

## **2017 Repair Pricing / Slowspeed Handpieces / Scalers / Attachments**

<b><u>Make/Model</u></b>	<b><u>Repair</u></b>	<b><u>Warranty (Months)</u></b>	<b><u>Parts Cost</u></b>	<b><u>Retail</u></b>	<b><u>Total Profit</u></b>
Head - KaVo 68G	Overhaul	6	\$20.00	<b>\$129.95</b>	\$109.95
Head - Kavo 68LD	Overhaul	6	\$20.00	<b>\$129.95</b>	\$103.45
Head - Kavo 68LDN	Overhaul	6	\$36.00	<b>\$129.95</b>	\$87.45
Head - Kavo 80LD	Overhaul	6	\$20.00	<b>\$129.95</b>	\$103.45
Head - MW/NSK/Star PB FG Bur	Replace Cartridge	6	\$73.90	<b>\$129.95</b>	\$49.55
Head - MW/NSK/Star PB Latch Bur	Replace Cartridge	6	\$73.90	<b>\$129.95</b>	\$49.55
Head - MW/NSK/Star Swing Latch	Overhaul	6	\$18.00	<b>\$69.95</b>	\$48.45
Head - NSK TEP-Y	Replace Cartridge	6	\$80.00	<b>\$175.00</b>	\$86.25
Hygienist - MW RDH/Rhino	Overhaul - Major	6	\$58.00	<b>\$159.95</b>	\$93.95
Hygienist - MW RDH/Rhino	Overhaul - Basic	6	\$18.00	<b>\$159.95</b>	\$133.95
Motor - Champion Little Guy 5K	Overhaul	6	\$26.95	<b>\$149.95</b>	\$115.50
Motor - Kavo 2307L & 2307LN	Overhaul	6	\$52.60	<b>\$295.95</b>	\$228.55
Motor - Kavo 2307L & 2307LN	Overhaul & Blades	6	\$81.60	<b>\$295.95</b>	\$199.55
Motor - Lynx LS	Overhaul	6	\$27.50	<b>\$149.95</b>	\$114.95
Motor - MW Shorty 1-Speed	Overhaul - Basic	6	\$37.41	<b>\$159.95</b>	\$114.54
Motor - MW Shorty 1-Speed	Overhaul - Major	6	\$64.91	<b>\$189.95</b>	\$115.54
Motor - MW Shorty 2-Speed	Overhaul - Basic	6	\$42.41	<b>\$159.95</b>	\$109.54
Motor - MW Shorty 2-Speed	Overhaul - Major	6	\$69.91	<b>\$199.95</b>	\$120.04
Motor - Star 20K	Overhaul	6	\$27.02	<b>\$149.95</b>	\$115.43
Motor - Star 5K	Overhaul	6	\$34.02	<b>\$149.95</b>	\$108.43
Motor To Angle Adapter - Star	Overhaul	6	\$11.00	<b>\$79.95</b>	\$64.95
Nosecone - MW Latch Type	Overhaul	6	\$18.00	<b>\$89.95</b>	\$67.45
Nosecone - MW, NSK & Schein	Overhaul	6	\$21.15	<b>\$89.95</b>	\$64.30
Nosecone - Star	Overhaul	6	\$15.00	<b>\$89.95</b>	\$70.45
Scaler - Star	Overhaul	6	\$32.09	<b>\$140.00</b>	\$100.91
Scaler - Star, Overhaul and spindle replacement		6	\$112.09	<b>\$195.95</b>	\$74.06
Tru-Torc 1-Speed - MW	Overhaul - Basic	6	\$48.16	<b>\$159.95</b>	\$103.79
Tru-Torc 1-Speed - MW	Overhaul - Major	6	\$75.66	<b>\$199.95</b>	\$114.29
Tru-Torc 2-Speed - MW	Overhaul - Basic	6	\$53.16	<b>\$169.95</b>	\$108.29
Tru-Torc 2-Speed - MW	Overhaul - Major	6	\$80.66	<b>\$209.95</b>	\$118.79

**Note:** If any of the above Motor Repairs requires a new housing or backend, add that parts cost x 1.5 to the Retail Price. Also, If repairing any slowspeed motor not listed, add your parts cost + a minimum of \$100 to calculate Retail Price.

**Profit Objectives:**

\$65 minimum for an Attachment repair

\$100 minimum for a Motor repair.