

UNITED STATES OF AMERICA
BEFORE THE FEDERAL TRADE COMMISSION
OFFICE OF ADMINISTRATIVE LAW JUDGES



In the Matter of

**BENCO DENTAL SUPPLY CO.,
a corporation,**

**HENRY SCHEIN, INC.,
a corporation, and**

**PATTERSON COMPANIES, INC.,
a corporation.**

PUBLIC

ORIGINAL

Docket No. 9379

JOINT STIPULATIONS OF FACT

Pursuant to the Court’s March 14, 2018 Scheduling Order and February 15, 2019 guidance, Complaint Counsel and Respondents Henry Schein, Inc. (“Schein”), Patterson Companies, Inc. (“Patterson”), and Benco Dental Supply Co. (“Benco”) stipulate to the following facts:

1. The term “Dental Supplies” generally refers to consumable Dental Products used by dentists and dental practices. Dental Supplies are sometimes referred to as sundries or merchandise, and include items such as gloves, hand instruments, face masks, toothbrushes, anesthetic solutions, composites, amalgams, bonding agents, and bibs.
2. The term “Dental Equipment” generally refers to non-consumable Dental Products used by dentists and dental practices. Dental Equipment are sometimes referred to as capital equipment, small equipment, or large equipment, and include imaging devices, compressors, dental chairs, stools, lights, microscopes, hand-pieces, lasers, delivery systems, monitor mounts, workstations, cabinetry, CAD/CAM systems, film or X-ray processors, cameras, sterilizers, autoclaves, and sensors.
3. The term “Dental Products” refers to Dental Supplies, Dental Equipment, technology, and other items used in the provision of dental services by a dentist, dental practice, or any dental services business or clinic.
4. The term(s) “Community Health Center” and “CHC” refer to Federally Qualified, non-profit organizations that offer a range of primary and preventive healthcare services,

including medical, dental, and mental health services, to indigent and low-income populations.

5. The term “full-service distributor” typically refers to a distributor that employs field sales representatives and equipment repair specialists, and that offers for sale the majority of Dental Products, services, and technology used by a dental practice or dental business.
6. Respondents are full-service distributors.
7. Burkhart Dental Supply Co., Inc. is a privately owned, regional full-service distributor based in Tacoma, Washington.
8. Patterson is a publicly traded corporation with its principal place of business in St. Paul, Minnesota, and is, among other things, a full-service, national distributor of Dental Products.
9. Benco is a privately owned company with its principal place of business in Pittston, PA., and is, among other things, the largest privately owned full-service, national distributor of Dental Products.
10. Henry Schein, Inc. is a publicly traded corporation with its principal place of business in Melville, New York, and is, among other things, a full-service, national distributor of Dental Products.

Dated: April 10, 2019

Respectfully submitted,

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CERTIFICATE OF SERVICE

I hereby certify that on April 10, 2019, I filed the foregoing document electronically using the FTC's E-Filing System, which will send notification of such filing to:

April Tabor
Acting Secretary
Federal Trade Commission
600 Pennsylvania Ave., NW, Rm. H-113
Washington, DC 20580

The Honorable D. Michael Chappell
Administrative Law Judge
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I further certify that I delivered via electronic mail a copy of the foregoing document to:

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April 10, 2019

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CERTIFICATE OF ELECTRONIC FILING

I certify that the electronic copy sent to the Secretary of the Commission is a true and correct copy of the paper original and that I possess a paper original of the signed documents that is available for review by the parties and the adjudicator.

April 10, 2019

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