

2017 Repair Pricing / Highspeed Handpieces / Overhauls and Turbines

Make/Model	Repair	Bearings	Warranty (Months)	Parts Cost	Retail	Total Profit
Dentex M3 - PB	Overhaul	Steel	4	\$19.60	\$89.95	\$65.85
Dentex M3 - PB	Overhaul	Ceramic	4	\$28.20	\$109.95	\$76.25
Dentex M3 - PB	Turbine	Steel	6	\$53.60	\$159.95	\$98.35
Dentex M3 - PB	Turbine	Ceramic	6	\$62.20	\$179.95	\$108.75
Impact Air 45 - PB - A/M Back Cap	Turbine	Steel	6	\$53.35	\$179.95	\$117.60 *
Impact Air 45 - PB - A/M Back Cap	Turbine	Ceramic	6	\$61.95	\$199.95	\$128.00 *
Impact Air 45 - PB - OEM & A/M	Overhaul	Steel	4	\$17.35	\$89.95	\$68.10
Impact Air 45 - PB - OEM & A/M	Overhaul	Ceramic	4	\$25.95	\$109.95	\$78.50
Impact Air 45 - PB - OEM to A/M Conv.	Turbine	Steel	6	\$85.10	\$199.95	\$104.85 *
Impact Air 45 - PB - OEM to A/M Conv.	Turbine	Ceramic	6	\$93.70	\$219.95	\$115.25 *
Japanese Canister - JC	Canister	Steel	6	\$24.55	\$84.95	\$56.15
Japanese Canister - PB	Canister	Steel	6	\$65.55	\$129.95	\$57.90
Kavo 4500B & 6000B - PB (A/M C/S/I)	Overhaul	Steel	4	\$18.25	\$104.95	\$81.45
Kavo 4500B & 6000B - PB (A/M C/S/I)	Overhaul	Myonic	4	\$34.00	\$124.95	\$84.70
Kavo 4500B & 6000B - PB (A/M C/S/I)	Turbine	Steel	6	\$72.25	\$189.95	\$108.20
Kavo 4500B & 6000B - PB (A/M C/S/I)	Turbine	Myonic	6	\$88.00	\$209.95	\$111.45
Kavo 4500B & 6000B - PB (OEM C/S/I)	Overhaul	Steel	4	\$27.50	\$104.95	\$72.20
Kavo 605/615 or 609/619 - PB	Overhaul	Steel	4	\$20.00	\$89.95	\$65.45
Kavo 605/615 or 609/619 - PB	Overhaul	Ceramic	4	\$30.80	\$109.95	\$73.65
Kavo 605/615 or 609/619 - PB	Turbine	Steel	6	\$70.00	\$179.95	\$100.95
Kavo 605/615 or 609/619 - PB	Turbine	Ceramic	6	\$80.80	\$199.95	\$109.15
Kavo 630B & 640B - PB	Overhaul	Steel	4	\$20.00	\$89.95	\$65.45
Kavo 630B & 640B - PB	Overhaul	Ceramic	4	\$30.80	\$109.95	\$73.65
Kavo 630B & 640B - PB	Turbine	Steel	6	\$77.00	\$179.95	\$93.95
Kavo 630B & 640B - PB	Turbine	Ceramic	6	\$87.80	\$199.95	\$102.15
Kavo 632B & 642B - PB	Overhaul	Steel	4	\$20.00	\$89.95	\$65.45
Kavo 632B & 642B - PB	Overhaul	Ceramic	4	\$30.80	\$109.95	\$73.65
Kavo 632B & 642B - PB	Turbine	Steel	6	\$76.00	\$179.95	\$94.95
Kavo 632B & 642B - PB	Turbine	Ceramic	6	\$86.80	\$199.95	\$103.15
Kavo 635B - PB	Overhaul	Steel	4	\$26.40	\$99.95	\$68.55
Kavo 635B - PB	Overhaul	Ceramic	4	\$33.70	\$119.95	\$80.25
Kavo 635B - PB	Turbine	Steel	6	\$97.40	\$199.95	\$92.55
Kavo 635B - PB	Turbine	Ceramic	6	\$104.70	\$219.95	\$104.25
Kavo 636CP & 646B - PB	Overhaul	Steel	4	\$20.00	\$89.95	\$65.45
Kavo 636CP & 646B - PB	Overhaul	Ceramic	4	\$30.80	\$109.95	\$73.65
Kavo 636CP & 646B - PB	Turbine	Steel	6	\$78.75	\$179.95	\$92.20
Kavo 636CP & 646B - PB	Turbine	Ceramic	6	\$89.55	\$199.95	\$100.40
Kavo 647B & 649B - PB	Overhaul	Steel	4	\$23.95	\$99.95	\$71.00
Kavo 647B & 649B - PB	Overhaul	Ceramic	4	\$34.75	\$119.95	\$79.20
Kavo 647B & 649B - PB	Turbine	Steel	6	\$80.95	\$189.95	\$99.50
Kavo 647B & 649B - PB	Turbine	Ceramic	6	\$91.75	\$209.95	\$107.70
Kavo 6500B - PB (A/M C/S/I)	Overhaul	Steel	4	\$23.10	\$104.95	\$76.60
Kavo 6500B - PB (A/M C/S/I)	Turbine	Steel	6	\$91.10	\$199.95	\$98.85
Kavo 6500B - PB (OEM C/S/I)	Overhaul	Steel	4	\$32.60	\$104.95	\$67.10
KaVo M8700 or M8900 (A/M C/S/I)	Overhaul	Myonic	4	\$24.00	\$104.95	\$75.70
KaVo M8700 or M8900 (A/M C/S/I)	Turbine	Myonic	6	\$79.00	\$199.95	\$110.95
Kavo 659B - PB	Overhaul	Myonic	4	\$37.05	\$124.95	\$81.65
Kavo 659B - PB	Turbine	Myonic	6	\$102.00	\$219.95	\$106.95
Lares 330E - JC	Overhaul	Steel	4	\$19.15	\$89.95	\$66.30
Lares 330E - JC	Overhaul	Ceramic	4	\$30.25	\$109.95	\$74.20
Lares 330E - JC	Turbine	Steel	6	\$89.95	\$139.95	\$43.00
Lares 557 - PB (Euro/Ultralight/CX)	Overhaul	Steel	4	\$19.15	\$89.95	\$66.30
Lares 557 - PB (Euro/Ultralight/CX)	Overhaul	Ceramic	4	\$29.25	\$109.95	\$75.20
Lares 557 - PB (Euro/Ultralight/CX)	Turbine	Steel	6	\$77.15	\$179.95	\$93.80
Lares 557 - PB (Euro/Ultralight/CX)	Turbine	Ceramic	6	\$87.25	\$199.95	\$102.70
Lares 557 - PB (F-Barden, R-Ceramic)	Overhaul	Premium	4	\$32.25	\$119.95	\$81.70
Lares 557 - PB (F-Barden, R-Ceramic)	Turbine	Premium	6	\$90.25	\$209.95	\$109.20
Lares 757 - PB	Overhaul	Steel	4	\$19.15	\$89.95	\$66.30
Lares 757 - PB	Overhaul	Ceramic	4	\$29.25	\$109.95	\$75.20
Lares 757 - PB	Turbine	Steel	6	\$65.15	\$169.95	\$96.30
Lares 757 - PB	Turbine	Ceramic	6	\$75.25	\$189.95	\$105.20
Lares 757 - PB - Ultralite & CX	Overhaul	Steel	4	\$19.15	\$89.95	\$66.30
Lares 757 - PB - Ultralite & CX	Overhaul	Ceramic	4	\$29.25	\$109.95	\$75.20
Lares 757 - PB - Ultralite & CX	Turbine	Steel	6	\$60.15	\$169.95	\$101.30
Lares 757 - PB - Ultralite & CX	Turbine	Ceramic	6	\$70.25	\$189.95	\$110.20
Lares 757 - PB - Ultralite (F-Barden, R-Ceramic)	Overhaul	Premium	4	\$32.25	\$119.95	\$81.70
Lares 757 - PB - Ultralite (F-Barden, R-Ceramic)	Turbine	Premium	6	\$73.25	\$199.95	\$116.70
Lares 757 - PB (F-Barden, R-Ceramic)	Overhaul	Premium	4	\$32.25	\$119.95	\$81.70
Lares 757 - PB (F-Barden, R-Ceramic)	Turbine	Premium	6	\$78.25	\$199.95	\$111.70
MW Quiet-Air - JC	Overhaul	Steel	4	\$17.55	\$89.95	\$67.90
MW Quiet-Air - JC	Overhaul	Ceramic	4	\$25.60	\$109.95	\$78.85
MW Quiet-Air - JC	Turbine	Steel	6	\$42.55	\$149.95	\$99.90
MW Quiet-Air - JC	Turbine	Ceramic	6	\$50.60	\$169.95	\$110.85
MW Quiet-Air - L & PB	Overhaul	Steel	4	\$20.80	\$89.95	\$64.65
MW Quiet-Air - L & PB	Overhaul	Ceramic	4	\$28.85	\$109.95	\$75.60

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MW Quiet-Air - L & PB	Turbine	Steel	6	\$78.80	\$179.95	\$92.15
MW Quiet-Air - L & PB	Turbine	Ceramic	6	\$86.85	\$199.95	\$103.10
MW Stylus - PB - Lube Free	Overhaul	Ceramic	6	\$37.20	\$124.95	\$81.50
MW Stylus - PB - Lube Free	Turbine	Ceramic	6	\$105.20	\$199.95	\$84.75
MW Tradition - JC	Overhaul	Steel	4	\$17.05	\$89.95	\$68.40
MW Tradition - JC	Overhaul	Ceramic	4	\$25.10	\$109.95	\$79.35
MW Tradition - JC	Turbine	Steel	6	\$44.05	\$149.95	\$98.40
MW Tradition - JC	Turbine	Ceramic	6	\$52.10	\$169.95	\$109.35
MW Tradition - L	Overhaul	Steel	4	\$18.80	\$89.95	\$66.65
MW Tradition - L	Overhaul	Ceramic	4	\$26.85	\$109.95	\$77.60
MW Tradition - L	Turbine	Steel	6	\$72.80	\$179.95	\$98.15
MW Tradition - L	Turbine	Ceramic	6	\$80.85	\$199.95	\$109.10
MW Tradition & XGT - PB	Overhaul	Steel	4	\$19.10	\$89.95	\$66.35
MW Tradition & XGT - PB	Overhaul	Ceramic	4	\$27.70	\$109.95	\$76.75
MW Tradition & XGT - PB	Turbine	Steel	6	\$73.10	\$179.95	\$97.85
MW Tradition & XGT - PB	Turbine	Ceramic	6	\$81.70	\$199.95	\$108.25
MW Tradition PLUS	Upcoming					
NSK Alpha-Light - PB	Overhaul	Steel	4	\$18.40	\$89.95	\$67.05
NSK Alpha-Light - PB	Overhaul	Ceramic	4	\$27.00	\$109.95	\$77.45
NSK Alpha-Light - PB	Turbine	Steel	6	\$57.40	\$159.95	\$94.55
NSK Alpha-Light - PB	Turbine	Ceramic	6	\$66.00	\$179.95	\$104.95
NSK X500 / NL9000M (Mini)	Overhaul	Steel	4	\$28.85	\$99.95	\$66.10
NSK X500 / NL9000M (Mini)	Turbine	Steel	6	\$95.85	\$199.95	\$94.10
NSK X600 / NL9000S (Standard)	Overhaul	Steel	4	\$27.30	\$99.95	\$67.65
NSK X600 / NL9000S (Standard)	Overhaul	Ceramic	4	\$35.30	\$119.95	\$78.65
NSK X600 / NL9000S (Standard)	Turbine	Steel	6	\$94.30	\$199.95	\$95.65
NSK X600 / NL9000S (Standard)	Turbine	Ceramic	6	\$102.30	\$219.95	\$106.65
NSK X700 / NL9000T (Torque)	Overhaul	Steel	4	\$27.30	\$99.95	\$67.65
NSK X700 / NL9000T (Torque)	Overhaul	Ceramic	4	\$35.30	\$119.95	\$78.65
NSK X700 / NL9000T (Torque)	Turbine	Steel	6	\$94.30	\$199.95	\$95.65
NSK X700 / NL9000T (Torque)	Turbine	Ceramic	6	\$102.30	\$219.95	\$106.65
NSK NL-95M (Mini) - A/M	Canister	Steel		NA	NA	NA
NSK NL-95M (Mini) - OEM	Canister	Steel	3	\$162.35	\$229.95	\$56.10
NSK NL-95S (Standard) - A/M	Canister	Steel	6	\$90.40	\$189.95	\$90.05 *
NSK NL-95S (Standard) - OEM	Canister	Steel	3	\$162.35	\$229.95	\$56.10
NSK NL-95T (Torque) - A/M	Canister	Steel	6	\$90.40	\$189.95	\$90.05 *
NSK NL-95T (Torque) - OEM	Canister	Steel	3	\$162.35	\$229.95	\$56.10
NSK S-Max M500 / M600 A/M Turbine	Cannister	Ceramic	6	\$89.90	\$199.95	\$100.05
NSK S-Max M500 / M600 OEM Turbine	Cannister	Ceramic	12	\$198.35	\$309.00	\$95.20
NSK S-Max PICO A/M Turbine	Cannister	Ceramic	6	\$94.90	\$199.95	\$95.05
NSK S-Max PICO OEM Turbine	Cannister	Ceramic	12	\$207.00	\$319.00	\$96.05
Sirona T2/T3 handpieces	Overhaul	Ceramic	4	\$26.50	\$99.95	\$68.45
Sirona T2/T3 handpieces	Turbine	Ceramic	6	\$66.50	\$199.95	\$123.45
Star 430 & Solara - JC - Lube Free	Overhaul	Ceramic	6	\$46.91	\$134.95	\$81.29
Star 430 & Solara - JC - Lube Free	Turbine	Ceramic	6	\$73.41	\$189.95	\$107.04
Star 430 & Solara - JC - Non-Lube Free	Overhaul	Steel	4	\$22.41	\$99.95	\$72.54
Star 430 & Solara - JC - Non-Lube Free	Overhaul	Ceramic	4	\$30.91	\$119.95	\$83.04
Star 430 & Solara - JC - Non-Lube Free	Turbine	Steel	6	\$48.91	\$154.95	\$98.29
Star 430 & Solara - JC - Non-Lube Free	Turbine	Ceramic	6	\$57.41	\$174.95	\$108.79
Star 430 & Solara - PB - Lube Free	Overhaul	Ceramic	6	\$46.91	\$134.95	\$81.29
Star 430 & Solara - PB - Lube Free	Turbine	Ceramic	6	\$100.91	\$199.95	\$89.04
Star 430 & Solara - PB - Non-Lube Free	Overhaul	Steel	4	\$22.41	\$99.95	\$72.54
Star 430 & Solara - PB - Non-Lube Free	Overhaul	Ceramic	4	\$30.91	\$119.95	\$83.04
Star 430 & Solara - PB - Non-Lube Free	Turbine	Steel	6	\$76.41	\$179.95	\$94.54
Star 430 & Solara - PB - Non-Lube Free	Turbine	Ceramic	6	\$84.91	\$199.95	\$105.04
Viper 360 - PB	Overhaul	Steel	4	\$21.35	\$89.95	\$64.10
Viper 360 - PB	Overhaul	Ceramic	4	\$29.95	\$109.95	\$74.50
Viper 360 - PB	Turbine	Steel	6	\$60.35	\$159.95	\$91.60
Viper 360 - PB	Turbine	Ceramic	6	\$68.95	\$179.95	\$102.00
W&H TA-96, TA-97 & TA-98 - PB	Overhaul	Steel	4	\$18.78	\$89.95	\$66.67
W&H TA-96, TA-97 & TA-98 - PB	Overhaul	Ceramic	4	\$28.78	\$109.95	\$75.67
W&H TA-96, TA-97 & TA-98 - PB	Turbine	Steel	6	\$89.78	\$189.95	\$90.67
W&H TA-96, TA-97 & TA-98 - PB	Turbine	Ceramic	6	\$99.78	\$209.95	\$99.67
Various Chinese Made Handpieces	Prices may vary - See Handpiece Reference Sheet for more info					

	<u>Profit Objectives</u>		
	<u>Steel</u>	<u>Ceramic</u>	<u>Difference</u>
Overhaul	\$65 - \$75	\$75 - \$85	\$10
Turbine	\$90 - \$100	\$100 - \$110	\$10
Difference	\$25	\$25	