



## Henry Schein Names John Chatham Vice President of Field Sales for Sullivan-Schein Dental

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MELVILLE, N.Y.--(BUSINESS WIRE)--Feb. 28, 2000--Henry Schein, Inc. (NASDAQ:HSIC), North America's largest distributor of healthcare products to office-based practitioners, announced today the appointment of John Chatham to Vice President of Field Sales for Sullivan-Schein Dental(TM), the Company's U.S. Dental business. An 18-year industry veteran, Chatham previously served as Zone Manager for Sullivan-Schein Dental in the southeast region of the United States.

In his new position, Chatham will lead Sullivan-Schein Dental's team of zone and regional field managers, as well as its network of field sales consultants located throughout the country. Chatham will report to Tim Sullivan, Executive Vice President of Sullivan-Schein Dental.

"John's many years of experience have earned him a keen awareness of our customers' needs and a thorough understanding of the tools needed for our field sales force to succeed," said Jim Breslawski, President of Sullivan-Schein Dental. "In his new leadership position, John's superior sales management skills and industry knowledge will be key to the success of a variety of exciting sales initiatives that we have planned for Sullivan-Schein Dental."

Prior to joining Sullivan-Schein Dental in 1997, Chatham enjoyed a successful career as a field sales consultant and subsequently started his own dental distribution business. After selling his company in 1992 to Sullivan Dental, Chatham served as a regional manager.

Sullivan-Schein Dental is the industry leader in sales and offers one of the broadest selections of products and services to dental practitioners. The Company currently serves more than 75% of the dental practices in the United States. Henry Schein's combined Dental Group represents approximately 30% of the estimated \$3.5 billion U.S. and Canadian dental products market -- an increase from an estimated 11% in 1995. Sullivan-Schein Dental has nearly 600 field sales representatives and a U.S. network of more than 70 equipment sales and service centers.

Henry Schein, Inc. is the largest distributor of healthcare products to office-based healthcare practitioners, including dental practices and laboratories, physician practices and veterinary clinics. The Company, recognized for its excellent customer service and low prices, serves more than 300,000 customers worldwide. Headquartered in Melville, New York, the Company employs over 6,000 people in 16 countries. Sales in 1998 were \$1.9 billion. For more information, visit the Henry Schein website at <http://www.henryschein.com>.

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