www.3B-laser.com

3B LASER NEEDLE
the new dimension

...going one step further
ALL THE ADVANTAGES AT A GLANCE

• LASER NEEDLE unit with 12 laser diodes
• Mobile Touch Screen (Control Touch Pad)
• Self-explanatory and logical operation
• Low space requirements and high level of mobility
• Perfect Ergonomics
• Reliable and sophisticated technology
• Painless and side-effect-free treatment
• Broad therapy spectrum
• High patient acceptance
• Low capital expenditure
• Amortisation after only a few treatments
• Comprehensive, fast service
• Made in Germany: guaranteed highest product quality and safety

PRODUCT SPECIFICATIONS

Classification Class IIa according to EU Guideline 93/42 EC
Laser class 3R according to EN 60825-1:2008
Effective output in CW operation 12 x 50 mW; adjustable in steps of 1 mW
Number of laser needles 12
Wavelength 660 nm; additional wavelengths on request
Modulation frequencies 1 – 10,000 Hz
Conformity CE 0366

For more information please see www.3b-laser.com.
**IMPROVED TECHNOLOGY AND COMMUNICATION**

With the new 3B LASER NEEDLE you use up to 12 laser needles simultaneously. An instrument version with red laser light (660 nm) is provided as a proven standard. The instruments can be individualized according to the focus of your therapy so that in addition to red laser light (660 nm), infrared light (808 nm) and blue laser light (405 nm) can be used and combined.

You control and monitor the 3B LASER NEEDLE via the mobile touch screen (Control Touch Pad), which is connected with the laser unit by a radio interface. As a result of this novel technology you have more flexibility in your practice routine as therapist. Additionally, you achieve optimum communication with your patients, who can follow the treatment at all times and thus be more actively involved in the elucidation and therapy. This creates additional trust and increases the therapy success. The daily work is greatly simplified so that both a bedside and remote observation of the therapy course is possible. The input and control of the treatment parameters is self-explanatory and can be easily delegated to qualified staff members.

In addition to the preset programmes and frequencies (Multi, Alpha, Nogier, Bahr, Reininger), individual patient programmes can be easily entered, stored under the patient’s name and retrieved. In this manner, you can incidentally prepare your own database. Power (mW), frequencies (Hz), treatment time (min) and number of laser diodes can be arbitrarily selected. Via the colour display of the touch screen you are always informed of the important functions of the instrument, such as treatment time and dosage.

Compared to previous models, the product design, ergonomics and the routing of the waveguides, in addition to the mobility, have been greatly improved. Moreover, the number of individual laser needles has been increased from 10 to 12. An extremely flexible treatment arm and intelligent cable routing ensure very good handling and optimum treatment. Adhesive applicators, which simplify affixing the waveguide and save the therapist valuable time, are provided as standard.

The 3B LASER NEEDLE is mobile and can be used anywhere in your practice. A practical mount makes it possible to mount the instrument on existing tables or carts in a few seconds. Optionally, you can also order an attractive side table. For particularly small rooms a wall mount is included in the scope of delivery. Those who desire to use the same 3B LASER NEEDLE instrument in several rooms only have to pull the laser unit out of the patented mount and to insert it in an additional mount in the next room.

“The new 3B LASER NEEDLE is one of the most attractive innovations in the field of low-level laser therapy. It impressively demonstrates that modern technology and attentive care for the patient are not mutually exclusive. Traditional Chinese medicine is being continuously advanced by such outstanding innovations and contributes increasingly to public health.”

Dr. Michael Weber, Germany, President of the European TCM Laser Academy
LASER NEEDLE THERAPY – A SUCCESS STORY

The idea of a laser technique for acupuncture with a number of laser diodes was first presented to the general public in Germany in the 1990s. The so-called Multi-acupuncture Laser instrument is the basis of the LASER NEEDLE procedure which has been further perfected by physicists, engineers and physicians since that time and has now reached its preliminary technological zenith with the new 3B LASER NEEDLE.

Originally, only intended as an idea for painless acupuncture, the laser needles are in the meantime used in medical fields such as orthopaedics, sports medicine, gynaecology, ENT and dermatology. This has become possible due to extensive research work and many experiential reports from enthusiastic therapists. In this context, pioneer work was especially conducted by Professor Dr. Gerhard Litscher (Medical University of Graz, Austria). A large number of research papers which document the mode of operation and the therapeutic benefit of LASER NEEDLE therapy have been published. We have compiled some of the most important publications listed in Medline in the Appendix. In addition, we offer you current reference books on the topic of laser therapy.

HOW DOES LASER NEEDLE THERAPY WORK?

The innovative LASER NEEDLE Therapy is classified as a low-level laser therapy, and is a painless and non-invasive treatment procedure. Light particles (photons) with high excitation density are conducted to fine laser needles through optical fibres. The needles do not puncture the skin, but are placed on the therapy points, radiating with high precision into the tissue which requires treatment.

Laser needles can be used simultaneously on arbitrary point combinations on the body, in the head region and on the ear. Thus, corresponding methodically to the traditions of classical acupuncture. They are equivalent to acupuncture needles in their cerebral and peripheral stimulation effects. Additionally, the laser beams stimulate complex healing processes in tissues.

WHAT CAN LASER NEEDLE THERAPY ACHIEVE?

Just like acupuncture, LASER NEEDLE therapy has become increasing popular in the last few years. As the link between the insights of traditional Chinese medicine and western medical technique, it is an innovative and integrative approach in modern medicine. In this context it is particularly gratifying that after more than an estimated 1 million individual LASER NEEDLE treatments no negative side effects are known. This is indicative of the safety and reliability of this technique.

Depending on the luminance and site of application, the laser needles activate selected metabolic processes with the following effects:
• Elevated cell proliferation, e.g. regeneration of bone and cartilage tissue
• Improved ATP production
• Reduction of inflammations and oedemas
• Stimulation of wound healing processes
• Increased peripheral and capillary blood supply
• Improved key blood parameters such as immunological factors and oxygen saturation
• Analgesic effect
Fields of application

Below we wish to introduce you to the most important application fields of LASER NEEDLE therapy. For additional information see next page.

ACUPUNCTURE/PAIN THERAPY
Painless LASER NEEDLE therapy can be employed for nearly all acupuncture treatments because up to 12 acupuncture points can be simultaneously stimulated. Knee and back pains as well as headaches or migraines and allergies are the most common indications. The treatment times and the point selection criteria are equivalent to those of classical acupuncture.

ORTHOPAEDICS
In addition to pain relief, the regeneration of cartilage and bone tissues is a main focus of treatment. This provides new opportunities for reducing pain medications and side effects, and to avoid expensive and high-risk operations. Depending on the disease and its chronicity, different numbers of individual treatments are required (5 – 30).

Tendinoses, Chondropathies, Aseptic osteonecroses, Oedemas, Fractures, Rheumatic joint diseases

DERMATOLOGY
A special dermatological adapter is available for clinically optimum treatment of dermatological diseases. This special 3B Dermatology Spot can be variably equipped with either red, blue or infrared laser needles. Particularly good results are achieved with the 3B LASER NEEDLE for:

Wound healing disorders, Neurodermitis, Common acne, Herpes, Age spots

PAEDIATRICS
The advantages of LASER NEEDLE therapy are fully exploited here because a treatment that is painless and has very few side effects is naturally very important when treating children. In this context, the following indications are at the focus and have been successfully treated:

Hay fever, Headaches, Bronchitis, Allergic asthma, Eczemas/Neurodermitis, Wart irradiation, Enuresis

“I have been practicing acupuncture for 40 years. A year ago I started using the 3B LASER NEEDLE for cases in which acupuncture did not provide any therapeutic response or merely an inadequate one. I was really surprised and satisfied that the results were nearly all positive so that this therapy became an additional treatment option in my medical practice. It is also gratifying that I did not observe any negative side effects. I think that I will use it even more frequently, either alone or in combination with classical acupuncture.

Dr. François Beyens, Belgium (Honorary President of the International Council of Medical Acupuncture and related techniques/ICMART)
List of publications

Publications listed in Medline on the topic of laser needle/status: 01.01.2011 (selection)

Laser acupuncture for myofascial pain of the masticatory muscles. A controlled pilot study.

Effects of laserneedle acupuncture on olfactory sensitivity of healthy human subjects: a placebo-controlled, double-blinded, randomized trial.

Laser needle acupuncture in women with dysmenorrhoea: a randomised controlled double blind pilot trial.

Patients' sensation during and after laserneedle versus metal needle treatment.

Ten Years Evidence-based High-Tech Acupuncture-A Short Review of Centrally Measured Effects (Part II).

Effects of laserneedle stimulation in the external auditory meatus on brainstem and very early auditory evoked potentials in humans.

Bioengineering assessment of acupuncture, part 4: functional magnetic resonance imaging.


Short-time effects of laser needle stimulation on the peripheral microcirculation assessed by laser Doppler spectroscopy and near-infrared spectroscopy.

Electroencephalogram – entropy and acupuncture.

Cerebral and peripheral effects of laser needle-stimulation.

References books on laser therapy

<table>
<thead>
<tr>
<th>Code</th>
<th>Title</th>
<th>Price</th>
</tr>
</thead>
<tbody>
<tr>
<td>W11916</td>
<td>Laserneedle-Acupuncture-Science and Practice</td>
<td>56,07 €</td>
</tr>
<tr>
<td>W11930</td>
<td>Lasertherapy and Laserpuncture – Therapy Plans</td>
<td>64,48 €</td>
</tr>
<tr>
<td></td>
<td></td>
<td>63,55 €</td>
</tr>
</tbody>
</table>
BASIC AND ADVANCED TRAINING
We offer training and advanced training courses in LASER NEEDLE therapy and low-level laser therapy at regular intervals. You can find the current dates and contents of these courses at our website www.3b-laser.com as well as www.tcm-lasertherapy.de

FINANCING
Getting started in LASER NEEDLE therapy has become even more favourable with the 3B LASER NEEDLE because the price-performance ratio has been further optimised. Take advantage of this! Depending on your individual financing possibilities, we offer different financing models. Just ask us about the respective current terms. Whether you are interested in leasing or hire purchase, we would be glad to advise you.

PRICE

<table>
<thead>
<tr>
<th>Code</th>
<th>Description</th>
<th>Price</th>
</tr>
</thead>
<tbody>
<tr>
<td>W14235</td>
<td>3B LASER NEEDLE 12 x 50 mW, 660 nm (red laser light) including:</td>
<td>6.995,00 €</td>
</tr>
<tr>
<td></td>
<td>• Laser unit with 12 exchangeable waveguides and radio interface</td>
<td></td>
</tr>
<tr>
<td></td>
<td>• Control Touch Pad with radio interface and 5 rechargeable NIMH batteries</td>
<td></td>
</tr>
<tr>
<td></td>
<td>with Integrated charging electronics</td>
<td></td>
</tr>
<tr>
<td></td>
<td>• Swivel support arm with table and wall mounting</td>
<td></td>
</tr>
<tr>
<td></td>
<td>• Patient’s protective glasses</td>
<td></td>
</tr>
<tr>
<td></td>
<td>• 100 disposable applicators and 1 roll of fixation tape</td>
<td></td>
</tr>
<tr>
<td></td>
<td>• Instructions for use (D, E, F, I, S, P)</td>
<td></td>
</tr>
<tr>
<td></td>
<td>The entire 3B LASER NEEDLE System is delivered in an elegant metal carrying</td>
<td></td>
</tr>
<tr>
<td></td>
<td>case. The instrument can be set up in just a few minutes in accordance</td>
<td></td>
</tr>
<tr>
<td></td>
<td>with a simple modular design principle without a service technician.</td>
<td></td>
</tr>
<tr>
<td></td>
<td>A technical safety inspection is only necessary every 2 years. Additional</td>
<td></td>
</tr>
<tr>
<td></td>
<td>3B LASER NEEDLE versions on request.</td>
<td></td>
</tr>
</tbody>
</table>

ACCESSORIES AND CONSUMABLES

<table>
<thead>
<tr>
<th>Code</th>
<th>Description</th>
<th>Price</th>
</tr>
</thead>
<tbody>
<tr>
<td>W14224</td>
<td>3B-Dermatology Spot</td>
<td>490,00 €</td>
</tr>
<tr>
<td>W14238</td>
<td>Plexiglas side table (60 wide; 40 deep; 90 high)</td>
<td>490,00 €</td>
</tr>
<tr>
<td>W14239</td>
<td>Wall mount</td>
<td>45,00 €</td>
</tr>
<tr>
<td>W14240</td>
<td>Table mount</td>
<td>45,00 €</td>
</tr>
<tr>
<td>W14236</td>
<td>Waveguide with SMA threads</td>
<td>120,00 €</td>
</tr>
<tr>
<td>W14229</td>
<td>Disposable applicators, white (package with 100 pcs)</td>
<td>20,00 €</td>
</tr>
<tr>
<td>W14226</td>
<td>Silicon applicator, blue (package with 5 pcs)</td>
<td>20,00 €</td>
</tr>
<tr>
<td>W14227</td>
<td>Fixation tape (box with 12 rolls)</td>
<td>60,00 €</td>
</tr>
<tr>
<td>W14245</td>
<td>Therapist’s protective glasses (red laser light)</td>
<td>119,00 €</td>
</tr>
<tr>
<td>W14203</td>
<td>Therapist’s protective glasses (infrared laser light)</td>
<td>119,00 €</td>
</tr>
</tbody>
</table>

ADDITIONAL 3B LASERS

<table>
<thead>
<tr>
<th>Code</th>
<th>Description</th>
<th>Price</th>
</tr>
</thead>
<tbody>
<tr>
<td>W14200</td>
<td>3B LASER PEN 150 mW; 808 nm</td>
<td>2.690,00 €</td>
</tr>
<tr>
<td>W14201</td>
<td>3B LASER PEN 50 mW; 785 nm</td>
<td>1.890,00 €</td>
</tr>
<tr>
<td>W14202</td>
<td>3B LASER PEN 40 mW; 655 nm</td>
<td>1.890,00 €</td>
</tr>
<tr>
<td>W14217</td>
<td>3B LASER SHOWER 14 x 50 mW; 785 nm</td>
<td>3.490,00 €</td>
</tr>
</tbody>
</table>

Prices excl. VAT and shipping

www.3b-laser.com
**Amortisation**

**Price €:**

W14235  3B LASER NEEDLE   6.995,00 €

**How Economical is the 3B Laser Needle for Your Practice?**

The 3B LASER NEEDLE can pay for itself in a short time thanks to the range of treatments it offers, and the high level of patient acceptance it enjoys.

Example calculation 1:
25,00 € per treatment

<table>
<thead>
<tr>
<th>Twice weekly treatment with</th>
<th>Monthly takings</th>
<th>Quarterly takings</th>
<th>Annual income</th>
</tr>
</thead>
<tbody>
<tr>
<td>3 patients</td>
<td>600 €</td>
<td>1.800 €</td>
<td>7.200 €</td>
</tr>
<tr>
<td>6 patients</td>
<td>1.200 €</td>
<td>3.600 €</td>
<td>14.400 €</td>
</tr>
<tr>
<td>12 patients</td>
<td>2.400 €</td>
<td>7.200 €</td>
<td>28.800 €</td>
</tr>
</tbody>
</table>

Example calculation 2:
Calculation of  46,92 € per treatment

<table>
<thead>
<tr>
<th>Twice weekly treatment with</th>
<th>Monthly takings</th>
<th>Quarterly takings</th>
<th>Annual income</th>
</tr>
</thead>
<tbody>
<tr>
<td>3 patients</td>
<td>1.126,08 €</td>
<td>3.378,24 €</td>
<td>13.512,96 €</td>
</tr>
<tr>
<td>6 patients</td>
<td>2.252,16 €</td>
<td>6.756,48 €</td>
<td>27.025,92 €</td>
</tr>
<tr>
<td>12 patients</td>
<td>4.504,32 €</td>
<td>13.512,96 €</td>
<td>54.051,48 €</td>
</tr>
</tbody>
</table>

We will be happy to come up with the best financing plan for you. Ask us about our value for money leasing and installment payment offers.
Yes, I am interested in the 3B LASER NEEDLE device.

☐ Please contact me to organise an appointment for a demonstration in my practice for a non-binding test.

☐ I would like to test the device for 14 days.

☐ I would like to take part in a laser course to learn about all I need to know to use the 3B LASER NEEDLE successfully.

☐ Please send me comprehensive documents with an offer.

☐ Remind me again in ... months.

☐ Mrs. ☐ Mr.

Title, first name, surname

Road, house number

Post code Town

E-Mail

Phone ☐ FAX

Date Signature Practice stamp

www.3b-laser.com