

## Henry Schein Renews Exclusive Supplier Agreement With the American Medical Association for Purchasing Program

October 18, 2001

MELVILLE, N.Y., Oct 18, 2001 (BUSINESS WIRE) -- Henry Schein Inc. (Nasdaq: HSIC), the largest provider of healthcare supplies to office-based practitioners in the North American and European markets, signed a new agreement with the American Medical Association (AMA) continuing its role as the AMA's preferred supplier of medical, surgical and laboratory supplies, equipment, pharmaceuticals and vaccines.

Under the three-year contract, AMA members have access to a formulary purchasing program consisting of medical products and services at preferred pricing. Henry Schein sales for this program exceed \$30 million annually.

Henry Schein first established a formulary for the AMA sponsored purchasing program in 1994. This program is the largest in the United States exclusively servicing the physician office market. AMA members can order supplies through Henry Schein's extensive telesales network, via fax, field sales representatives, and the Internet at [www.henryschein.com](http://www.henryschein.com).

"We are very pleased to have the opportunity to continue serving AMA members through our special formulary arrangement," said Michael Racioppi, President of Henry Schein's Medical Group. "By offering a broad selection of quality products and services at substantial discounts, our formularies are designed to help our practitioner customers provide a high level of quality care to their patients, and at the same time help them to operate a more efficient and profitable practice."

AMA members across the U.S., Puerto Rico or the U.S. Virgin Islands also benefit from Henry Schein's state-of-the-art distribution services, which include same day shipping on orders that are received before 5 p.m., and a 99% fill rate on any item.

"Initiatives such as this one with Henry Schein are critical to our membership, especially during times when cost containment is paramount," said Dennis Kepchar, Managing Director, AMA Solutions. "The continuation of this relationship brings great value to our members."

The American Medical Association is the nation's leading healthcare organization. Dedicated to improving the health of America, it has approximately 300,000 members nationally.

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](http://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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