swivel tray, which allows for easy access.



The S-3630, Our New Over the Patient System