

Henry Schein Acquires Southern Surgical Supply in Florida: Completes East Coast Medical Field Sales Force Strategy

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MELVILLE, NY--(BUSINESS WIRE)--Aug. 18, 1999--Henry Schein, Inc. (Nasdaq: HSIC) announced today that its Caligor Medical Supply division has acquired privately-held Southern Surgical Supply, a distributor of medical and surgical supplies and equipment to office-based physicians in Florida. Terms of the transaction were not disclosed.

Southern Surgical, based in Tampa, has served the alternate care markets in Florida since 1965 and has recently received Florida's 1999 Vendor of the Year award for small state contracts. With 1998 sales of \$8 million, the new acquisition will add nine field sales representatives to Caligor's sales force of over 200.

"By providing us with a valuable field sales team in Florida, the acquisition of Southern Surgical completes Caligor's strategy to establish a field sales presence across the entire Eastern seaboard," said Stanley M. Bergman, Chairman, Chief Executive Officer, and President of Henry Schein, Inc.

Caligor Medical Supply is Henry Schein's medical field sales organization, with over 200 highly trained consultants, serving physician and clinic markets, hospitals, nursing homes, homecare services and integrated networks.

Henry Schein, Inc. is the largest distributor of healthcare products and services 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>.