

Henry Schein Releases 'Dental Career Planner' CD-ROM To Help New Practitioners Evaluate Their Dental Practice Options

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MELVILLE, N.Y., Oct 5, 2001 (BUSINESS WIRE) --

New planning tool also valuable to practicing dentists in evaluating their future

Henry Schein, Inc. (Nasdaq: HSIC), the largest provider of healthcare supplies to office-based practitioners in the North American and European markets, announced today the release of an interactive CD-ROM designed to help new dental practitioners make informed decisions about their career options.

The new software program, titled Dental Career Planner: A Guide to Practice Ownership utilizes data such as assets, liabilities, net worth and projected living expenses to generate a customized financial profile, including monthly income requirements. The program then helps the dentist explore a variety of practice options - for example, becoming an associate, acquiring an existing practice, or starting a new practice either as a solo practitioner or with a partner - by outlining financial scenarios based on estimated expenses and required income.

The CD-ROM also contains several other helpful planning tools, including articles on practice transitions, demonstrations of Henry Schein's widely used dental practice management software products, DENTRIX(R) and Easy Dental(R), and a collection of continuing education courses.

"Dentists new to the field will find The Dental Career Planner a valuable tool for planning and launching their careers," said Jim Breslawski, President of Sullivan-Schein Dental, Henry Schein's U.S. dental business. "Henry Schein's number one priority is to offer its dental customers the products and services they need for operating a successful practice. That includes today's new dentists who typically have funded a substantial portion of their training through loans. Strategic financial planning and practice management is essential for helping to ensure future business success for these new practitioners. Initial feedback on the new CD-ROM program has been extremely positive."

The new software is also an asset to the seasoned practitioner who might be preparing to take on an associate," added Mr. Breslawski. "The program is invaluable in helping to determine the financial practicality of such a move."

Dental Career Planner: A Guide to Practice Ownership is available as part of the consultative services provided by Sullivan-Schein Dental's nearly 700 dental field sales consultants.

Henry Schein Financial Services provides a variety of value-added business solutions to healthcare practitioners, including equipment financing and leasing, practice acquisition and start-up loans, credit card processing and patient financing.

Henry Schein, Inc. is the largest distributor of healthcare products and services to office-based healthcare practitioners in the combined North American and European markets. Recognized for its excellent customer service and low prices, the Company serves more than 400,000 customers worldwide, including dental practices and laboratories, physician practices and veterinary clinics, as well as government and other institutions.

The Company operates its five business groups - Dental, Medical, Veterinary, International and Technology - through a centralized and automated distribution network, which provides customers in more than 125 countries with a comprehensive selection of over 80,000 national and Henry Schein private-brand products. Henry Schein also offers a wide range of innovative value-added practice solutions, such as its leading dental practice management software systems DENTRIX(R) and Easy Dental(R), which are installed in over 37,000 practices; and ArubA(R), Henry Schein's electronic catalog and ordering system. Headquartered in Melville, New York, Henry Schein employs approximately 6,500 people in 16 countries. The Company's 2000 sales reached a record \$2.4 billion. For more information, visit the Henry Schein Web site at www.henryschein.com.

Certain information contained herein includes information that is forward-looking. The matters referred to in forward-looking statements may be affected by the risks and uncertainties involved in the Company's business. These forward-looking statements are qualified in their entirety by the cautionary statements contained in the Company's Securities and Exchange Commission filings.

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