Championship rodeo at its best!
Business of Equine Dentistry

Chris Blevins, MS, DVM
Equine Field Service Clinician
Veterinary Health Center at Kansas State University
Importance

• Building block of equine practice
• Clinic Income
• Increase clients/cases
• Requested/Educated
Dental Exam

• Equipment
  – Oral speculum
  – Light source
  – Basket retractor
  – Dental Mirror
  – Horse Stocks
  – Dental halter or Head stand
  – Bucket disinfectant/dose syringe
$3000 supplies
Dental Exam

Miles Equine Gizmo (MEG) chute
$19,500
Stubb Portable Stocks

3 Side Access
Mobile Stock
$8100.00
Dental Exam

Stubbs Speculum

McPherson Speculum

Capps Speculum

Conrad Speculum

www.stubbsequine.com/innovations/index.htm

$2000

$2150

www.medcoinstruments.com

$725

www.hospodarintl.com/products.htm

$725
Dental Exam

Drop forged stainless steel
$500
X Spec™ Equine Speculum Wide

Item #: 53605

$2,572.00

- Next generation equine speculum, an enhancement of the original AlumiSpec™, known and trusted throughout the industry.
- Wider design provides more space between the horse's cheek and speculum to accommodate digital radiography plates for obtaining dental films in a variety of positions.
- Constructed of aircraft grade aluminum, CNC milled precision pieces, TIG welded with a durable powder coat finish.
- Use of replaceable synthetic straps in the "cinch-lock" locking system allows for infinite degrees of access to the patient's oral cavity.
- May be used on all sizes of horses from miniature to draft.
- Recommended for use with sedated animals for the safety of the handler and the horse.
- Tested on hundreds of patients in an equine dental practice.
- Net weight of 5.5 pounds.
Exam Accessories

- $85 pick
- Swiss mirror $425
- $100 pick (Albert’s)
- Periodontal Dental Probe $70
Dental Exam

- Equipment
  - Chemical restraint
    - $\alpha$-2 agonists
    - Butorphanol

  - Image of Dormosedan and Torbugesic with prices:
    - Dormosedan: $350 / 20 ml
    - Torbugesic: $37 / 2.5 ml
Dental Exam

WIFI Dental stick Endoscope
$9280

Rigid Video Endoscope
$1900
Dental Exam

• Head Lamps

  800 lumen
  $365

  7,500 lumen
  $800

  140 lumen
  $525
Dental Exam
Dental Exam

$30,000 to $50,000

Veterinary Businesses.dvm360
2006-outdated slightly on prices
Treatment

• Floats
  – Hand floats: $800-900

$1,220 student special (Albert’s)
Treatment

Molar Forceps
$435

Molar fragment Forceps
$435
Treatment

Molar spreaders
$435

5 head fulcrum
$199
Treatment

• Power floating equipment
  – Powerfloat company: $3000-6000
Treatment

Mini Mac Reciprocating Float
$1200
Treatment

$4700

Rotary Disc Float-Equine Specialties
Treatment

Flex Float Ultra

$6400
Treatment

- Swiss Float: $2000
Treatment

Versa-Float Dental System
$9700
Treatment

- Capps floats

$1331

$320

$2485
Treatment

• Power float disc
  – Diamond Carbide: $80
  – Carbide Medium Grit: $30

Split Blue $95
Worth It?

• You bringing something to a practice
• Pay for self as an associate
• Pay off equipment
  – Charges to client
  – Depreciation
• Bring other cases in....
Worth it?

- Charges (rough estimate)
  - Dental Exam: $20-$50
  - Dental Float: $35-$150
  - Sedation: $25-$45

- Total: $75 - $245

You go to your dentist, what does it cost?

Check with area prices and go from there.
I feel so blessed!

Wife-Dr. Lindsey
14 years

Aaron
6 yrs old

Olive
4 yr old

Clara
8 yrs old