Henry Schein to distribute Dentatus

Agreement expands Schein’s offering to cover full breadth of dental implants

Henry Schein, the largest distributor of healthcare products and services to office-based practitioners, and Dentatus, an innovative designer and manufacturer of precision high-tech dental products, in July announced a five-year agreement establishing Henry Schein as the exclusive distributor of the Dentatus Atlas narrow body implant system in North America, Australia and New Zealand. Through this agreement, Henry Schein will now be able to offer dental practitioners the full breadth of dental implants.

“In this important and growing market, the Dentatus Atlas system stands apart and is distinctly different from other systems, with clear benefits that shorten healing time and increase patient comfort,” said Stanley Bergman, chairman and chief executive officer of Henry Schein. “In North America alone, we estimate the edentulous population who could benefit from this technology to be approximately 50 million people, with projected 6 million new edentulous patients per year. We look forward to working closely with Dentatus to offer these important new products to our North American, Australian and New Zealand dental customers.”

The Dentatus Atlas implant surrounded with the Tuf-Link Resilient Denture liner provides secure retention and cushioned patient comfort. The implant low profile eliminates the need to drastically reduce the denture, and its small diameter allows placement where significant bone loss has occurred without bone augmentation.

The Dentatus Atlas flapless surgical procedure, which is significantly less expensive than a conventional implant procedure, shortens healing time and reduces discomfort. The procedure requires no surgical incision and no sutures — both of which are typical for wider, more conventional implants — and it can be performed using local anesthesia in the office of a patient’s general dentist in only 45-60 minutes. The patient can walk out of the office wearing his or her refitted denture right away.

With Dentatus Atlas implants, denture wearers of any age can experience healthier and better looking smiles with comfortable and fully functioning dentures. After undergoing the procedure, patients are able to keep their dentures in place while sleeping, brush them in the morning and treat them like natural teeth. Dentures can be easily removed and reseated without any stress.

Patients are able to laugh, smile, maintain a nutritious diet and eat their favorite foods with confidence. Dentatus Atlas implants provide patients with substantial relief from the pain and discomfort they previously endured with ill-fitting dentures, while stimulating the jawbone so less bone is lost. Dentures fit more comfortably and properly support facial features that may have been previously lost, enhancing a patient’s self esteem.

“In Henry Schein, we believe that we have found a sophisticated distribution partner that can compellingly communicate the significant benefits of the Dentatus Atlas system to dental practitioners,” said Bernard Weissman, president of Dentatus USA. “The company’s track record of success in growing technology-driven products is impressive, and we look forward to a close collaboration that will strengthen the position of this innovative implant system in these important markets.”

About Dentatus
Dentatus, founded in 1930 for the purpose of serving the then-emerging Scandinavian dental market, is renowned for its line of precision semi-adjustable articulators that are in continuous use in many universities and dental teaching facilities throughout the world.

About Henry Schein
Henry Schein, a Fortune 500® company and a member of the NASDAQ 100® Index, is recognized for its excellent customer service and highly competitive prices. The company’s four business groups — dental, medical, international and technology — serve more than 575,000 customers worldwide, including dental practitioners and laboratories, physician practices and animal health clinics, as well as government and other institutions.

For more information, visit the Henry Schein Web site at www.henryschein.com.