



# YOU SHOULD KNOW KOMET

Dr. Mustafa Shah Khan and Dr. Richard Offutt started Synergy Dental Partners 12 years ago. The subject today is Rotary Instruments, and their guest is Mr. Casey Trout, Strategic Markets Manager, Komet USA.

The practice of dentistry requires the dentist to have competency in many disciplines. Clinical competency is only part of the puzzle, and the puzzle has many pieces. Today we would like to discuss rotary instruments. The dental supply business is overwhelmingly challenging in the current economy. The dentist must develop critical strategies to purchase world class products at the best possible price.

Synergy Dental had the pleasure to interview Mr. Casey Trout. Mr. Trout is Strategic Markets Manager for Komet USA. Komet USA is an industry leader in the manufacturing of rotary instruments for dental practices. We asked him to provide an overview of the company and follow up with a Q&A session. Building on 100 years of tradition, innovation, and excellence, Komet USA brings unmatched quality and value to dental offices and laboratories across the country, producing highly specialized dental burs, discs, diamonds, and endodontic solutions.

Komet USA is committed to excellence and drives to maintain and nurture the level of quality that is its heritage. It works for and with its customers to create the highest quality rotary instruments in dentistry.

The superiority of the Komet brand is unmatched. By pairing its science and excellence with an unparalleled commitment to its customers, Komet continues to stand at the forefront of the rotary dental industry.

Komet USA's uniquely qualified team members are dedicated to helping customers find the perfect combination of instruments for their practices, working with them for their daily and specialty instrument needs. Komet USA sells direct to its customers, delivering orders quickly and efficiently from its state-of-the-art factory in Lemgo, Germany.



## INTERVIEW WITH DR. SHAH KHAN, DR. OFFUTT, AND MR. CASEY TROUT

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**Historically, Komet was a German manufacturing company. Are all Komet's products still manufactured in Germany?**

Yes, our products are still manufactured at our headquarters in Lemgo, Germany. 2023 is our centennial anniversary as a manufacturer.

**When we think of rotary instruments, we think of diamond and carbide burs. What other rotary products does Komet manufacture?**

It is easy to just think of the traditional crown and bridge diamonds, operative and finishing carbides. We also offer diamond discs, diamond strips, lab cutters for all materials, intraoral and lab polishers as well as a complete endo solution. Our endo solution consists of burs, files, and the EndoPilot motor (with Ultrasonic and Obturation capabilities) to covers the entire procedure access through shaping and cleaning, to obturation.

**Diamond burs and rotary files are measured to specific ISO standards. Is there a quality advantage to use burs and files manufactured by one manufacturer vs a rotary company that may outsource to 3-4 manufacturers?**

Absolutely. When everything comes from one manufacturer the doctor will receive consistently high-quality products. There will be no variations in size or materials used to produce our products. This gives the doctor consistent outcomes and a better overall patient experience.

**With CAD/CAM restorations becoming more popular, what solutions does Komet provide for correct preparing and polishing in office restorations?**

Because of the growing popularity of CAD/CAM, we have created kits, like our Modified Shoulder Prep Kit and our Chamfer Prep kit, that help dentists prep the teeth to certain standards providing better results. If any adjustments are needed, we have developed kits for adjusting and polishing of the newer ceramic materials as well.

**Is there an advantage to using a single supplier for rotary instruments?**

I think this goes back to Komet also being the manufacturer. When you order products from different suppliers, the quality, shape and size can vary slightly which alters the outcome the doctor desires. The more calculated and consistent the doctor can be with their procedures will help save them chair time and produce a better patient outcome. It's also simpler for the staff – being able to source from a single supplier that is an expert in its field not only ensures the highest quality product every time, but saves time effort in the ordering and allows unique opportunities for further cost savings and access to the newest products.

**I am intrigued by Komets' line of ceramic slow speed burs and ecutters. Could you please discuss those for our readers?**

These are phenomenal products. Our slow speed round ceramic burs (CeraBurs) are ideal for cavity excavation. They allow dentists to feel when the instrument leaves decayed dentin which helps them save more healthy tooth structure. The CeraBur also has very little to no chatter and lasts considerably longer than a traditional operative carbide. Along with those, we have created ceramic lab cutters to work with valplast and any sort of acrylic material. We call them K Cutters and they do not heat and melt the acrylic when making adjustments. A better result is achieved in less time.

